1. WHAT ARE ESSENTIAL OILS?

- Naturally occurring volatile aromatic compounds
- Found in the seeds, bark, stems, roots, flowers, and other parts of plants
- Protect plants against environmental threats and provide beneficial properties
- Highly concentrated when distilled for purity, potency, and efficacy
- Used historically for food preparation, beauty treatment, and health-care practices

2. WHY dōTERRA ESSENTIAL OILS?

CPTG CERTIFIED PURE THERAPEUTIC GRADE® ESSENTIAL OILS
- Sourced from a global network of growers to ensure the most pure and efficacious essential oils
- Rigorously tested for standards of purity and potency
- Free from fillers or artificial ingredients
- Free of harmful contaminants

EMPOWERING SOLUTIONS
- Provide health-conscious individuals with a safe and natural alternative
- Used for a wide range of emotional and physical wellness applications
- Have few, if any, undesirable side effects when used as directed
- One drop is all that is needed to achieve a powerful benefit

Cō-IMPACT SOURCING®
- Cultivates partnerships with artisans, small-scale growers, and distilleries
- Organizes growers into cooperatives, creating jobs and improving income
- Establishes stable pricing with a trustworthy, long-term buyer
- Empowers growers, families, and communities in impoverished nations

3. HOW DO I USE ESSENTIAL OILS?

AROMATIC
Essential oils, when diffused or inhaled, can be very stimulating, calming, or soothing; diffusing essential oils can also cleanse and purify the air

- dōTERRA BREATHE®
  - Apply topically to the chest and breathe deeply to help maintain respiratory function
  - Promotes a restful sleep

INTERNAL
Certain essential oils have a rich culinary history and can be used as dietary supplements for targeted wellness

- dōTERRA ON GUARD®
  - Supports healthy immune and respiratory function
  - Gargle with water for mouth rinse

TOPICAL
Essential oils can be safely applied for massage or topical benefit

- DEEP BLUE® or DEEP BLUE RUB
  - Perfect for soothing massage after long day
  - Apply on feet and knees before and after exercise

*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.*
4. HOW DO I ESTABLISH A FOUNDATION FOR OPTIMAL HEALTH?

CHOOSE YOUR SUPPLEMENTS:
- dōTERRA supplements are formulated with potent levels of essential nutrients and powerful metabolic factors for optimal health, energy, and longevity.

CUSTOMIZE WITH:
- MITO2MAX®
  - Healthier, long-term supplement for increased energy and vitality.

OR WITH:
- DEEP BLUE POLYPHENOL COMPLEX®
  - Powerful polyphenols that aid occasional aches and pains and support joint comfort and function.

5. HOW DO I IMPROVE MY LIFESTYLE?

LIST YOUR TOP 3 HEALTH GOALS

HOW LONG HAVE YOU HAD THESE GOALS?

WHAT PRODUCTS COULD HELP YOU IN REACHING YOUR GOALS?

6. HOW DO I PURCHASE dōTERRA ESSENTIAL OILS?

- Purchase at wholesale prices by becoming a dōTERRA member
- Purchase at retail prices through a Wellness Advocate

7. WHAT ARE THE BENEFITS OF BECOMING A dōTERRA MEMBER?

- Product points may be redeemed for FREE products
- Purchase monthly to receive up to 30% of your order
- Wholesale prices 25% below retail

8. WHAT PATH SHOULD I TAKE WITH dōTERRA?

- Essential oils empower individuals to take back control of their health and wellness
- Individuals who experience dōTERRA are naturally inclined to share with others
- Your enthusiasm for the oils allows others to readily jump aboard with you

SHARING dōTERRA ESSENTIAL OILS
- Working from home, Wellness Advocates introduce and educate others on dōTERRA products

BUILDING A dōTERRA BUSINESS
- By actively working to achieve leadership ranks, individuals can supplement or replace their income"
4. HOW DO I ESTABLISH A FOUNDATION FOR OPTIMAL HEALTH?

CUSTOMIZE WITH:

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OR WITH:

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• Member Loyalty Rewards Program

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7. WHAT ARE THE BENEFITS OF BECOMING A dōTERRA MEMBER?

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• Member Loyalty Rewards Program
• Monthly purchase to receive up to 30% of your order back in product points
• Product points may be redeemed for FREE products

8. WHAT PATH SHOULD I TAKE WITH dōTERRA?

LIVING the dōTERRA LIFESTYLE

• Essential oils empower individuals to naturally manage the health of their family
• Essential oils can be personalized based on inclination, sensitivities, and health challenges

SHARING dōTERRA ESSENTIAL OILS

• Individuals who work with dōTERRA are naturally inclined to share with others
• Your enthusiasm for the oils allows others to readily jump aboard with you

BUILDING a dōTERRA BUSINESS

• By actively working to achieve leadership ranks, individuals can supplement or replace their income

PRODUCT OF THE MONTH CLUB

Place a 125 PV order by the 15th of each month and receive a free product

dōTERRA WHOLESALE PRODUCT LIST - US

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<tr>
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Essential Oils

- Rosemary 15 mL
- Roman Chamomile 5 mL
- Rosewood 15 mL
- Sandalwood 5 mL

dōTERRA® supplements are formulated with potent levels of essential nutrients and powerful metabolic factors for optimal health, energy, and longevity.®

Customizable option available for enrollment orders or Loyalty Reward Program orders.
Wellness

<table>
<thead>
<tr>
<th>Qty</th>
<th>Essential Oils</th>
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Choose up to 3 additional supplements at reduced prices:

