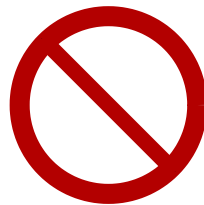


dōTERRA
— INDIA —

Your Compliance Questions Answered



You can use dōTERRA in your URL or social media page.

Answer: False

This would be a trademark violation, as stated in our policy manual.

I need approval to advertise dōTERRA on my website.

Answer: True

Anyone who wants to promote dōTERRA products and business opportunities should submit their site for review to compliance@doterra.com

You must display a dōTERRA Wellness Advocate logo on your website.

Answer: True

You must display your Wellness Advocate logo on your website and have it on your main page. You can obtain the logo from https://www.doterra.com/IN/en_IN/images-logos



Members can sell on other platforms such as Amazon, Facebook, Flipkart, Indiamart, etc.

Answer: False

Members are not allowed to sell on other platforms. Our Member Protection team handles this and they can be reached at memberprotection@doterra.com

I cannot advertise /promote other direct selling companies simultaneously with my dōTERRA business.

Answer: True

dōTERRA encourages Wellness Advocates to not advertise/promote other direct selling companies simultaneously with their dōTERRA business. Doing so may compromise the growth of the company, other Wellness Advocates and lead to possible violations of the Policy Manual.

Cross-company recruiting is a violation of the company policy.

Answer: True

You are not allowed to use your dōTERRA customer base to promote another direct selling company as that is a misuse of the company's proprietary information.



It is okay to have a second account under a different team.

Answer: False

Each member can only have one account including husband and wife, no matter if they are on the same team or a different team.

Wellness Advocates can place a product order using someone else's credit card.

Answer: False

According to the Policy Manual, Wellness Advocates are strongly discouraged from using their own credit cards to purchase products for another member. If you are using your credit cards for another member's orders, please make sure to retain and have proof of reimbursement to prove that there is no beneficial interest.

I am allowed to resell dōTERRA products from stores.

Answer: False

In India, reselling in retail stores is not allowed as per our policy manual.



I can sign up a new account after 6 months.

Answer: False

This depends on the rank; if you are silver and above, you need to wait for a year. We do not need to create a new account from scratch but will just reactivate your old account. You can have a placement change for a new enroller and sponsor.

I can use the Modern Essentials book as a reference when I share dōTERRA online.

Answer: False

If a book has non-compliant claims, it cannot be promoted or discussed online. We always recommend that our members use the up-to-date PIP materials found on our website.



Is it compliant to say that I suffered from an allergy and the Breathe Blend helped me?

Answer: No

An allergy is a medical condition.

Is it compliant to say that I recovered from Covid with these blends?

Answer: No

This is a medical claim.

Is it compliant to mention the word "antibacterial"?

Answer: No

"Antibacterial" is a claim word. In fact, 'germs' and 'viruses' are also not allowed. Instead, you can say "For seasonal or environmental threats."

Is it compliant to say that a particular oil can help with migraines?

Answer: No

A migraine is a medical condition and is, therefore, a claim. Instead, you can say, "It helped with my head tension", or " I was feeling under the weather, and it helped".

