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SHARE

dōTERRA™ Naturally



Welcome to the Share Guide!



When you experience something wonderful that makes a difference in your life, you naturally want to share it with those you love.

Now is the perfect time to start sharing the natural solutions you love with the people you care about. Use this guide to help you share the dōTERRA wellness lifestyle and products with your friends and family.



How to Share

Sharing dōTERRA is simple and fun! Discover more about these three sharing steps in the following pages and begin changing lives.

Step 1: **Love**

Use dōTERRA products and unlock the power of your story.

Step 2: **Share**

Share dōTERRA in meaningful ways and impact the lives of those you share with.

Step 3: **Earn**

Experience the rewards[†] that come from simply sharing.

[†]Personal earnings can vary depending on factors such as your time commitment, team structure and the number of people you enrol in your downline.

UK: It is illegal for a promoter or a participant in a trading scheme to persuade anyone to make a payment by promising benefits from getting others to join a scheme. Do not be misled by claims that high earnings are easily achieved.



Step 1: Love

Knowing the reasons you personally love the products will naturally lead you to think of others who can benefit from similar natural solutions. Take some time to think of your favourite products and who those products could benefit.

The first step to sharing is to focus on the products you love. Make a list of your top three favourite products.

- 1. _____
- 2. _____
- 3. _____

Now, think of five people who'd benefit from those natural solutions.

Person	Need	Product
1. _____	1. _____	1. _____
2. _____	2. _____	2. _____
3. _____	3. _____	3. _____
4. _____	4. _____	4. _____
5. _____	5. _____	5. _____

Capture Your Story

Telling your story is the most impactful way to share. Write down answers to the following questions as you reflect on your experiences with dōTERRA products.

Before dōTERRA was part of your life, what concerns were you or a loved one dealing with?

How did you get started with dōTERRA products? What were some of your first positive experiences?

How have dōTERRA products changed your wellness habits and at-home routines?

Combine your answers into a simple, memorable paragraph or two to capture your story. Place it where you'll see it often—like on a mirror, fridge door, or phone wallpaper—to remind you why you love to share and what to say when you do.

Step 2: Share

Opportunities to share come every day, anywhere. Telling your story and offering positive product experiences lead people to say yes to invitations to learn more. Here are four easy and effective ways to share.



Share Your Story

People like hearing about the positive results someone is experiencing. Refer to your story from before and employ the following tips when sharing your story.

Story sharing tips:

Use the products daily. The more you use your favourite solutions, the more experiences you can offer to others.

Use the products wherever you go. Using your favourite products when you're around others gives them the opportunity to notice and ask questions.

Share with love and compassion. Ask questions, focus on understanding what they're experiencing, take interest in their needs, and find the right time to share your story and solutions.

Share a Product Experience

Immediate product experiences offer glimpses into the benefits of dōTERRA™ products, allowing people to personally experience their positive impact with you.

Experience sharing tips:

Use essential oils in your home. You can introduce guests to the benefits of oils by subtly incorporating them into your space, creating a welcoming atmosphere and sparking curiosity.

Carry the products with you. Be attentive to other people's needs and connect them to dōTERRA solutions in the moment. For example, share the dōTERRA sun spray when someone mentions they forgot their sunscreen on a sunny day.

Build relationships. Take time to know people and form genuine connections. When you create authentic bonds with others, they'll be more open to what you share.





Share a Sample

Samples give people a way to try dōTERRA products by supplying them with enough for one or more applications.

Sample sharing tips:

Personalise the samples. It's as simple as identifying a need and matching it to a specific solution you love, and have on hand.

Sample the products that quickly make an impact. Deep Blue™, dōTERRA Air™, On Guard™, MetaPWR™, Wild Orange, and Peppermint are great options for effortless yet powerful sampling experiences.

Use dōTERRA prepackaged samples. Deep Blue Rub Sample packets are so easy to share. Or you can create a smaller size of your own essential oils for easy travel and quick use.

Share Virtually

Expand your reach beyond in-person interactions. People are receptive to and often watch content from email links and social media posts.

Virtual sharing tips:

Share links. Offering educational content, videos, podcasts, webpages, social media posts, and images sparks interest.

Share your journey. Post about your product experiences and favourite essential oils on social media or a blog. Photos, testimonials, and top tips are all excellent ways to prompt engagement.

Engage with your audience. Regularly interact with followers and respond to comments. Building connections online fosters trust, making your shared product experiences more impactful.



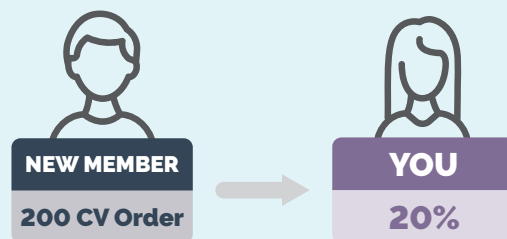
Step 3: Earn

Sharing dōTERRA changes lives and can be personally fulfilling and even provide additional income[†]. The dōTERRA™ compensation model rewards you for empowering others with natural solutions.

Discover how you can earn with dōTERRA through bonuses like:

Fast Start

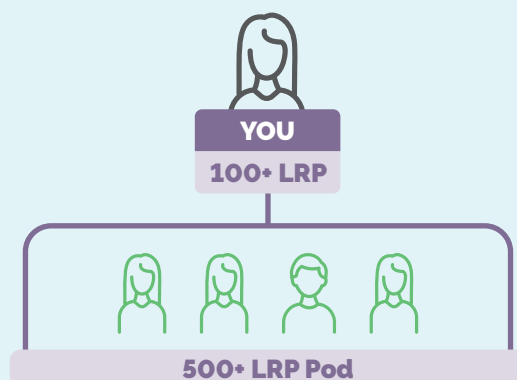
This bonus rewards you weekly for enrolling. Fast Start can be earned on a new member's enrolment order and any additional orders they place during their first 60 days. To qualify, maintain a 100 PV LRP Template and place a 100 PV Loyalty Order monthly.



Power of 3

This bonus rewards you monthly for helping your team build and maintain their wellness habits through Loyalty Orders. To qualify to receive the level 1 bonus (45 €/£38) you must:

1. Place a 100+ PV Loyalty Order
2. Help your customers place Loyalty Orders
3. Have one LRP pod on your frontline with a minimum of 500 PV.



To learn more, feel free to ask your upline or see the Compensation Plan flyer at www.doterra.com/ME/en_ME/compensation-plan. There, you can select your preferred language version to view or download.

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Amplify Your Sharing

Many sharers choose to amplify their efforts by partnering with a Wellness Advocate to host classes.

Why Host a dōTERRA Class?

Hosting a dōTERRA class means sharing with several people at once. It's a friendly setting with education, support, and dōTERRA product experiences, where people can find answers to unique concerns.

How Does Hosting a Class Work?


Collaborate with your Wellness Advocate to decide on the class format and roles. They typically handle the educational and necessary components, plus help with invites and setting the mood. Together, you ensure guests have a meaningful experience and find wellness solutions.

Commit to Host!

Coordinate with your Wellness Advocate on the date and time of your first class. Note your expectations and share them for additional support.



Sharing is rewarding! As you continue
to empower others with natural
solutions, you empower yourself.



dōTERRATM
pursue what's **pure**

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