- dōTERRA Lifelong Vitality®
- dōTERRA Daily Nutrient Pack
- dōTERRA Essential Skin Care
- dōTERRA Wellness
- dōTERRA Serenity®
- dōTERRA Peace®

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- dōTERRA Daily Nutrient Pack
- dōTERRA Essential Skin Care
- dōTERRA Wellness
- dōTERRA Serenity®
- dōTERRA Peace®
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<td>Sile &amp; Sassy® 90 Sgfs</td>
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Choose up to 3 additional supplements at reduced prices:

| Qty Essential Oils | Unit | Retail | WHSL | PV | Qty Essential Oils | Unit | Retail | WHSL | PV |
|-----|-----------------------------|-----|-----------------------------|
| Microplex® | 120 Sgfs | $65.00 | $49.50 | 49.50 | | | | | |
2016-2017 ENROLLMENT KITS

**AROMATOUCH® DIFFUSED**

5 mL BOTTLES:
- dōTERRA Balance®
- Lavender
- Melaleuca
- dōTERRA On Guard®
- AromaTouch
- Deep Blue®
- Wild Orange
- Peppermint

**OTHER PRODUCTS:**
- Fractionated Coconut Oil (4oz)
- Petal Diffuser
- Wellness Advocate Introductory Packet

**FAMILY ESSENTIALS KIT AND BEADLETS**

5 mL BOTTLES:
- Lavender, Lemon, Peppermint, Melaleuca, Oregano, Frankincense, Deep Blue®, dōTERRA Breathe®, DigestZen®, and dōTERRA On Guard®

**OTHER PRODUCTS:**
- Peppermint Beadlets
- dōTERRA On Guard® Beadlets
- Wellness Advocate Introductory Packet

**CLEANSE & RESTORE**

- dōTERRA Lifelong Vitality Pack®
- PB Assist+®
- GX Assist®
- Zednocine® Softgels
- DigestZen TerraZyme®
- Lemon (15 mL)
- Zednocine® Complex
- DDR Prime® Softgels
- Wellness Advocate Introductory Packet

**FAMILY WELLNESS**

10 mL BOTTLES:
- dōTERRA Cheer® Touch
- dōTERRA Peace® Touch
- dōTERRA Breathe® Touch
- dōTERRA Deep Blue® Touch
- dōTERRA DigestZen® Touch
- dōTERRA Frankincense Touch
- dōTERRA Lavender Touch
- dōTERRA Melaleuca Touch
- dōTERRA On Guard® Touch
- dōTERRA Peppermint Touch

**OTHER PRODUCTS:**
- dōTERRA Lifelong Vitality Pack®
- PB Assist Jr
- a2Z Chewable®
- Wellness Advocate Introductory Packet

**HOME ESSENTIALS**

- Frankincense
- Lavender
- Lemon
- Melaleuca
- Oregano
- Peppermint
- dōTERRA Breathe®
- DigestZen®
- dōTERRA On Guard®
- Deep Blue® (5 mL)
- Petal Diffuser
- Wellness Advocate Introductory Packet

**NATURAL SOLUTIONS**

10 mL BOTTLES:
- PastTense®

15 mL BOTTLES:
- Lavender
- Lemon
- Peppermint
- dōTERRA On Guard®
- Frankincense
- Melaleuca
- Wild Orange
- dōTERRA Balance®
- DigestZen®
- AromaTouch®
- dōTERRA Serenity®
- dōTERRA Breathe®

**OIL SHARING KIT**

15 mL BOTTLES:
- dōTERRA Breathe® (3)
- AromaTouch® (2)
- dōTERRA Balance® (2)
- Wild Orange (2)
- Citrus Bliss® (1)
- dōTERRA Serenity® (1)
- Frankincense (2)
- dōTERRA On Guard® (3)
- Lemon (3)
- Lavender (3)
- DigestZen® (3)
- Peppermint (3)
- Oregano (1)

**EMOTIONAL AROMATHERAPY**

5 mL BOTTLES:
- dōTERRA Motivate®
- dōTERRA Cheer®
- dōTERRA Passion®
- dōTERRA Forgive®
- dōTERRA Console®
- dōTERRA Peace®

**OTHER PRODUCTS:**
- Petal Diffuser
- Wellness Advocate Introductory Kit

**SAVE**

- $79.05
- $99.00
- $86.25
- $32.00
- $37.00

**SAVE**

- $32.50

**SAVE**

- $37.00

**SAVE**

- $50.00

**SAVE**

- $77.00

**SAVE**

- $100.00

**SAVE**

- $120.00

**SAVE**

- $145.00

**SAVE**

- $195.00

**SAVE**

- $220.00

**SAVE**

- $253.00

**+100 Product Credits & start at 15% rewards**
## 2016-2017 Enrollment Kits

### AromaTouch® Diffused
5 mL Bottles:
- dōTERRA Balance®
- Lavender
- Melaleuca
- dōTERRA On Guard®
- AromaTouch
- Deep Blue®
- Wild Orange
- Peppermint

Other Products:
- Fractionated Coconut Oil (4 oz)
- Petal Diffuser
- Wellness Advocate Introductory Packet

**60200547** $150.00 100 PV

### Family Essentials Kit and Beadlets
5 mL Bottles:
- Lavender, Lemon, Peppermint, Melaleuca, Oregano, Frankincense, Deep Blue®, dōTERRA Breathe®, DigestZen®, and dōTERRA On Guard®

