

dōTERRA[®]
NEW ZEALAND

Starter PACKS

\$40
membership
fee waived

Up to 20%
savings off
wholesale
prices

Curated
with your
needs in
mind

dōTERRA[®] | FAMILY ESSENTIALS KIT



PURSUE WHAT'S PURE

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Starter PACKS

\$40
membership
fee waived

Up to **20%**
savings off
wholesale
prices

Curated
with your
needs in
mind

At dōTERRA, we want it to be easy to get all the essentials for a healthy home and lifestyle, which is why we created these carefully crafted Starter Packs—bringing nature's powerful solutions to you.



Wellness Boxes

We've taken out the guesswork, making it easy for you to choose targeted products that meet your wellness needs.



Bedtime Bliss
\$184^{NZ} | PV: 125 | 60211827
SAVE \$22.75



Active Sport
\$207^{NZ} | PV: 125 | 60211826
SAVE \$34.75



Seasonal Essentials
\$198^{NZ} | PV: 129 | 60211828
SAVE \$37.75



Emotional Wellness
\$252^{NZ} | PV: 144 | 60215121
SAVE \$33.25

Everyday Essentials

Nurturing essential oils, blends and products provide what you need to care for your family everyday—simply and naturally.



Family Essentials
\$211^{NZ} | PV: 135 | 40490004
SAVE \$32.25



Home Essentials
\$379^{NZ} | PV: 245 | 41180004
SAVE \$126.00



Nature's Solutions
\$699^{NZ} | PV: 400 | 60201019
SAVE \$227.75

Targeted Solutions

Transforming your mind, body and home has never been easier than with these essential oils and essential oil-infused products.



dōTERRA Emotional Aromatherapy
\$310^{NZ} | PV: 148.50 | 21310004
SAVE \$31.35



dōTERRA Touch
\$330^{NZ} | PV: 154.50 | 21420004
SAVE \$27.75



Daily Usage
\$660^{NZ} | PV: 400 | 20610004
SAVE \$6.75

dōTERRA® NEW ZEALAND STARTER PACKS

NAME OF PACK & SKU	NEED	PRICE: NZD	PV	SAVINGS
Emotional Wellness 60215121	Wellbeing	\$252	144	\$33.25
<ul style="list-style-type: none"> dōTERRA Balance® Grounding Blend 15mL Citrus Bliss® Invigorating Blend 15mL 	<ul style="list-style-type: none"> Lavender Peace™ Restful Blend 15mL Elevation® Joyful Blend 15mL 	<ul style="list-style-type: none"> dōTERRA Adaptiv™ Tranquil Blend 15mL Other items: Petal Diffuser, Introductory Packet & Enrolment		
Bedtime Bliss Wellness Box 60211827	Sleep	\$184	125	\$22.75
<ul style="list-style-type: none"> Lavender Peace™ Restful Blend 15mL dōTERRA Balance® Grounding Blend 15mL Cedarwood essential oil 15mL 	<ul style="list-style-type: none"> Vetiver essential oil 15mL Fractionated Coconut Oil 115mL 	<ul style="list-style-type: none"> dōTERRA Touch® Peace Reassuring Blend 10mL Other items: Introductory Packet & Enrolment		
Active Sport Wellness Box 60211826	Active	\$207	125	\$34.75
<ul style="list-style-type: none"> Copaiba essential oil 15mL Lemongrass essential oil 15mL Wintergreen essential oil 15mL 	<ul style="list-style-type: none"> Eucalyptus essential oil 15mL dōTERRA Motivate® Encouraging Blend 5mL Peppermint Beadlets 125 Beadlets 	<ul style="list-style-type: none"> Ice Blue Rub® 120mL Fractionated Coconut Oil 115mL Other items: Introductory Packet & Enrolment		
Seasonal Essentials Wellness Box 60211828	Seasonal Support	\$198	129	\$37.75
<ul style="list-style-type: none"> Easy Air® Clear Blend 15mL Peppermint essential oil 15mL Eucalyptus essential oil 15mL Tea Tree essential oil 15mL 	<ul style="list-style-type: none"> Lavender essential oil 15mL Easy Air® Clear Drops 120g On Guard® Sanitising Mist 27mL 	<ul style="list-style-type: none"> dōTERRA Touch Easy Air® Clear Blend 10mL dōTERRA Touch On Guard® Protective Blend 10mL Other items: Introductory Packet & Enrolment		
Family Essentials 40490004	Family Wellbeing	\$211	135	\$32.25
1x 5mL bottle of oil: <ul style="list-style-type: none"> Lavender essential oil Lemon essential oil Peppermint essential oil Tea Tree essential oil 	<ul style="list-style-type: none"> Oregano essential oil Frankincense essential oil Ice Blue® Athletic Blend Easy Air® Clear Blend DigestZen® Supportive Blend 	<ul style="list-style-type: none"> On Guard® Protective Blend Other items: <ul style="list-style-type: none"> Fractionated Coconut Oil 115mL Smart & Sassy® Active Blend 15mL Introductory Packet & Enrolment		
Home Essentials 41180004	Wellbeing	\$379	245	\$126.00
1x 15mL bottle of oil: <ul style="list-style-type: none"> Lavender essential oil Lemon essential oil Easy Air® Clear Blend DigestZen® Supportive Blend 	<ul style="list-style-type: none"> On Guard® Protective Blend Frankincense essential oil Tea Tree essential oil Oregano essential oil Peppermint essential oil 	1x 5mL bottle of oil: <ul style="list-style-type: none"> Ice Blue® Athletic Blend Other items: <ul style="list-style-type: none"> Fractionated Coconut Oil 115mL Petal Diffuser, Introductory Packet & Enrolment		
Nature's Solutions 60201019	Complete Care	\$699	400	\$227.75
1x 5mL bottle of oil <ul style="list-style-type: none"> Ice Blue® Athletic Blend 1x 10mL Touch Roll On: <ul style="list-style-type: none"> PastTense® ClaryCalm® 1x 15mL bottle of oil: <ul style="list-style-type: none"> DigestZen® Supportive Blend dōTERRA Purify® Refreshing Blend Tea Tree essential oil Oregano essential oil 	<ul style="list-style-type: none"> AromaTouch® Spa Blend On Guard® Protective Blend Frankincense essential oil Lavender Peace™ Restful Blend Easy Air® Clear Blend dōTERRA Citrus Bliss® Invigorating Blend Lavender essential oil Lemon essential oil Peppermint essential oil Smart & Sassy® Active Blend Lemongrass essential oil 	Other items: <ul style="list-style-type: none"> Fractionated Coconut Oil 115mL Ice Blue Rub® 120mL Easy Air® Vapour Stick 12.5g On Guard® Cleansing Toothpaste 125g On Guard® Beadlets 125 Beadlets On Guard® Foaming Hand Wash 473mL Correct-X® 15mL Petal Diffuser, Wooden Box, 2 Foaming Hand Wash dispensers and Introductory Packet & Enrolment		
Oil Sharing 40990004	DIY/Sharing Kit	\$1,500	1,049.50	\$171.50
1x 15mL bottle of oil: <ul style="list-style-type: none"> Oregano essential oil Lavender Peace™ Restful Blend Elevation® Joyful Blend Citrus Bliss® Invigorating Blend Cilantro essential oil Grapefruit essential oil 2x 15mL bottle of oil: <ul style="list-style-type: none"> Frankincense essential oil Wild Orange essential oil 	<ul style="list-style-type: none"> AromaTouch® Spa Blend dōTERRA Balance® Grounding Blend Smart & Sassy® Active Blend 3x 15mL bottle of oil: <ul style="list-style-type: none"> Lemon essential oil Tea Tree essential oil Peppermint essential oil DigestZen® Supportive Blend Lavender essential oil Easy Air® Clear Blend 	<ul style="list-style-type: none"> On Guard® Protective Blend 2x 10mL Touch Roll On: <ul style="list-style-type: none"> PastTense® Roll On Relaxation Blend 3x 5mL bottle of oil: <ul style="list-style-type: none"> Ice Blue® Athletic Blend Other items: <ul style="list-style-type: none"> Fractionated Coconut Oil 115mL Petal Diffuser, Introductory Packet & Enrolment, Cap Stickers For Common Oils 5 Sheets, Sample Key-chain 8-Vial Black and 12 Amber ⅓ Dram bottles		
AromaTouch® Professional 20620004	AromaTouch	\$315	170	
<ul style="list-style-type: none"> dōTERRA Balance® Grounding Blend 15mL Tea Tree essential oil 15mL Wild Orange essential oil 15mL On Guard® Protective Blend 15mL 	<ul style="list-style-type: none"> Lavender essential oil 15mL AromaTouch® Spa Blend 15mL Peppermint essential oil 15mL Ice Blue® Athletic Blend 5mL 	Other items: <ul style="list-style-type: none"> Fractionated Coconut Oil 115mL Introductory Packet & Enrolment		
dōTERRA Touch® 21420004	Touch	\$330	154.50	\$27.75
1x 10mL Touch Roll On: <ul style="list-style-type: none"> dōTERRA Touch® Lavender dōTERRA Touch® DigestZen® Digestive Blend dōTERRA Touch® Frankincense dōTERRA Touch® Tea Tree 	<ul style="list-style-type: none"> dōTERRA Touch Easy Air® Clear Blend dōTERRA Touch® On Guard® Protective Blend dōTERRA Touch® Oregano dōTERRA Touch® Ice Blue® Athletic Blend dōTERRA Touch® Peppermint 	Other items: <ul style="list-style-type: none"> On Guard® Beadlets 125 Beadlets Peppermint Beadlets 125 Beadlets Introductory Packet & Enrolment		
dōTERRA Emotional Aromatherapy 21310004	Rest & Restore	\$310	148.50	\$31.35
<ul style="list-style-type: none"> dōTERRA Motivate® Encouraging Blend 5mL dōTERRA Cheer® Uplifting Blend 5mL dōTERRA Passion® Inspiring Blend 5mL 	<ul style="list-style-type: none"> dōTERRA Forgive® Renewing Blend 5mL dōTERRA Console® Comforting Blend 5mL dōTERRA Peace® Reassuring Blend 5mL 	Other items: <ul style="list-style-type: none"> Petal Diffuser, Introductory Packet & Enrolment. 		
Daily Usage 20610004	Everyday Wellness	\$660	400	\$6.75
1x 15mL bottle of oil: <ul style="list-style-type: none"> Smart & Sassy® Active Blend dōTERRA Balance® Grounding Blend Citrus Bliss® Invigorating Blend Elevation® Joyful Blend 1x 5mL bottle of oil: <ul style="list-style-type: none"> Lavender essential oil Lemon essential oil Peppermint essential oil 	<ul style="list-style-type: none"> Tea Tree essential oil Oregano essential oil Frankincense essential oil Ice Blue® Athletic Blend Easy Air® Clear Blend On Guard® Protective Blend DigestZen® Supportive Blend 1x 10mL Touch Roll On: <ul style="list-style-type: none"> PastTense® Roll On Relaxation Blend 	Other items: <ul style="list-style-type: none"> Fractionated Coconut Oil 115mL DDR Prime® 60 Softgels Salon Essentials Shampoo 250mL Salon Essentials Conditioner 250mL On Guard® Cleansing Toothpaste 125g On Guard® Cleaner Concentrate 355mL Ice Blue Rub® 120mL Petal Diffuser, Introductory Packet & Enrolment.		