Other Products:
- Peppermint Beadlets
- dōTERRA On Guard® Beadlets
- Wellness Advocate Introductory Packet

**6200540** $150.00 110 PV

### Cleanse & Restore
- dōTERRA Lifelong Vitality Pack®
- PB Assist®+
- DigestZen® Softgels
- DigestZen TerraZyme®
- Lemon (15 mL)
- Frankincense
- Melaleuca
- Wild Orange
- dōTERRA On Guard®
- dōTERRA Breathe®
- Wellness Advocate Introductory Packet

**6200541** $245.00 175 PV

### Family Wellness
10 mL Bottles:
- dōTERRA Cheer® Touch
- dōTERRA Peace® Touch
- dōTERRA Breathe® Touch
- dōTERRA Deep Blue® Touch
- dōTERRA DigestZen® Touch
- dōTERRA Frankincense Touch
- dōTERRA Lavender Touch
- dōTERRA Melaleuca Touch
- dōTERRA On Guard® Touch
- dōTERRA Peppermint Touch

Other Products:
- dōTERRA Lifelong Vitality Pack®
- PB Assist®
- Correct-X®
- Wooden Box
- Wellness Advocate Introductory Packet

**6200542** $275.00 225 PV

### Natural Solutions
10 mL Bottles:
- PastTense®

15 mL Bottles:
- Lavender
- Lemon
- Peppermint
- dōTERRA On Guard®
- Frankincense
- Melaleuca
- Wild Orange
- dōTERRA Breathe®
- DigestZen®
- AromaTouch®
- dōTERRA Serenity®
- dōTERRA Breathe®
- Wellness Advocate Introductory Packet

**6200543** $550.00 400 PV

### Cleanse & Restore
- dōTERRA On Guard® Collection:
  - Beadlets
  - Toothpaste
  - Hand Wash w/2 Dispensers

Other Products:
- dōTERRA Lifelong Vitality Pack®
- DigestZen TerraZyme®
- Deep Blue® Rub
- Fractionated Coconut Oil (4 oz)
- Aroma Lite Diffuser
- Wellness Advocate Introductory Packet

**6200544** $800.00 700 PV

### Oil Sharing Kit
15 mL Bottles:
- dōTERRA Breathe® (3)
- AromaTouch® (2)
- dōTERRA Balance® (2)
- Wild Orange (2)
- Citrus Bliss® (1)
- dōTERRA Serenity® (1)
- Frankincense (2)
- dōTERRA On Guard® (3)
- Lemon (3)
- Lavender (3)
- DigestZen® (3)
- Peppermint (3)
- Oregano (1)
- Melaleuca (3)

5 mL Bottles:
- dōTERRA Breathe®
- AromaTouch®
- dōTERRA Balance®
- Wild Orange
- Citrus Bliss®
- dōTERRA Serenity®
- Frankincense
- dōTERRA On Guard®
- Lemon
- Lavender
- Peppermint
- Oregano

**60200544** $800.00 700 PV

### Emotional Aromatherapy Diffused
5 mL Bottles:
- dōTERRA Motivate®
- dōTERRA Cheer®
- dōTERRA Passion®
- dōTERRA Forgive®
- dōTERRA Console®
- dōTERRA Peace®

Other Products:
- Petal Diffuser
- Wellness Advocate Introductory Kit

**21310001** $195.00 145 PV

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**SAVE $79.05**
**SAVE $99.00**
**SAVE $86.25**
**SAVE $32.00**
**SAVE $37.00**

**SAVE** $72.14
**SAVE** $32.00

**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00

**SAVE** $46.25

**SAVE $19.00**
**SAVE $25.00**
**SAVE $30.00**
**SAVE $32.00**
**SAVE $44.00**

**SAVE** $253.00
**SAVE** $220.00

**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00

**SAVE** $253.00
**SAVE** $220.00

**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00

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**+100 Product Credits & start at 15% rewards**

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2016-2017 Enrollment Kits

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**SAVE $79.05**
**SAVE $99.00**
**SAVE $86.25**
**SAVE $32.00**
**SAVE $37.00**

**SAVE** $72.14
**SAVE** $32.00

**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00

**SAVE** $46.25

**SAVE $19.00**
**SAVE $25.00**
**SAVE $30.00**
**SAVE $32.00**
**SAVE $44.00**

**SAVE** $253.00
**SAVE** $220.00

**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00
**SAVE** $32.00

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2016-2017 Enrollment Kits
Every Oil Kit:

- Arborvitae (5 mL)
- Basil
- Bergamot
- Black Pepper (5 mL)
- Cardamom (5 mL)
- Cassia
- Cedarwood
- Clantro
- Cinnamon Bark (5 mL)
- Clary Sage
- Clove
- Coriander
- Cypress
- Douglas Fir (5 mL)
- Fennel
- Freesia
- Frankincense
- Geranium
- Ginger
- Grapefruit
- Helichrysum (5 mL)
- Juniper Berry (5 mL)
- Lavender
- Lemon
- Lemongrass
- Lime
- Marjoram
- Melaleuca
- Melissa (5 mL)
- Myrrh
- Patchouli
- Peppermint
- Pettigra
- Roman Chamomile (5 mL)
- Rosemary
- Sandalwood (Hawaiian) (5 mL)
- Spearmint
- Spikenard (5 mL)
- Thyme
- Vetiver
- White Fir
- Wild Orange
- Wintergreen
- Ylang Ylang

Essential Oil Blends:

- 7 mL
- 10 mL
- 15 mL
- 5 mL

BUSINESS TOOLS:

- Canvas Bag
- Aroma Life Diffuser
- Wellness Advocate Introductory Packet

DōTERRA Salon Essentials:

- Protecting Shampoo
- Smoothing Conditioner
- Healthy Hold Glaze
- Root to Tip Serum

DōTERRA SPA:

- Bath Bar
- Lip Balm-Tropical
- Lip Balm-Herbal
- Lip Balm-Original
- Hand & Body Lotion
- Body Butter
- Citrus Bliss Hand Lotion
- Mud Mask

Essential Oil Kits:

- Family Essentials Kit

Family Wellness:

- $275.00 225 PV
- $550.00 450 PV
- $1100.00 900 PV

Home Essentials Kit

- $525.00 400 PV
- $1050.00 800 PV
- $2100.00 1600 PV

Cleanse & Restore Kit

- $400.00 300 PV
- $800.00 600 PV

AromaTouch Diffused

- $150.00 100 PV

Family Essentials & Beadlets

- $550.00 400 PV

Natural Solutions Kit

- $350.00 250 PV
- $700.00 500 PV
- $1400.00 1000 PV

Every Oil Kit

- $325.00 225 PV
- $650.00 450 PV
- $1300.00 900 PV

Diamond Kit

- $794.00 550 PV
- $1588.00 1100 PV

DōTERRA On Guard

- $245.00 175 PV
- $490.00 350 PV

dōTERRA Breathe

- $25.00 17.5 PV
- $50.00 35 PV

dōTERRA Embrace

- $20.00 14 PV
- $40.00 28 PV

dōTERRA Serenity

- $35.00 24.5 PV
- $70.00 49 PV

dōTERRA Emotional Aromatherapy System (6)

EPIC OIL KIT

- Aroma Touch
- dōTERRA Balance
- dōTERRA Breathe
- Citrus Bliss
- ClaryCalm (10 mL)
- Deep Blue (5 mL)
- DigestZen
- Elevation
- dōTERRA Emotional Aromatherapy System (Six)
EVERY OIL KIT

WELLNESS:

dōTERRA On Guard®

Every Oil Kit Plus:

DIAMOND KIT

• DDR Prime® Softgels
• Fractionated Coconut Oil
• Cypress
• Clove
• Cinnamon Bark (5 mL)
• Cilantro
• Cardamom (5 mL)
• Basil
• Arborvitae (5 mL)
• dōTERRA Lifelong Restful Complex Softgels
• dōTERRA Serenity™
• a2z/IQ Mega
• Family Essentials Kit
• Essential Oils

ESSENTIAL OIL BLENDS:

• doTERRA TERRA BALANCE®
• doTERRA Breathe®
• ClaryCalm® (10 mL)
• doTERRA Emotional Aromatherapy® System (Six 5 mL)
• doTERRA HeartMath®
• doTERRA Vitality Pack® (4 oz Softgels)

BUSINESS TOOLS:

• Canvas Bag
• Aroma Life Diffuser
• Wellness Advocate Introductory Packet

DoTERRA SPA:

• Wintergreen
• Wild Orange
• Spikenard (5 mL)
• doTERRA Emotional Aromatherapy® System (Six 5 mL)
• doTERRA BreathEasy® Vapor Stick
• doTERRA Breathe® Respiratory Drops

DIAMOND KIT Every Oil Kit Plus:

doTERRA On Guard®

• AirTouch®
• doTERRA Breathe®

REWARDS:

• doTERRA Business
• doTERRA Child
• doTERRA Young

WELLNESS:

• doTERRA Lifelong Vitality Pack®
• DDR Prime® Softgels

dōTERRA Salon Essentials®:

• Protecting Shampoo
• Smoothing Conditioner
• Healthy Hold Glaze

dōTERRA SPa:

• Bath Bar
• Lip Balm-Tropical
• Lip Balm-Herbal
• Lip Balm-Original
• Hand & Body Lotion
• Body Butter
• Citrus Bliss Hand Lotion

ACCESSORIES:

• ½ Dram Sample Vials (12 vials)

ESSENTIAL OIL KITS:

• Family Essentials Kit

DoTERRA 200545 $1825.00 1425 PV

Personal Information

Applicant Name
Co-Applicant Name (if applicable)
City, State, Zip

Date of Birth
Co-Applicant Date of Birth

Shipping Address
Same as Billing Address

Primary Phone
Mobile Phone

Email Address

Contact No.

Enrolling Sponsor
Phone No. or Wellness Advocate No.

Place of Birth
Phone No. or Wellness Advocate No.

Applicant Signature
Co-Applicant Signature

Date

Credit card information must be submitted through online enrollment at www.mydoterra.com. 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.

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<Sign the Back>

Certified Pure Therapeutic Grade
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 due for any 12-month period from the date of expiration of the 12-month period. A $25.00 renewal fee for any 12-month period must be due at the time of the first order following the expiration of a 12-month period. Memberships renewed after the expiration date will be extended for 12 months from the renewal date.