First & Last Name		Shipping Address <input type="checkbox"/> Same As Billing Address	
Co-Applicant Name (if applicable)		City, Region, Post Code	
Company Name (if applicable, requires business application addendum)		Contact Number	
Billing Address		Date of Birth (DD/MM/YYYY)	Co-Applicant Date of Birth
City, Region, Post Code		Email Address	
Enrolling Sponsor	Placement Sponsor (if different)	Phone No. or Wellness Advocate No.	

POPULAR STARTER PACKS



\$40
membership
fee waived



Nature's Solutions

WHOLESALE: \$699^{NZ} PV: 400

SAVE \$227.75



Home Essentials

WHOLESALE: \$379^{NZ} PV: 245

SAVE \$126.00



Emotional Wellness

WHOLESALE: \$252^{NZ} PV: 144

SAVE \$33.25



Bedtime Bliss

WHOLESALE: \$184^{NZ} PV: 125

SAVE \$22.75

Product	Quantity	Item Price	Total Price

Grand Total

Credit Card No.	Verification Code	Code Expiration Date	Name As It Appears On CC
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I want to be a Wellness Advocate of dōTERRA. I have read and agree to the terms and conditions found on the back of this Wellness Advocate Agreement and the policies found in the dōTERRA Policy Manual. I agree that I do not currently have a legal interest in any dōTERRA account, or if I do have or ever have had such an interest, my application for this account does not violate dōTERRA policies. (This form can also be found at: www.doterra.com/NZ/en_NZ)

Signature	Co-Applicant Signature	Date
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1. Wellness Advocate Obligations

The requirements and obligations of a dōTERRA Wellness Advocate ("WA") include the following:

- (a) The WA must be at least 18 years of age.
- (b) The WA will acquire the right to offer for sale dōTERRA products and services in accordance with the terms and conditions of this WA Agreement and the dōTERRA Policy Manual (together, the Contract).
- (c) The WA is entitled to build a dōTERRA sales organisation, in accordance with the terms of the Contract.
- (d) The WA is encouraged to train and motivate other WAs in its downline marketing organisation.
- (e) The WA is responsible for complying with all relevant laws, rules and regulations applicable to running the WA's dōTERRA business.
- (f) The WA shall perform its obligations as a WA with honesty and integrity and in accordance with dōTERRA's Values.
- (g) The WA shall use the template sale agreements and order forms provided by dōTERRA for the sale of dōTERRA products and services. The WA will follow all policies and procedures for the completion and processing of such agreements and orders, as developed and notified by dōTERRA from time to time.

2. Presenting dōTERRA Products and Services

2.1 dōTERRA will provide the WA with copies of:

- (a) The dōTERRA Sales Compensation Plan (contained in the Policy Manual); and
- (b) Official dōTERRA literature and presentations which describe the dōTERRA products.

2.2 In carrying on the WA's dōTERRA business, the WA must ensure that all representations made regarding the dōTERRA products and the dōTERRA Compensation Plan are accurate, complete and not misleading in any way, having regard to the materials above.

3. Independent Contractor Status

The WA acknowledges and agrees that as a dōTERRA WA:

- (a) The WA is engaged as an independent contractor and not as an employee of dōTERRA. Nothing stated in the Contract (or elsewhere) makes the WA a partner, agent, employee, legal representative of, franchisee or any other representative of dōTERRA. The Contract between the WA and dōTERRA does not create an employment relationship between the WA and dōTERRA.
- (b) The WA is not authorised to, and will not incur any debt, expense or obligation or open any bank account of any kind, for, on behalf of, or in the name of, dōTERRA.
- (c) The WA shall have complete control over the manner and means by which it operates its dōTERRA business, subject to compliance with the Contract.
- (d) The WA shall be solely responsible for paying all expenses, including but not limited to travel, food, lodging, secretarial, office, and telephone expenses, incurred in connection with the WA's dōTERRA business.
- (e) dōTERRA shall not be responsible for withholding tax, and shall not withhold or deduct any taxes of any kind, unless such withholding becomes legally required.
- (f) The WA agrees that:
 - (i) It shall determine its own hours of work, work location and supply its own equipment and tools for operating its dōTERRA business; and
 - (ii) It will maintain insurance applicable to running its own dōTERRA business, including any workers compensation insurance if required or applicable.

4. dōTERRA Policy Manual

- 4.1 The Policy Manual is incorporated by reference into the Contract, and it is a requirement of the Contract that the WA complies with the terms of the Policy Manual at all times during the operation of the WA's dōTERRA business.
- 4.2 The WA acknowledges and agrees that it has received, carefully read and understands the Policy Manual.
- 4.3 The Policy Manual has been developed by dōTERRA to ensure high standards of quality and service in the provision of dōTERRA products by all WAs, and a failure to comply with the Policy Manual in the course of operating the WA's dōTERRA business may constitute a material breach of the Contract, for the purposes of clause 7.
- 4.4 dōTERRA expressly reserves the right to amend the Policy Manual from time to time, at dōTERRA's discretion. All amendments will be published on dōTERRA's website, and will take effect 30 days after publication (or such longer period specified by dōTERRA).