3. Return Policy.
   a. Return of Products Within 30 Days. dōTERRA will refund any wholesale fee (plus applicable tax if prepaid) of currently marketable products purchased from the Company that were 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 (plus applicable tax if prepaid) or a refund of ninety percent (90%) of the purchase price (plus applicable tax if prepaid) on products purchased from the Company that were returned by a Member within thirty (30) days of purchase, less shipping costs.
   b. Return of Products After 30 Days to 90 Days. From thirty-one (31) days up to ninety (90) days from 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 (plus applicable tax if prepaid) on currently marketable products purchased from the Company that were returned by a Member, less shipping costs.
   c. Return After 90 Days. After 90 days and up to twelve (12) months from the date of purchase, dōTERRA will provide a product credit of ninety (90%) or a refund of eighty (80%) of the purchase price (plus applicable tax if prepaid) on currently marketable products purchased from the Company that were returned by a Member, less shipping costs.

4. Loyalty Rewards Program. While a Member has no requirement to purchase products, a Member can ensure that the Membership continues by receiving monthly deliveries of dōTERRA products by enrolling in the Loyalty Rewards Program (LRP) after the first month of enrollment. LRP simplifies the inconvenience of placing monthly orders manually. If the Member’s LRP Order is at least $50.00 Personal Volume (PV) per month, 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. Net sales involving 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 granted as part of the LRP and in the discretion of the Company. After March 1, 2015, any LRP participant for 60 days, Member can redeem Product Credits to purchase full PV credits. Product Credits can be redeemed for 12 months from the date of issue, after which they expire. The credits can be redeemed for a $30.00 fee, for each 100 PV Credit redemption, by calling 1-800-411-8151. Products purchased with LRP are not for resale, nor can such products be returned. Redemptions orders have no PV and cannot be combined with other product orders. Product Credits have no cash redemption value and are not transferable. All Product Credits will be canceled if participation in the LRP program is discontinued. A Member’s primary LRP order can only be canceled by the Company. Any LRP credits not used by the LRP order are canceled.

5. Reset of Products. Member agrees that they will not sell dōTERRA products purchased through the LRP program.

6. Limitation of Liability. dōTERRA, its members, managers, directors, officers, shareholders, employees, agents, and agents collective referred to as “affiliates”), shall not be liable for special, indirect, incidental, punitive, or exemplary damages. If dōTERRA is found to be in breach of the terms of this Agreement, its sole liability will be limited to the amount of dōTERRA products that Member previously purchased on the dōTERRA and have remaining on hand.

7. Dispute Resolution. 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 resolved by binding arbitration administered in accordance with the American Arbitration Association ("AAA") in the State of Utah, by the American Arbitration Association in accordance with the provision of its Commercial Arbitration Rules. Any proceeding to resolve or litigate any dispute in any forum will be conducted solely on an individual basis and shall not be joined or consolidated with any other proceeding or arbitration. Neither Member nor Company will seek to have any dispute heard as a class action, private attorneys general action, or in any other proceeding in which either party acts or proposes to act in a representative capacity. No arbitration or other proceeding will be combined with another without the prior written consent of all parties to all additional arbitration proceedings. The parties consent to exclusive jurisdiction and venue before any federal court in the State of Utah. The parties agree to arbitrate all disputes arising under or relating to this Agreement, the terms of which shall act as a bar against all claims against dōTERRA for such act or omission. The Member waives any and all claims or rights to any other statute of limitations apply.

8. Governing Law/Jurisdiction. Governing law shall be the laws of the State of Utah. Each Member agrees that any dispute arbitrated by dōTERRA in any proceeding related to dōTERRA or for any act or omission occurring to the terms or conditions or participation in the LRP program, shall be arbitrated and applied within one 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 to any claim against dōTERRA for such act or omission. The Member waives any and all claims or rights to any other statute of limitations apply.

9. Electronic Communication. dōTERRA and its affiliates to communicate with me through electronic mail at the email address provided to dōTERRA, or through any electronic communication system or means established by dōTERRA, including, but not limited to, the use of electronic mail at the email address provided to dōTERRA or through a Global System for Mobile Communications ("GSM") or short message service ("SMS") or any similar system or means (collectively, "SMS""). Any notice, 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, any dispute, claim, or question arising from or relating to this Agreement shall be limited to the amount of dōTERRA products that Member previously purchased on the dōTERRA and have remaining on hand.

10. Survival. Sections 6, 7, 8, 9, and 15 of these terms and conditions, shall survive the termination of the Membership.

11. Data. If Member desires to use physical form to enroll, Member agrees to cutoff payment information from physical form and shred payment card information prior to submitting physical form to dōTERRA. By creating an account in the dōTERRA system, Member consents to the privacy policy and all terms and conditions contained in Member’s Membership and the transfer of such personal information, in accordance with information about the Member’s purchase activity, to any dōTERRA world-wide subsidiaries and affiliated businesses for the purposes of the dōTERRA organization or distribution channel, for the purpose of administering the sales and distribution of dōTERRA products and providing reports to its Wellness Advocates of sales in the dōTERRA organization. Members understand that this personal data may be transferred to countries other than the country in which the data originally was collected. Those countries may have data protection laws that are not the same as the laws of the country in which the data was originally collected. In the event of a 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 resolved by binding arbitration administered in accordance with the provisions of its Commercial Arbitration Rules. Any proceeding to resolve or litigate any dispute in any forum will be conducted solely on an individual basis and shall not be joined or consolidated with any other proceeding or arbitration. Neither Member nor Company will seek to have any dispute heard as a class action, private attorneys general action, or in any other proceeding in which either party acts or proposes to act in a representative capacity. No arbitration or other proceeding will be combined with another without the prior written consent of all parties to all additional arbitration proceedings. The parties consent to exclusive jurisdiction and venue before any federal court in the State of Utah. The parties agree to arbitrate all disputes arising under or relating to this Agreement, the terms of which shall act as a bar against all claims against dōTERRA for such act or omission. The Member waives any and all claims or rights to any other statute of limitations apply.

12. 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 dōTERRA materials including the Company’s official website. The continuation of LRP products shall constitute Member’s acceptance of any and all LRP amendments to the terms and conditions.

* All words with trademarks or registered trademark symbols are trademarks or registered trademarks of dōTERRA Holdings, LLC.
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 expiration of the Membership. Upon the expiration of the 12-month period, a $25.00 renewal fee is due. If a Membership 12-month period is not renewed, it will be at the date of the first order following the expiration of a 12-month period. MemberShip has renewed after the expiration date will be extended for 12 months from the renewal date.

3. Return Policy:
   a. Return of Products Within 30 Days. dōTERRA will refund one hundred percent (100%) of the purchase price (plus applicable tax if prepaid) of Currently Marketable products purchased from the Company that have been 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 (plus applicable tax if prepaid) or a refund of ninety percent (90%) of the purchase price (plus applicable tax if prepaid) 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 Products After 30 Days. dōTERRA will provide a product credit of ninety (90%) of the purchase price, less shipping costs (excludes limited time offers and expired products if prepaid) on products purchased from the Company not Currently Marketable that are returned by a Member after thirty (30) days of purchase, less shipping costs.
   c. Return of Membership. a. Return of Products Within 30 Days. dōTERRA will refund one hundred percent (100%) of the purchase price (plus applicable tax if prepaid) of Currently Marketable products purchased from the Company that have been 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 (plus applicable tax if prepaid) or a refund of ninety percent (90%) of the purchase price (plus applicable tax if prepaid) on products purchased from the Company not Currently Marketable that are returned by a Member after thirty (30) days of purchase, less shipping costs.

4. Loyalty Rewards Program. While a Member has no requirement to purchase products, a Member can ensure that the Membership remains valid by receiving monthly deliveries of dōTERRA products by enrolling in the Loyalty Rewards Program (LRP) after the first month of enrollment. LRP simplifies the inconvenience of placing monthly orders manually. If the Member’s LRP Order is at least $50.00 Personal Volume (PV) per month, 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 issued in the form of a Product Credit Check which may be used to purchase dōTERRA designated products. Product Credits are printed as part of the LRP and in the discretion of the Company. After March has been an LRP participant for 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 credits can be redeemed for a fee of $300.00 fee, for each 100 PV Product Credit redemption, by calling 1-800-411-8151. dōTERRA will provide a Product Credit of ninety (90%) of the purchase price, less shipping costs (excludes limited time offers and expired products if prepaid) on products purchased from the Company not Currently Marketable that are returned by a Member within (30) days of purchase, less shipping costs.

5. Sale of Products. Members agree that they will not sell dōTERRA products purchased through the Loyalty Rewards Program.

6. Limitation of Liability. dōTERRA, its members, managers, directors, officers, shareholders, employees, agents, and groups (referred to as “affiliates”), shall not be liable for direct, indirect, incidental, punitive, or exemplary damages. If dōTERRA is found to be in breach of the terms of this Agreement, the Member’s primary LRP order could be canceled by the Company. Any arbitration or legal action arising out of or relating to this Agreement or the Membership will be conducted solely in an individual capacity, and shall not include a class, representative action or action of any other proceeding in which either party acts or proposes to act in a representative capacity. No arbitration or other proceeding will be combined with another without the prior written consent of all parties to all affected matters.

7. Governing Law/ Jurisdiction. Governing law shall be the law of the state of Utah. Each Member agrees that any dispute or omission relating to the terms and conditions or enforcement of this Agreement, or any claim or act or omission relating to the terms and conditions or enforcement of an LRP, shall be determined by a court of competent jurisdiction in the state of Utah. Such courts shall be the exclusive forum for any claim or act or omission relating to the terms and conditions or enforcement of an LRP, and the Member hereby waives any and all claims or rights to have any such act or omission apply.

8. Electronic Communication. dōTERRA and its affiliates to communicate with you through electronic mail at the email address provided to dōTERRA. To ensure receipt of dōTERRA emails, you must create a Membership with dōTERRA. If you do not want to receive communications from dōTERRA, this Agreement to arbitrate shall survive any termination or expiration of the Membership.

9. Limitation of Liability. dōTERRA, its members, managers, directors, officers, shareholders, employees, agents, and agents (collectively referred to as “affiliates”), shall not be liable for direct, indirect, incidental, punitive, or exemplary damages. If dōTERRA is found to be in breach of the terms of this Agreement, the Member’s primary LRP order could be canceled by the Company. Any arbitration or legal action arising out of or relating to this Agreement or the Membership will be conducted solely in an individual capacity, and shall not include a class, representative action or action of any other proceeding in which either party acts or proposes to act in a representative capacity. No arbitration or other proceeding will be combined with another without the prior written consent of all parties to all affected matters.

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

11. Data. If Member desires to use physical form to enroll, Member agrees to comply with all applicable form and signed written consent form or similar data collection or distribution, and the Member hereby waives any and all claims or rights to have any such act or omission apply.

12. 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 that date no such amendment will apply to any other claim or act or omission relating to the terms and conditions or enforcement of this Agreement, or any claim or act or omission relating to the terms and conditions or enforcement of an LRP, or any claim or act or omission relating to the terms and conditions or enforcement of an LRP. Member agrees to comply with all applicable form and signed written consent form or similar data collection or distribution, and the Member hereby waives any and all claims or rights to have any such act or omission apply.