5. Term and renewal

- 5.1 The term of the Contract, and each subsequent renewal term, shall be one year.
- 5.2 Unless a party notifies the other of its intent to terminate the Contract at least 30 days prior to expiry, it will be renewed on its anniversary date.

6. Enrolment Kit and Annual Membership Oil

- 6.1 On commencement of the Contract, dōTERRA will sell the WA an Enrolment Kit of Products for the WA as part of their WA Distributorship. The price payable for the Enrolment Kit will be equal to the wholesale price for each of the Products contained in the Enrolment Kit (as determined by dōTERRA), and will not exceed the price of dōTERRA's Oil Sharing Kit as set out at https://www.doterra.com/NZ/en_NZ/pl/enrolment-kits.
- 6.2 On the commencement of each further renewed term, dōTERRA will sell to WA an Annual Membership Oil each for \$25, which shall be equal to the wholesale price of the essential oil contained in the Annual Membership Oil (as determined by dōTERRA). The WA may not return the Annual Membership Oil to dōTERRA, except in accordance with the consumer guarantees under the Consumer Guarantees Act 1993.

7. Termination

- 7.1 The WA may terminate the Contract at any time and for any reason by giving written notice to dōTERRA.
- 7.2 dōTERRA may terminate the Contract at any time and for any reason by giving 30 days' written notice to the WA.
- 7.3 dōTERRA may terminate the Contract if the WA commits a material breach of a material term of the Contract,
 - (a) which is not capable of remedy; or
 - (b) which has not been remedied within 10 days (or such longer period requested by the WA and accepted by dōTERRA, acting reasonably) after receipt of notice from dōTERRA specifying the breach and its intention to terminate the Contract by reason of such breach.
- 7.4 dōTERRA may terminate the Contract without providing notice if the WA has not purchased dōTERRA products within the past 12 months.
- 7.5 If the Contract is terminated:
 - (a) with effect from the date of termination, the WA:
 - (i) will cease to be eligible to sell dōTERRA products or services or to receive commissions, bonuses, or other remuneration from the activities of any former downline sales organisation; and

- (ii) agrees to immediately discontinue use of any and all dōTERRA trademarks, service marks, and copyrighted materials.
- (b) dōTERRA will pay all commissions, bonuses or other remuneration that the WA has legitimately and lawfully accrued in respect of sales made prior to the termination of the WA Agreement.

8. Assignment

- (a) The WA may not assign any rights or obligations under the Contract without the prior written consent of dōTERRA (which will not be unreasonably withheld).
- (b) dōTERRA may assign the Contract at any time.

9. Withholding of amounts

- 9.1 In addition to any rights dōTERRA may have under clause 7, if the WA:
 - (a) Fails to comply with the terms of the Contract; or
 - (b) Fails to pay for products or services when payment is due, dōTERRA may provide written notice to the WA requiring it to remedy the matter or pay the amount within 10 days.
- 9.2 If the WA fails to comply with the requirements in a notice issued to it under clause 9.1, dōTERRA may, at its discretion, withhold from the WA any bonuses or commission amounts due to the WA until the relevant breach has been remedied, or payment has been made.

10. Limitation of Liability

To the extent permitted by law:

- (a) dōTERRA and its Related Companies (and their respective members, managers, directors, officers, shareholders, employees, assigns, and agents) (collectively referred to as Affiliates), shall not be liable for special, indirect, incidental, consequential, punitive, or exemplary damages; and
- (b) if dōTERRA or any Affiliate is found to be in breach of the Contract, the maximum amount of damages payable shall be limited to the aggregate value of all products the WA has purchased from dōTERRA in the preceding 12 months.

For the purposes of this clause, a Related Company has the meaning given to that term in section 2(3) of the Companies Act 1993, provided that references to "company" in that section will extend to any body corporate wherever incorporated or registered.

11. Release and indemnity

- 11.1 The WA releases and agrees to indemnify dōTERRA and its Affiliates from any and all liability, damages, fines, penalties, or other awards or settlements arising directly from the WA's actions in the promotion or operation of its dōTERRA business and any activities related to it.
- 11.2 Other than in the case of fraud, willful misconduct or illegal or unlawful acts on the part of the WA, the liability to indemnify dōTERRA under clause 11.1 shall be limited to the aggregate value of all products the WA has purchased from dōTERRA in the preceding 12 months.

12. Product Liability claims

- 12.1 Subject to the limitations set out in this clause 12, to the extent required by law, dōTERRA (or an Affiliate nominated by dōTERRA) shall defend the WA from any claims made by customers alleging injury from use of a product, or injury due to a defective product.
- 12.2 The WA must immediately notify dōTERRA in writing of any such claim as soon as possible, and in any event no later than 5 business days from the date of receipt of the claimant's letter, or other form of communication alleging injury. WAs must allow dōTERRA (or an Affiliate) to assume the sole and absolute discretion respecting the defence of the claim, and use and choice of counsel as a condition to dōTERRA's obligation to defend them.
- 12.3 To the extent permitted by law, dōTERRA shall have no obligation to defend a WA for a liability under this clause 12 to the extent that the liability arises as a result of an act or omission of the WA where:

- (a) the WA has not complied with the obligations and limitations in the Contract covering the distribution and/or sale of the products; or
- (b) the WA has repackaged, altered or misused the product, made claims or given instructions or recommendations respecting the use, safety, efficacy, benefits or results, which do not comply with any approved literature supplied by dōTERRA in relation to the product that is the subject of the claim; or
- (c) the WA settles or attempts to settle a claim in relation to the liability without dōTERRA's written approval.

13. Entire Agreement

- (a) The terms of this Contract constitute the entire agreement between dōTERRA and the WA.
- (b) Any promises, representations, offers, or other communications not expressly set forth in this Contract are of no force or effect.

14. Waiver and Severability

- 14.1 Any waiver by dōTERRA of any breach of the Contract must be in writing and signed by an authorised officer of dōTERRA.
- 14.2 A waiver by dōTERRA of any breach of the Contract shall not operate, or be construed, as a waiver of any subsequent breach by the WA.
- 14.3 If any provision of the Contract is held to be invalid or unenforceable, such provision shall apply with applicable wording deleted, or more narrowly applied, to the extent necessary to make it reasonable and necessary, as the case requires. The balance of the Contract shall remain in full force and effect.

15. Survival

Each party's obligations under clauses 3, 5, 10, 11, 13, 14, 17, 19 and 23 of the Contract shall survive for a period of 3 years beyond the termination of the Contract.

16. Force Majeure

The parties to the Contract shall not be responsible for any failure or delay in the performance of any obligations hereunder caused by acts of God, flood, fire, war or terrorism of any form.

17. Resolution of Conflicts

- 17.1 In the event of any dispute, claim, question, or disagreement arising from or relating to the Contract, the parties shall use their best efforts to settle the dispute, claim, question, or disagreement and agree to consult and negotiate with each other in good faith and, recognising their mutual interests, attempt to reach a just and equitable solution satisfactory to both parties.
- 17.2 If they do not reach such solution within a period of 60 days, then, upon notice by either party to the other, all disputes, claims, questions, or differences shall be settled by binding arbitration administered in Auckland, New Zealand by a single arbitrator, to be agreed upon by the parties or, failing agreement, to be nominated by the president or equivalent of the Arbitrators and Mediators Institute of New Zealand Inc (or their nominee). The arbitrator will decide the dispute in accordance with New Zealand law and will conduct the arbitration in accordance with the Arbitration Act 1996. Judgment on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction.
- 17.3 A party may not start court or arbitration proceedings unless it has first followed the escalation procedure set out in this clause 17, provided that, nothing herein shall prevent either party from applying to and obtaining from any court having jurisdiction a writ of attachment, a temporary restraining order, preliminary injunction, permanent injunction, or other relief available to safeguard and protect that party's interest prior to, during, or following the filing of any arbitration or other proceeding or pending the rendition of a decision or award in connection with any arbitration or other proceeding.

18. Governing Law

This Contract is governed by the laws of New Zealand, and, subject to clause 17, the parties consent to exclusive jurisdiction before any court in that jurisdiction.

19. Use of Name and Image

The WA authorise dōTERRA to use their name, photograph, personal story and/or likeness in advertising or promotional materials and waive all claims to remuneration for such use.

20. Confidential Information

All commercial information provided by dōTERRA to the WA is confidential to dōTERRA and may not be disclosed to any person except:

- (a) to employees, legal advisers, auditors and other consultants of the WA who require the information for the purposes of the Contract;
- (b) with the consent of dōTERRA;
- (c) if the information, at the date the Contract is entered into, is lawfully in the possession of the WA through sources other than dōTERRA;
- (d) if required by law, or if strictly and necessarily required in connection with legal proceedings relating to this Contract; or
- (e) if the information is available to interested members of the public other than as a result of breach of confidence by the WA.

21. Electronic Communication

- (a) dōTERRA and its affiliates shall communicate with the WA through electronic mail at the email address provided in this Contract.
- (b) The WA acknowledges such communications may include offers or solicitations for the sale and purchase of dōTERRA products, sales aids, or other services.

22. Counterparts

This document may consist of a number of copies, each signed by one or more parties to it. If so, the signed copies are treated as making up a single document and the date on which the last counterpart is executed is the date that it is submitted to dōTERRA by email.

23. Privacy

- 23.1 The WA gives consent to dōTERRA to collect, use, store and disclose any personal information that it provides to dōTERRA, or authorises dōTERRA to collect, in accordance with the dōTERRA Privacy Policy (as updated from time to time), a copy of which is available at https://www.doterra.com/NZ/en_NZ/privacy-policy (Privacy Policy).
- 23.2 Without limiting the foregoing, WA gives consent to dōTERRA to process the personal information received as part of this Contract and to transfer this personal information, together with information about its future sales activities, to any of dōTERRA's worldwide subsidiaries and affiliated companies, and de-identified information about sales activities to other WAs who are in the same sales organisation or distribution chain, for the sole purpose of administering the sales and distribution of dōTERRA's products and providing reports to its WAs of sales activity in their sales organisations and in accordance with the dōTERRA Privacy Policy.
- 23.3 The WA acknowledges and agrees that:
 - (a) the transfer of information contemplated in clause 23.1 may be made to countries without a level of legal protection of privacy equivalent to that provided in the WA's local jurisdiction and the entities to whom information is transferred may not be required to protect the information in a way that, overall, provides comparable safeguards to those in New Zealand;
 - (b) if the WA receives sales reports containing personal information of other WAs, it will not use such information except in the administration and development of its sales organisation, and that upon termination of this Contract, it will immediately delete all such information from its files, except as otherwise required by law.
- 23.4 The WA confirms that, if it provides any personal information to dōTERRA about another individual, the relevant individual has consented to dōTERRA collecting, using, storing and disclosing their personal information, and has been informed of their rights to access and request correction of their personal information, in accordance with the dōTERRA Privacy Policy.
- 23.5 The dōTERRA Privacy Policy contains further information about dōTERRA's privacy practices and procedures including information about how a WA can seek access to or request correction of their personal information

24. GST

24.1 Interpretation

For the purposes of this clause, "GST Act" means the Goods and Services Tax Act 1985 and, unless the contrary intention appears, a term which has a defined meaning in the GST Act has the same meaning when used in this clause.

24.2 Unless the Contract expressly states otherwise, the WA agrees that:

- (a) all consideration that is to be provided to the WA under this Contract is exclusive of GST;
- (b) if GST is payable, or notionally payable, on a supply made to the WA in connection with this Contract, the WA will pay the supplier an additional amount equal to the amount of GST payable on that supply (GST Amount) unless the consideration for the supply is expressly stated to include GST or the supply is subject to a reverse-charge;
- (c) subject to the prior receipt of a tax invoice, the GST Amount is payable at the same time as the GST-exclusive consideration for the supply, or the first part of the GST-exclusive consideration for the supply (as the case may be), is payable or is to be provided;
- (d) any payment, indemnity, reimbursement or similar obligation that is required to be made in connection with the Contract which is calculated by reference to an amount paid by the WA must be reduced by the amount of any input tax credits which the WA is entitled;
- (e) if a commercial view is formed that certain amounts should not be grossed-up for GST (e.g. prices referable to enrolment kits), these prices can be specified as being inclusive of GST (if any) in the WA.

25. Withholding tax

The WA acknowledges that if a law or directive requires dōTERRA to withhold or deduct an amount in respect of taxes from any payment under or in connection with this Contract:

- (a) dōTERRA is entitled to withhold or deduct the amount for the taxes;
- (b) that withholding or deduction satisfies dōTERRA's obligations to pay that amount to the WA under this Contract; and
- (c) dōTERRA will not be required to gross-up any amount payable on account of such withholding or deduction.

26. Rights of Affiliates

For the purposes of the Contract and Commercial Law Act 2017, Part 2, Subpart 1 (Contract Privy), references in this Agreement to an Affiliate are intended to confer a benefit on each Affiliate and may be relied upon and enforced by each Affiliate. However, amendments to this Agreement do not require their consent. This agreement is not intended to confer a benefit on or create any obligation enforceable at the suit of any other person other than the parties

Signature

POPULAR STARTER PACKS

CPTG® Certified Pure Tested Grade



Nature's Solutions

WHOLESALE: \$699^{NZ} PV: 400

SAVE \$227.75



Home Essentials

WHOLESALE: \$379^{NZ} PV: 245

SAVE \$126.00



Emotional Wellness

WHOLESALE: \$252^{NZ} PV: 144

SAVE \$33.25



Bedtime Bliss

WHOLESALE: \$184^{NZ} PV: 125

SAVE \$22.75

Product	Quantity	Item Price	Total Price

Grand Total

First & Last Name		Shipping Address <input type="checkbox"/> Same As Billing Address	
Co-Applicant Name:		City, Region, Post Code	
Company Name (if applicable, requires business application addendum)		Contact Number	
Billing Address	Date of Birth (DD/MM/YYYY)	Co-Applicant Date of Birth	
City, Region, Post Code		Email Address	
Enrolling Sponsor	Placement Sponsor (if different)	Phone No. or Wellness Advocate No.	

I want to be a Wholesale Customer of dōTERRA. I have read and agree to the terms and conditions found on the back of this form and online on doterra.com/NZ/en_NZ. I agree that I do not currently have an interest in any active dōTERRA account.

Signature	Co-Applicant Signature	Date
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Credit card information must be submitted through online enrolment at www.mydoterra.com/NZ/en_NZ. Credit card information submitted will be stored through dōTERRA. Upon the approval of the order, credit card information should be removed and shredded from this form. Would you like your credit card to remain on file with dōTERRA for future purchases? YES NO

Credit Card No.	Verification Code	Code Expiration Date	Name As It Appears On CC
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1. Membership: A Wholesale Customer Membership ("Membership") allows you to purchase dōTERRA products for personal use at dōTERRA wholesale prices. dōTERRA reserves the right to refuse Membership to any applicant.

2. Membership Fee and Renewal: A Membership fee of \$35.00 is for one 12-month period from the date of enrolment of the Member. Upon the expiration of the 12-month period, dōTERRA will sell to Member an Annual Membership Oil each for \$25, which shall be equal to the wholesale price of the essential oil contained in the Annual Membership Oil (as determined by dōTERRA). The Member may not return the Annual Membership Oil to dōTERRA, except in accordance with the consumer guarantees under the Consumer Guarantees Act 1993 (CGA). All amounts in this clause 2 are inclusive of GST.

3. Return Policy: The CGA contains rights and remedies when a product does not comply with a statutory guarantee. Amongst other rights and obligations under the CGA and other New Zealand consumer laws, where a product does not comply with a statutory consumer guarantee and the problem with the product can be remedied and is not of a substantial character, dōTERRA may provide a replacement or refund or repair the product. If the problem with the product cannot be remedied or is of a substantial character, the Member may reject the product and request a refund. Alternatively, the Member can ask for compensation for any reduction in the value of the product below the price paid by the Member.

dōTERRA's Return Policy, which is set out below in (a) to (d), is in addition to any rights and remedies which are available under the New Zealand consumer laws, including the CGA, and is not intended to limit the application of those rights and remedies. Please note that (b) and (c) below only apply to products which are Currently Marketable, which is defined in (d) and (e) below.