13. Governing Law/ Jurisdiction. Governing law shall be the law of the state of Utah. Each Member agrees that any dispute or omission relating to the terms and conditions or enforcement of this Agreement, or any claim or act or omission relating to the terms and conditions or enforcement of an LRP, shall be determined by a court of competent jurisdiction in the state of Utah. Such courts shall be the exclusive forum for any claim or act or omission relating to the terms and conditions or enforcement of an LRP, and the Member hereby waives any and all claims or rights to have any such act or omission apply.

14. Electronic Communication. dōTERRA and its affiliates to communicate with you through electronic mail at the email address provided to dōTERRA. To ensure receipt of dōTERRA emails, you must create a Membership with dōTERRA. If you do not want to receive communications from dōTERRA, this Agreement to arbitrate shall survive any termination or expiration of the Membership.

15. Limitation of Liability. dōTERRA, its members, managers, directors, officers, shareholders, employees, agents, and agents (collectively referred to as “affiliates”), shall not be liable for direct, indirect, incidental, punitive, or exemplary damages. If dōTERRA is found to be in breach of the terms of this Agreement, the Member’s primary LRP order could be canceled by the Company. Any arbitration or legal action arising out of or relating to this Agreement or the Membership will be conducted solely in an individual capacity, and shall not include a class, representative action or action of any other proceeding in which either party acts or proposes to act in a representative capacity. No arbitration or other proceeding will be combined with another without the prior written consent of all parties to all affected matters.

16. Governing Law/ Jurisdiction. Governing law shall be the law of the state of Utah. Each Member agrees that any dispute or omission relating to the terms and conditions or enforcement of this Agreement, or any claim or act or omission relating to the terms and conditions or enforcement of an LRP, shall be determined by a court of competent jurisdiction in the state of Utah. Such courts shall be the exclusive forum for any claim or act or omission relating to the terms and conditions or enforcement of an LRP, and the Member hereby waives any and all claims or rights to have any such act or omission apply.

17. Limitation of Liability. dōTERRA, its members, managers, directors, officers, shareholders, employees, agents, and agents (collectively referred to as “affiliates”), shall not be liable for direct, indirect, incidental, punitive, or exemplary damages. If dōTERRA is found to be in breach of the terms of this Agreement, the Member’s primary LRP order could be canceled by the Company. Any arbitration or legal action arising out of or relating to this Agreement or the Membership will be conducted solely in an individual capacity, and shall not include a class, representative action or action of any other proceeding in which either party acts or proposes to act in a representative capacity. No arbitration or other proceeding will be combined with another without the prior written consent of all parties to all affected matters.

18. Governing Law/ Jurisdiction. Governing law shall be the law of the state of Utah. Each Member agrees that any dispute or omission relating to the terms and conditions or enforcement of this Agreement, or any claim or act or omission relating to the terms and conditions or enforcement of an LRP, shall be determined by a court of competent jurisdiction in the state of Utah. Such courts shall be the exclusive forum for any claim or act or omission relating to the terms and conditions or enforcement of an LRP, and the Member hereby waives any and all claims or rights to have any such act or omission apply.
1. Obligations and Representations. I understand that as a Wellness Advocate of dōTERRA International, LLC (“dōTERRA”); a franchisee of dōTERRA; and a member of the Wellness Advocate network of dōTERRA, I have the right to offer for sale dōTERRA products and services in accordance with the terms and conditions of this Wellness Advocate Agreement, as well as those established by dōTERRA for the completion and processing of such agreements and orders.

2. Presenting dōTERRA Products and Services. I agree to present the dōTERRA Compensation Plan and dōTERRA products and services as set forth in official dōTERRA literature and materials.

3. Independent Contractor Status. I agree that as a dōTERRA Wellness Advocate, I am an independent contractor and not an employee, agent, partner, legal representative or franchisee of dōTERRA. I am not authorized to and will not incur any debt, expense, or obligation, or open any checking or savings account in the name of dōTERRA. I understand that I shall control the manner and means by which I operate my dōTERRA business, subject to my compliance with the terms and conditions of the dōTERRA Agreement, the dōTERRA Policy Manual, and the dōTERRA Sales Compensation Plan (all of which are collectively referred to as the “Contract”). I agree that I will be solely responsible for paying all expenses I incur, including but not limited to travel, food, lodging, secretarial, office, long distance telephone, and other expenses. I understand that I will not be treated as an employee of, agent, or officer of dōTERRA.

4. dōTERRA Policies. I have carefully read and agree to comply with the dōTERRA Policy Manual and the dōTERRA Sales Compensation Plan, both of which are incorporated into the Wellness Advocate Agreement by reference and become part of the Contract. I understand that I must be in good standing and not in violation of any of the terms of the Contract in order to be eligible to receive any bonuses or commissions.

5. Term and Termination. The term of this Contract and each subsequent renewal is one year. Unless a party notifies the other of its intent to terminate the Contract, the Contract will be automatically renewed.

6. Assignment. I may not assign any rights or delegate my duties under this Contract without the prior written consent of dōTERRA. Any assignment made by me shall be null and void.