- (a) Return of Products Within 30 Day: dōTERRA will refund one hundred percent (100%) of the purchase price of Currently Marketable products purchased from or serviced by dōTERRA ("Company") that are returned within thirty (30) days of purchase, less shipping costs. dōTERRA will provide a Product Credit of one hundred percent (100%) of the purchase price or a refund of ninety percent (90%) of the purchase price on products purchased from the Company not Currently Marketable that are returned by a Member within (30) days of purchase, less shipping costs.
- (b) Return of Product Within 31 to 90 Days: From the day which is thirty-one (31) days after and up to the day which is ninety (90) days after the date of purchase, dōTERRA will provide a Product Credit of one hundred percent (100%) or a refund of ninety percent (90%) of the purchase price on Currently Marketable products purchased from the Company that are returned by a Member, less shipping costs.
- (c) Returns From 91 days to One Year After Purchase: After the day which is 91 days and up to the day which is twelve (12) months after the date of purchase, dōTERRA will provide a Product Credit or a refund of (90%) of the purchase price on Currently Marketable products purchased from the Company that are returned, less shipping costs.
- (d) Currently Marketable: Products shall be deemed Currently Marketable if each of the following elements is satisfied: 1) product is purchased from dōTERRA; 2) they are unopened and unused; 3) packaging and labelling have not been altered or damaged; 4) the product expiration date has not passed; and 5) the product contains current dōTERRA labelling.
- (e) Products shall not be considered Currently Marketable if the Company discloses prior to purchase that the products are seasonal, discontinued, limited time offers, or special promotion products not subject to the Return Policy.

4. Loyalty Rewards Program: While a Member has no requirement to purchase products, a Member can ensure that the Member will receive monthly deliveries of dōTERRA products by enrolling in the Loyalty Rewards Program (LRP) after the first month of enrolment. If the Member's LRP Order is at least 50 Personal Volume (PV) points every calendar month, the Member is eligible to receive Product Credits each month.

PV is the point value of products purchased by a Member in one calendar month. Not all products will generate PV points and PV does not include purchases of product with Product Credit.

The PV of a product is clearly delineated on the Product Order Form. Product Credits are non-cash redeemable points that can be used to purchase dōTERRA designated products.

After Member has been an LRP participant for a minimum of 60 days, Member can redeem Product Credits to purchase full PV

products. LRP Product Credits can be redeemed for 12 months from the date of issue, after which they expire. The Product Credits can be redeemed for a \$3 administrative fee by calling (08) 0046 6815 or contacting dōTERRA Customer Service. Products purchased with LRP credits are not for resale and dōTERRA's Returns Policy does not apply. Redemption orders have no PV and cannot be combined with other product orders. Product Credits have no cash redemption value and are not transferrable. All Product Credits will be cancelled if participation in the LRP program is cancelled. A primary LRP order may only be cancelled by calling the dōTERRA. Any subsequent LRP order can be cancelled online. Further detail about the LRP is provided in the dōTERRA Policy which is available at <https://media.doterra.com/nz-otg/brochures/policy-manual.pdf>

5. Resale of Products: Member agrees that they will not resell dōTERRA products purchased through the Membership.

6. Limitation of Liability: To the fullest extent permitted under law (but subject always to the CGA):

- (a) dōTERRA excludes all implied terms and warranties relating to the subject matter of this Agreement;
- (b) dōTERRA and its Related Companies (and their respective members, managers, directors, officers, shareholders, employees, assigns, and agents) (collectively referred as "Affiliates"), shall not be liable for special, indirect, incidental, consequential, punitive, or exemplary damages;
- (c) dōTERRA's, and each Affiliate's, liability under or in connection with this Agreement shall be limited to the aggregate value of amounts paid by the Member for the products purchased from dōTERRA under this Agreement in the preceding 12 months, or the time since commencement of this Agreement (whichever period is shorter); and
- (d) dōTERRA's and each Affiliate's liability to the Member for loss or damage of any kind arising under or in connection with this Agreement will be reduced or limited to the extent (if any) that the Member causes or contributes to the loss or damage.

For the purposes of this clause, a Related Company has the meaning given to that term in section 2(3) of the Companies Act 1993, provided that references to "company" in that section will extend to any body corporate wherever incorporated or registered.

7. Dispute Resolution:

7.1 In the event of any dispute, claim, question, or disagreement arising from or relating to this Agreement, the parties shall first use their best efforts to settle the dispute. If the parties cannot resolve the dispute, all disputes, claims, questions, or differences shall be finally settled by binding arbitration administered in Auckland, New Zealand, by an arbitrator to be agreed upon by the parties or, failing agreement, to be nominated by the president or equivalent of the Arbitrators and Mediators Institute of New Zealand Inc (or their nominee). The arbitrator will decide the dispute in accordance with New Zealand law and will conduct the arbitration in accordance with the Arbitration Act 1996. The parties consent to exclusive jurisdiction and venue before any court in New Zealand, for purposes of enforcing an award by an arbitrator. This agreement to arbitrate shall survive any termination or expiration of the Membership.

8. Governing Law/Jurisdiction: Governing law shall be the laws applicable in New Zealand and, subject to clause 7, the parties consent to exclusive jurisdiction before any court in that jurisdiction. Members agree that, notwithstanding any statute of limitation to the contrary, any claim or action a Member may wish to bring against dōTERRA for any act or omission relating to the terms and conditions or Membership must be brought within one (1) year from the date of the alleged act or omission giving rise to the claim or cause of action. Failure to bring such action within the permitted time shall act as a bar against all claims against dōTERRA for such act or omission.

9. Electronic Communication: Member authorises dōTERRA and its affiliates to communicate with Member through electronic mail at the email address provided to dōTERRA. Member understands that such email may include offers or solicitations for the sale and purchase of dōTERRA products, sales aids, or services.

10. Survival: Sections 6, 7, 8, 9, and 11 of these terms and conditions, shall survive the termination of the Membership.

11. Privacy:

11.1 By creating a Membership with dōTERRA, Member gives consent to dōTERRA to collect, use, store and disclose any personal information that it provides to dōTERRA, or authorises dōTERRA to collect, in accordance with the dōTERRA Privacy Policy (as updated from time to time), a copy of which is available at https://www.doterra.com/NZ/en_NZ/privacy-policy (Privacy Policy).

11.2 Without limiting the foregoing, WA gives consent to dōTERRA to the processing of the personal information contained in Member's Membership and the transfer of such personal information, together with information about the Member's purchase activities, to any of dōTERRA's worldwide subsidiaries and affiliated companies, and to others who are in a sales organisation or distribution chain, for the purpose of administering the sales and distribution of dōTERRA's products and providing reports to its Wellness Advocates of sales activity in their sales organisations. Member understands that:

- (a) this personal information may be transferred to recipients in countries other than the country in which the information originally was collected;
- (b) those countries may not have the same data protection laws as the country in which Member initially provided the information and may not be required to protect the information in a way that, overall, provides comparable safeguards to those in New Zealand; and
- (c) if the Member does not want this personal information processed or transferred as described herein, it must not create a Membership with dōTERRA.

11.3 dōTERRA's Privacy Policy contains further information about dōTERRA's privacy practices and procedures including information about how a Member can seek access to or request correction of their personal information.

12. Termination:

- (a) **Member Termination:** Members may terminate their Membership online at any time. The termination will be effective in the calendar month in which it is received so long as the Member's credit card has not been charged for their LRP order for that month. If the Member terminates their Membership after their credit card has been charged for their LRP order for that month, the termination will be effective for the LRP order cycle in the following month,
- (b) **dōTERRA Termination:** Member understands that dōTERRA may terminate their Membership if:
 - (i) the credit card which the Member has authorised expires, is cancelled or is declined; or
 - (ii) the Member breaches the terms and conditions of their Membership and fails to remedy the breach.

13. Amendment: Member agrees that these terms and conditions may be amended at any time at the sole discretion of dōTERRA, and Member agrees that upon 30 days' notice any such amendment will apply to Member. Notification of amendments will be published in official dōTERRA materials including the Company's official website. The continuation of purchases of dōTERRA products shall constitute Member's acceptance of any and all dōTERRA amendments to the terms and conditions.

14. GST: For the purposes of this agreement, "GST Act" means the Goods and Services Tax Act 1985 (NZ) and, unless the contrary intention appears, a term which has a defined meaning in the GST Act has the same meaning when used in this agreement.

Unless otherwise stated, all consideration that is to be provided under this agreement is exclusive of GST. If GST is payable, or notionally payable, on a supply made to the WC in connection with this agreement, the WC will pay the supplier an additional amount equal to the amount of GST payable on that supply (GST Amount) unless the consideration for the supply is expressly stated to include GST or the supply is subject to a reverse-charge.

Subject to the prior receipt of a tax invoice, the GST Amount is payable at the same time as the GST-exclusive consideration for the supply, or the first part of the GST-exclusive consideration for the supply (as the case may be), is payable or is to be provided. Any payment, indemnity, reimbursement or similar obligation that is required to be made in connection with this agreement which is calculated by reference to an amount paid by the WC must be reduced by the amount of any input tax credits to which the WC is entitled.

15. Rights of Affiliates: For the purposes of the Contract and Commercial Law Act 2017, Part 2, Subpart 1 (Contract Privy), references in this Agreement to an Affiliate are intended to confer a benefit on each Affiliate and may be relied upon and enforced by each Affiliate. However, amendments to this Agreement do not require their consent. This agreement is not intended to confer a benefit on or create any obligation enforceable at the suit of any other person other than the parties

Signature

NAME _____

EMAIL _____

SHIPPING ADDRESS _____

PHONE _____

ID _____ STATE / POSTCODE _____

NZ OTG SHIPPING	
CARRIER	FLAT RATE SHIPPING FEE
NZ POST	\$ 9.95 (NZD)

All pricing in NZD.

*Shipping and tax will be calculated by dōTERRA.

‡Shipments will be sent by ground transportation unless otherwise specified.

QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
ESSENTIAL OILS - SINGLE OILS						
	49360004	Arborvitae 5mL	\$47.00	\$35.00	24.00	\$
	30010004	Basil 15mL	\$43.00	\$32.00	22.00	\$
	30790004	Bergamot 15mL	\$57.00	\$43.00	29.00	\$
	41040004	Black Pepper 5mL	\$47.00	\$35.00	24.00	\$
	60210132	Black Spruce 5mL	\$37.33	\$28.00	19.00	\$
	60203997	Blue Tansy 5mL	\$200.00	\$150.00	106.00	\$
	49350004	Cardamom 5mL	\$55.00	\$41.00	28.50	\$
	60215294	Cassia 15mL	\$40.00	\$30.00	20.50	\$
	49300004	Cedarwood 15mL	\$28.00	\$21.00	14.50	\$
	60210088	Celery Seed 15mL	\$76.00	\$57.00	40.00	\$
	41850004	Cilantro 15mL	\$49.00	\$36.50	28.50	\$
	30030004	Cinnamon Bark 5mL	\$44.00	\$33.00	28.00	\$
	60210228	Citronella 15mL	\$37.00	\$28.00	19.00	\$
	30420004	Clary Sage 15mL	\$77.00	\$58.00	41.00	\$
	30040004	Clove 15mL	\$29.00	\$22.00	16.50	\$
	60202960	Copaiba 15mL	\$73.00	\$55.00	39.50	\$
	30780004	Coriander 15mL	\$55.00	\$41.00	27.00	\$
	30050004	Cypress 15mL	\$33.00	\$25.00	18.00	\$
	31590004	Douglas Fir 5mL	\$48.00	\$36.00	25.50	\$
	30060004	Eucalyptus 15mL	\$29.00	\$22.00	16.50	\$
	41290004	Fennel (Sweet) 15mL	\$32.00	\$24.00	15.00	\$
	30070004	Frankincense 15mL	\$132.00	\$99.00	77.50	\$
	60201186	dōTERRA Touch® Frankincense 10mL	\$96.00	\$72.00	44.00	\$
	30090004	Geranium 15mL	\$57.00	\$43.00	34.00	\$
	31630004	Ginger 15mL	\$82.00	\$62.00	43.50	\$
	30100004	Grapefruit 15mL	\$33.00	\$25.00	18.50	\$
	60208003	Green Mandarin 15mL	\$58.67	\$44.00	31.00	\$
	30410004	Helichrysum 5mL	\$158.00	\$119.00	95.00	\$
	60209455	dōTERRA Touch® Helichrysum 10mL	\$116.00	\$87.00	55.00	\$
	60203008	dōTERRA Touch® Jasmine 10mL	\$88.00	\$66.00	47.00	\$
	49290004	Juniper Berry 5mL	\$40.00	\$30.00	21.50	\$
	30110004	Lavender 15mL	\$44.00	\$33.00	25.50	\$



QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
	60201210	dōTERRA Touch® Lavender 10mL	\$29.00	\$22.00	13.00	\$
	30120004	Lemon 15mL	\$21.00	\$16.00	12.50	\$
	60210188	Lemon Eucalyptus 15mL	\$25.33	\$19.00	13.00	\$
	60204849	Lemon Myrtle 5mL	\$68.00	\$51.00	35.00	\$
	30130004	Lemongrass 15mL	\$21.00	\$16.00	12.00	\$
	30870004	Lime 15mL	\$28.00	\$21.00	15.50	\$
	60202033	Litsea 15mL	\$53.00	\$40.00	24.00	\$
	60208001	dōTERRA Touch® Magnolia 10mL	\$58.67	\$44.00	31.00	\$
	60201876	Manuka 5mL	\$104.00	\$78.00	51.00	\$
	60204448	dōTERRA Touch® Manuka 10mL	\$94.67	\$71.00	49.00	\$
	30140004	Marjoram 15mL	\$40.00	\$30.00	26.50	\$
	30850004	Melissa 5mL	\$283.00	\$213.00	168.00	\$
	30160004	Myrrh 15mL	\$109.00	\$82.00	60.00	\$
	60202963	dōTERRA Touch® Neroli 10mL	\$98.00	\$74.00	52.00	\$
	30180004	Oregano 15mL	\$51.00	\$38.00	29.00	\$
	60201208	dōTERRA Touch® Oregano 10mL	\$33.00	\$25.00	15.00	\$
	30890004	Patchouli 15mL	\$63.00	\$47.00	33.00	\$
	30190004	Peppermint 15mL	\$37.00	\$28.00	23.00	\$
	60201212	dōTERRA Touch® Peppermint 10mL	\$28.00	\$21.00	13.00	\$
	31570004	Peppermint Beadlets 125 Bits	\$24.00	\$18.00	11.50	\$
	60200687	Petitgrain 15mL	\$55.00	\$41.00	29.00	\$
	60208002	Pink Pepper 5mL	\$46.67	\$35.00	24.00	\$
	60201194	Roman Chamomile 5mL	\$94.00	\$71.00	49.00	\$
	60203009	dōTERRA Touch® Rose 10mL	\$157.00	\$118.00	83.00	\$
	30200004	Rosemary 15mL	\$29.00	\$22.00	15.00	\$
	30210004	Sandalwood 5mL	\$130.00	\$98.00	78.50	\$
	41860004	Sandalwood (Hawaiian) 5mL	\$130.00	\$98.00	57.00	\$

QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
	60203926	Siberian Fir 15 mL	\$37.00	\$28.00	20.50	\$
	31610004	Spearmint 15 mL	\$61.00	\$46.00	32.50	\$
	60200689	Spikenard 5 mL	\$104.00	\$78.00	55.50	\$
	60202718	Tangerine 15mL	\$32.00	\$24.00	17.00	\$
	30150004	Tea Tree 15mL	\$40.00	\$30.00	22.50	\$
	60201226	dōTERRA Touch® Tea Tree 10mL	\$27.00	\$20.00	12.00	\$
	30220004	Thyme 15mL	\$57.00	\$43.00	31.00	\$
	60208033	Turmeric 15mL	\$58.67	\$44.00	31.00	\$
	30430004	Vetiver 15mL	\$73.00	\$55.00	43.00	\$
	30170004	Wild Orange 15mL	\$23.00	\$17.00	12.50	\$
	31620004	Wintergreen 15mL	\$40.00	\$30.00	23.50	\$
	30240004	Ylang Ylang 15mL	\$74.00	\$56.00	39.50	\$