7. Breach of the Agreement. I understand that if I fail to comply with the operation of a motor vehicle, the failure to maintain, in its sole discretion, impose upon me disciplinary action as set forth in the dōTERRA Policy Manual. If I am in breach, default, or violation of the Contract at termination, I shall not be entitled to receive any further bonuses or commissions, whether or not the sales for such bonuses or commissions have been realized. Any action by or for the company which involves services when payment is due or is indebted to dōTERRA for any reason, including but not limited to commissions or bonuses, will not be deemed to have been withheld and retain the appropriate amounts from my bonus or commission checks or to charge my credit cards or other accounts which I have placed on file with dōTERRA.

8. Limitation of Liability and Indemnification. dōTERRA, its members, managers, directors, officers, shareholders, employees, assigns, and agents (collectively referred to as “dōTERRA”) shall not be responsible for any liability, damages, fines, penalties, or other awards or settlements arising from, or relating to my actions in the promotion or operation of my dōTERRA independent business and any activities related to it (for example, but not limited to, the operation of my dōTERRA independent business and any activities related to it). I further agree to indemnify dōTERRA and its affiliates from any and all liability, damages, fines, penalties, or other awards or settlements arising from, or relating to my actions in the promotion or operation of my dōTERRA independent business, and any activities related to it, and to hold dōTERRA harmless from any and all liability, damages, fines, penalties, or other awards or settlements arising from, or relating to my actions in the promotion or operation of my dōTERRA independent business.

9. Entire Agreement. This Wellness Advocate Agreement, the Sales Compensation Plan, and the dōTERRA Policy Manuals are the entire agreement between dōTERRA and me. Any promises, representations, agreements, or understanding, not expressed set forth in this Wellness Advocate Agreement and Contract are of no force or effect.

10. Waiver and Severability. Any waiver by dōTERRA of any breach of the Contract must be in writing and signed by an authorized officer of dōTERRA. No waiver by dōTERRA of any breach of the Contract shall be deemed a waiver of any subsequent breach. If any provision of the Contract is held to be invalid or unenforceable, such provision shall be reformed only to the extent necessary to make it enforceable and the balance of the Contract will remain in full force and effect.

11. Survival. Sections 5, 8, 9, 10, 12, 13, 16, and 17 of this Wellness Advocate Agreement, as well as the covenants to present the dōTERRA Compensation Plan and dōTERRA products, sales aids, or services, are of such a nature as to require that they survive the termination of the Contract.

12. Resolution of Conflicts. In the event of any dispute, claim, question, or disagreement arising from or relating to this Wellness Advocate Agreement or the Contract or the breach thereof, the parties hereto shall use their best efforts to settle the dispute, claim, question, or disagreement. To this effect, they shall consult and negotiate with each other in good faith and attempt to settle the dispute, claim, question, or disagreement. If the parties are unable to reach a just and equitable solution satisfactory to both parties, if they do not reach such solution within a period of 60 days, then, upon written notice to the other, all disputes, claims, questions, or differences shall be finally settled by arbitration administered in Provo, Utah, by the American Arbitration Association in accordance with the provisions of its Commercial Arbitration Rules. Judgment on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. This agreement to arbitrate shall survive any termination or expiration of the Contract. Notwithstanding this arbitration provision, nothing herein shall prevent dōTERRA 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 dōTERRA’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.

13. Governing Law. The parties consent to exclusive jurisdiction and venue before any federal court in Salt Lake County or any state court in Utah County, State of Utah, for purposes of seeking equitable relief and/or enforcing an award by an arbitrator or any other matter not subject to arbitration. If the law of the state in which the applicant resides prohibits consensual jurisdiction and venue proceed pursuant to the terms of arbitration and litigation, that state’s law shall govern issues relating to jurisdiction and venue. I agree that, notwithstanding any statute of limitations, no claim against dōTERRA for any act or omission relating to the Contract must be brought within one (1) year from the date of the alleged act, omission or commission giving rise to the 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. I waive any and all claims or rights to any other statutory disclaimers, limitations, and all related rules and procedures.

14. Use of Name and Image. I authorize dōTERRA to use my name, photograph, personal story, and/or likeness in dōTERRA publications and to nominate me for publications without compensation or reimbursement for such use.

15. Electronic Communication. I authorize dōTERRA and its affiliates to communicate with me by telephone, facsimile, electronic mail or fax at the email address or fax number provided in this Wellness Advocate Agreement. I understand that such email may include offers or solicitations for the sale and purchase of dōTERRA products, sales aids, or services.

16. Counterparts. Fixed copies of this Wellness Advocate Agreement shall be deemed original. To be valid, copies submitted to dōTERRA by fax must include the front and back of the document.

17. Data Protection. If member desires to use physical form to enroll, Member agrees to cede payment card information from physical form and shred payment card information prior to submitting physical form for entry. I give consent for dōTERRA to process the personal data contained in this application/agreement and to transfer this personal data, together with information about how this Wellness Advocate account’s future sales activities, to any of dōTERRA’s worldwide subsidiaries and affiliated companies, and to other Wellness Advocates in the structure of the wellness advocate organization or distribution chain, for the sole purpose of administering the sales and distribution of dōTERRA products and providing reports to its Wellness Advocates of sales activity in their sales organizations. I understand that this transfer of information may be made to countries without a level of legal protection of privacy equivalent to that provided in my home country. I understand that if I receive sales reports containing personal data of other Wellness Advocates, I agree that I will not use such data except in the administration and development of my sales organization, and that upon termination of my Contract, I will immediately delete all such personal data from my files, except as otherwise required by law. The parties agree that this obligation survives the termination of the Contract. If personal data processed or transferred as described herein, please do not create a Wellness Advocate account with dōTERRA.