ESSENTIAL OILS - BLENDS

	60210290	dōTERRA Adaptiv™ 15mL	\$79.00	\$59.00	33.63	\$
	60210229	dōTERRA Touch® Adaptiv 10mL	\$42.67	\$32.00	22.00	\$
	31200004	AromaTouch® 15mL	\$49.00	\$36.75	29.00	\$
	31010004	dōTERRA Balance® 15mL	\$43.00	\$32.00	24.50	\$
	60207882	dōTERRA Brave® 10mL	\$44.00	\$33.00	23.00	\$
	60207884	dōTERRA Calmer® 10mL	\$40.00	\$30.00	21.00	\$
	31720004	dōTERRA Cheer® 5mL	\$47.70	\$36.00	25.20	\$
	60201197	dōTERRA Touch® Cheer 10mL	\$31.00	\$23.00	16.20	\$
	31020004	Citrus Bliss® 15mL	\$32.00	\$24.00	18.50	\$
	60201196	ClaryCalm® Roll On 10mL	\$48.00	\$36.00	28.00	\$
	60208807	Clarify® 15mL	\$82.67	\$62.00	35.00	\$
	31730004	dōTERRA Console™ 5mL	\$78.00	\$59.00	37.50	\$
	60201198	dōTERRA Touch® Console 10mL	\$51.00	\$38.00	27.00	\$
	31030004	DigestZen™ 15mL	\$65.00	\$49.00	37.50	\$
	60201229	dōTERRA Touch® DigestZen™ 10mL	\$43.00	\$32.00	22.50	\$
	60200210	Easy Air® 15mL	\$43.00	\$32.00	24.50	\$
	60201211	dōTERRA Touch® Easy Air® 10mL	\$28.00	\$21.00	14.50	\$
	31040004	Elevation™ 15mL	\$72.00	\$54.50	45.00	\$
	31750004	dōTERRA Forgive® 5mL	\$43.00	\$32.00	22.00	\$
	60201199	dōTERRA Touch® Forgive 10mL	\$28.00	\$21.00	14.50	\$
	60201381	dōTERRA Touch® Hope 10mL	\$33.00	\$25.00	0.00	\$
	31050004	Ice Blue® 5mL	\$62.00	\$46.50	38.50	\$
	60201187	dōTERRA Touch® Ice Blue® 10mL	\$88.00	\$66.00	47.00	\$
	60201384	Ice Blue® Roll On 10mL	\$125.00	\$94.00	61.00	\$
	60201380	InTune® Roll On 10mL	\$64.00	\$48.00	39.00	\$
	60200734	Lavender Peace™ 15mL	\$63.00	\$47.00	37.00	\$
	31740004	dōTERRA Motivate™ 5mL	\$48.00	\$36.00	25.50	\$
	60201200	dōTERRA Touch® Motivate 10mL	\$32.00	\$24.00	17.00	\$
	60206735	On Guard® 15mL	\$61.00	\$45.75	37.00	\$
	60201209	dōTERRA Touch® On Guard® 10mL	\$44.00	\$33.00	23.50	\$
	31760004	dōTERRA Passion™ 5mL	\$88.00	\$66.00	41.50	\$

QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
	60201201	dōTERRA Touch® Passion 10mL	\$57.00	\$43.00	28.00	\$
	60201385	PastTense® Roll On 10mL	\$39.00	\$29.00	21.50	\$
	31710004	dōTERRA Peace® 5mL	\$53.10	\$39.60	28.35	\$
	60201203	dōTERRA Touch® Peace 10mL	\$39.00	\$29.00	20.50	\$
	31060004	dōTERRA Purify® 15mL	\$37.00	\$28.00	21.50	\$
	60207920	dōTERRA Rescuer® 10mL	\$32.00	\$24.00	17.00	\$
	60205351	Salubelle™ Roll On 10mL	\$145.33	\$109.00	88.00	\$
	31370004	Smart & Sassy® 15mL	\$47.00	\$35.00	27.50	\$
	60207883	dōTERRA Steady® 10mL	\$32.00	\$24.00	17.00	\$
	60207921	dōTERRA Stronger® 10mL	\$29.33	\$22.00	15.00	\$
	31700004	TerraArmour™ 15mL	\$23.00	\$17.00	10.50	\$
	31600004	TerraArmour™ Spray 30mL	\$41.00	\$31.00	19.00	\$
	60207922	dōTERRA Thinker® 10mL	\$33.33	\$25.00	17.00	\$
	60216037	dōTERRA Whisper® Touch 10mL	\$54.67	\$41.00	29.00	\$
	60207985	Yarrow Pom 30mL	\$200.00	\$150.00	104.00	\$
	31460004	Zendocrine® 15mL	\$52.00	\$39.00	27.50	\$
	31640004	Fractionated Coconut Oil 115mL	\$25.00	\$19.00	15.00	\$

ON GUARD®

	60206735	On Guard® 15mL	\$61.00	\$45.75	37.00	\$
	60201209	On Guard® Touch 10mL	\$44.00	\$33.00	23.50	\$
	31580004	On Guard® Beadlets 125 Beadlets	\$32.00	\$24.00	15.00	\$
	34050004	On Guard® Protecting Throat Drops 30 Lzngs	\$31.00	\$23.00	16.00	\$
	38010004	On Guard® Foaming Hand Wash 473mL	\$39.00	\$29.00	23.50	\$
	38030000	On Guard® Foaming Hand Wash Dispenser (Single)	\$4.00	\$3.00	0.00	\$
	38070004	On Guard® Foaming Hand Wash with 2 Dispensers (Single)	\$48.00	\$36.00	23.50	\$
	38140004	On Guard® Cleaner Concentrate 355mL	\$31.00	\$23.00	10.00	\$
	60213771	On Guard® Cleansing Toothpaste 125g	\$17.00	\$13.00	5.00	\$
	60207969	On Guard® Mouthwash 473mL	\$30.67	\$23.00	11.00	\$
	39020004	On Guard® Laundry Detergent 947mL	\$57.00	\$43.00	23.00	\$
	60203996	On Guard® Sanitising Mist 30mL	\$13.00	\$10.00	6.00	\$

EASY AIR®

	60200210	Easy Air® 15mL	\$43.00	\$32.00	24.50	\$
	60201211	dōTERRA Touch® Easy Air® 10mL	\$28.00	\$21.00	14.50	\$
	35460004	Easy Air® Drops 30 drops	\$31.00	\$23.00	8.50	\$
	60200486	Easy Air® Vapor Stick	\$17.00	\$13.00	5.50	\$

ICE BLUE®

	31050004	Ice Blue® 5mL	\$62.00	\$46.50	38.50	\$
	60201187	Ice Blue Touch® 10mL	\$88.00	\$66.00	47.00	\$
	60201384	Ice Blue® Roll On 10mL	\$125.00	\$94.00	61.00	\$
	38900004	Ice Blue Rub®	\$56.00	\$42.00	31.00	\$
	60212025	Ice Blue Rub® Samples	\$11.00	\$8.00	0.00	\$

QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
ICE BLUE®						
	31050004	Ice Blue® 5mL	\$62.00	\$46.50	38.50	\$
	60201187	Ice Blue Touch® 10mL	\$88.00	\$66.00	47.00	\$
	60201384	Ice Blue® Roll On 10mL	\$125.00	\$94.00	61.00	\$
	38900004	Ice Blue Rub®	\$56.00	\$42.00	31.00	\$
	60212025	Ice Blue Rub® Samples	\$11.00	\$8.00	0.00	\$

SUPPLEMENTS						
	60209185	Copaiba Softgels 60 Softgels	\$68.00	\$51.00	33.00	\$
	60202287	DDR Prime® 60 Softgels	\$98.67	\$74.00	51.00	\$
	60201778	dōTERRA Lifelong Vitality Pack® (3 Pack)	\$168.00	\$126.00	60.00	\$
	60201022	xEO Mega® 120 Softgels	\$104.00	\$78.00	55.00	\$
	60201023	Microplex VMz® 120 Vege Caps	\$82.00	\$62.00	44.00	\$
	60201024	dōTERRA Alpha CRS+™ 120 Vege Caps	\$146.00	\$110.00	78.00	\$

ACCESSORIES						
	60209198	Petal Diffuser	\$86.67	\$65.00	20.00	\$
	60204002	Lumo Diffuser	\$146.00	\$110.00	45.00	\$
	50760000	Black 8-Vial Keychain	\$13.00	\$10.00	0.00	\$
	50750000	Purple 8-Vial Keychain	\$13.00	\$10.00	0.00	\$
	47030004	Essential Oil Cap Stickers	\$1.00	\$1.00	0.00	\$

dōTERRA SPA						
	60200711	Citrus Bliss® Hand Lotion 75mL	\$15.00	\$11.00	5.50	\$
	37490004	Clarifying Mud Mask 113.4g	\$31.00	\$23.00	13.50	\$
	60200735	Exfoliating Body Scrub 226g	\$41.00	\$31.00	16.50	\$
	60208036	Hydrating Body Mist with Beautiful Blend 125mL	\$53.33	\$40.00	24.00	\$
	60213112	dōTERRA Balance® Bath Bar 113g	\$14.67	\$11.00	6.00	\$

QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
	60211036	Lavender Peace™ Bath Bar 113g	\$14.67	\$11.00	6.88	\$
	60210485	Moisturising Bath Bar 113g	\$14.67	\$11.00	6.00	\$
	37460004	Refreshing Body Wash 250mL	\$27.00	\$20.00	11.00	\$
	60200731	Replenishing Body Butter 198g	\$37.00	\$28.00	17.00	\$
	60202184	Rose Lotion 100mL	\$25.00	\$25.00	0.00	\$
	60200341	Hand & Body Lotion 200mL	\$31.00	\$23.00	14.50	\$
	60201998	Hand & Body Lotion (3 Pack)	\$80.00	\$60.00	34.00	\$
	60200294	Lip Balm Original 4.5g	\$13.00	\$10.00	5.00	\$
	60200732	Lip Balm Herbal 4.5g	\$13.00	\$10.00	5.00	\$
	60200733	Lip Balm Tropical 4.5g	\$13.00	\$10.00	5.00	\$
	60202010	Lip Balm (3 Pack)	\$32.00	\$24.00	10.00	\$

ESSENTIAL SKIN CARE						
	60203671	Anti-Ageing Eye Cream 15mL	\$94.00	\$71.00	50.00	\$
	60203587	Anti-Ageing Moisturiser 50mL	\$73.00	\$55.00	39.00	\$
	60213192	Brightening Gel 30mL	\$73.00	\$55.00	38.00	\$
	60203589	Facial Cleanser 118mL	\$35.00	\$26.00	18.00	\$
	60203674	Hydrating Cream 48mL	\$73.00	\$55.00	39.00	\$
	60203672	Invigorating Scrub 70g	\$37.00	\$28.00	20.50	\$
	60203588	Pore Reducing Toner 118mL	\$40.00	\$30.00	21.00	\$
	60207038	Anti-Ageing Kit	\$286.00	\$215.00	150.00	\$
	60207034	Daily Skin Routine	\$173.00	\$130.00	85.00	\$

dōTERRA HD CLEAR®						
	49420004	dōTERRA HD Clear® Foaming Face Wash 50mL	\$44.00	\$33.00	28.00	\$
	49410004	dōTERRA HD Clear® Facial Lotion 50mL	\$72.00	\$54.00	37.50	\$
	60201383	dōTERRA HD Clear® Topical Blend Roll On 10mL	\$44.00	\$33.00	23.50	\$



QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
VERÁGE®						
	37400004	Veráge® Salubelle Hydrating Serum 15mL	\$137.33	\$103.00	72.00	\$
	37380004	Veráge® Cleanser 60mL	\$53.00	\$40.00	24.50	\$
	37390004	Veráge® Toner 50mL	\$47.00	\$35.00	21.50	\$
	37410004	Veráge® Moisturiser 30mL	\$59.00	\$44.00	28.00	\$
	60205351	Salubelle® Roll On 10mL	\$145.33	\$109.00	88.00	\$
	42690004	Veráge® Skin Care Collection (Single)	\$178.00	\$134.00	75.50	\$

PERSONAL CARE						
	60110004	Correct-X™ 15mL	\$25.00	\$19.00	9.50	\$
	60210133	Deodorant Infused with dōTERRA Balance® essential oil	\$19.00	\$14.00	6.00	\$
	60211533	Yarrow Pom Vibrance Body Serum 100mL	\$137.00	\$103.00	66.00	\$

dōTERRA SALON ESSENTIALS®						
	36220004	Protecting Shampoo 250mL	\$42.00	\$31.00	21.50	\$
	36240004	Protecting Shampoo (2 Pack)	\$52.00	\$39.00	21.50	\$
	60202475	Family Size Protecting Shampoo 946mL	\$94.00	\$71.00	40.00	\$
	36230004	Smoothing Conditioner 253.5g	\$48.00	\$36.00	25.50	\$
	36250004	Smoothing Conditioner (2 Pack)	\$59.00	\$44.00	27.00	\$
	60202472	Family Size Smoothing Conditioner 946 mL	\$105.00	\$79.00	45.00	\$
	36260004	Shampoo & Conditioner (2 Pack)	\$59.00	\$44.00	26.00	\$
	60200373	Root to Tip Serum 30mL	\$65.00	\$48.50	37.00	\$

STARTER PACKS						
	40490004	Family Essentials & Smart & Sassy® Starter Pack	\$281.33	\$211.00	135.00	\$
	40990004	Oil Sharing Starter Pack	\$1,995.00	\$1,500.00	1,049.50	\$
	41180004	Home Essentials Starter Pack	\$505.33	\$379.00	245.00	\$
	20610004	Daily Usage Starter Pack	\$878.00	\$660.00	400.00	\$
	20620004	AromaTouch® Pro Starter Pack	\$419.00	\$315.00	170.00	\$
	32000004	Live, Share, Build Membership Packet	\$53.00	\$40.00	0.00	\$
	21310004	dōTERRA Emotional Aromatherapy® Starter Pack	\$412.00	\$310.00	148.50	\$
	21420004	dōTERRA Touch® Starter Pack	\$439.00	\$330.00	154.50	\$

QTY	CODE	PRODUCT	RETAIL NZD	W/SALE NZD	PV	TOTAL
STARTER PACKS CONTINUED						
	60201019	Nature's Solutions Starter Pack	\$930.00	\$699.00	400.00	\$
	60211826	Active Sports Wellness Box Starter Pack	\$276.00	\$207.00	125.00	\$
	60211827	Bedtime Bliss Wellness Box Starter Pack	\$245.33	\$184.00	125.00	\$
	60211828	Seasonal Essentials Wellness Box Starter Pack	\$264.00	\$198.00	129.00	\$
	60215121	Emotional Wellness Starter Pack	\$336.00	\$252.00	144.00	\$

KITS AND COLLECTIONS						
	60205634	Introductory Kit	\$43.00	\$32.00	16.50	\$
	32190004	Introductory Kit (6 Pack)	\$242.00	\$182.00	111.00	\$
	32680004	Mood Management Kit	\$200.00	\$150.00	101.50	\$
	36120004	Mood Management with 3pk Lotion Kit	\$242.00	\$182.00	120.00	\$
	60205754	Family Essentials Kit	\$247.00	\$185.50	125.50	\$
	60201344	dōTERRA Touch® Kit	\$355.00	\$267.00	152.50	\$
	60205728	dōTERRA Emotional Aromatherapy® Kit	\$334.00	\$251.00	158.00	\$
	60205396	Yoga Collection	\$118.00	\$89.00	56.00	\$
	60208783	Kids Collection	\$200.00	\$150.00	93.00	\$

SALES TOOLS AND DOCUMENTS						
	60207275	Live Brochure 10 Pack	\$10.00	\$10.00	0.00	\$
	60207279	Share Brochure 10 Pack	\$10.00	\$10.00	0.00	\$
	60207139	Build Brochure 10 Pack	\$10.00	\$10.00	0.00	\$
	60207271	Launch Brochure 10 Pack	\$16.00	\$16.00	0.00	\$
	60207273	Lead Brochure 10 Pack	\$31.00	\$31.00	0.00	\$
	60207277	Multiply Brochure 10 Pack	\$31.00	\$31.00	0.00	\$
	60207281	Train Brochure 10 Pack	\$31.00	\$31.00	0.00	\$
	60204207	Empowerment Kit 50 Pack	\$51.00	\$38.00	0.00	\$
	60210644	Sales guide 10 Pack	\$41.33	\$30.99	0.00	\$
	60212302	Product Guide 2019	\$4.00	\$3.35	0.00	\$
	43290001	The 4 Laws of Financial Prosperity	\$15.00	\$20.00	0.00	\$

NZ OTG SHIPPING	
CARRIER	FLAT RATE SHIPPING FEE
NZ POST	\$9.95 (NZD)

All pricing in NZD.

*Shipping and tax will be calculated by dōTERRA.

‡Shipments will be sent by ground transportation unless otherwise specified.

Changing the world

one drop

one person

one community

at a time



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