



dōTERRA
SLIM & **SASSY**®

Choosing
change



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Choosing Change

According to the Institute of Medicine, two-thirds of adults and almost one-third of children in the United States are overweight. Harmful habits that lead to an unhealthy weight can be devastating to personal wellness.

We are aware of the problem, but often the solution evades us. We become complacent after fad diets and complicated systems fail us. We often look for a quick fix to the more fundamental issue of leading inactive lives and eating larger, less-healthy portions.

Instead of focusing on what we put in our bodies today, next week, or even next month, we should ask ourselves how do we want to look, act, and feel years from now. dōTERRA® Slim & Sassy® is not a diet, but one step toward choosing a lifestyle change. It addresses weight-gain at its source, giving you the energy and confidence you need to become your best self.*

- For each hour an individual gets of regular exercise, they will gain approximately two hours of additional life expectancy.

—*American Heart Association*

- Healthy eating is associated with the reduced risk of disease, including several of the leading causes of death.

—*Report on the Dietary Guidelines for Americans*

- Exercise can help you feel less anxious and more relaxed—one exercise session generates 90 to 120 minutes of relaxation response.

—*American Psychological Association*

- The average weight lost by a Slim & Sassy contestant over a three-month period was 24 pounds and 17 total body inches.

—dōTERRA

*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.

Slim & Sassy®

METABOLIC BLEND & SOFTGELS

Can't resist those mid-day munchies? The dōTERRA® Slim & Sassy Metabolic Blend is designed to help manage appetite between meals. Just add 4 drops to 4 oz. of water and drink between healthy meals throughout the day to help manage hunger, boost metabolism, and lift your mood.*

Primary Benefits:

- Promotes healthy metabolism*
- Helps manage hunger cravings*
- Calms your stomach and lifts your mood*
- Diuretic, stimulant, and calorie free

How to Use:

- Place 4-5 drops under your tongue and drink water.
- Fill a veggie capsule with Slim & Sassy Metabolic Blend or place in water before a workout.
- Apply topically to desired area; if you have sensitive skin, dilute with Fractionated Coconut Oil.
- Softgels: Take 1 Softgel 3-5 times daily.
- Add to TrimShake or V Shake.
- Diffuse for an energy boost.
- Add to entrée dishes.
- Chew Slim & Sassy Gum



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The Skinny on Fat

Understanding what body fat is and where it comes from will make it easier to lose it and keep it off. Your body's preferred sources of energy are dietary carbohydrates, fats, and proteins. However, when you consume more than you use, those calories are stored in fat cells for later use.

Fat cells are formed by converting tissue stem cells into adipocytes that swell up like balloons with dietary lipids. When caloric needs exceed available free calories from the food we eat, calories stored as lipids in fat cells are released into the blood stream for energy. Managing a healthy body fat percentage includes slowing down the production of new fat cells and increasing the burn rate of calories stored in body fat.

The solution to storing fewer calories as fat can be summarized with the equation:

Eat Less  Exercise More  Lean Body Mass

Calories In  Fat Stored  Calories Out  Fat Released



SLIM & SASSY®

LIFESTYLE CHANGE COMPETITION

In 2011, the Slim & Sassy® Lifestyle Change Competition began with the purpose of improving the lives of hardworking dōTERRA Wellness Advocates. We knew that combining our Slim & Sassy products with a desire to change, healthy eating habits, proper exercise, and rest and stress management would aid individuals in achieving their lifestyle goals.

The Competition

The competition runs over a three-month period and consists of contestants adopting healthy practices in their everyday lives. These practices are not quick fixes or short-lived experiments, they are adjustments that, when made, can last throughout a lifetime.

Grand Prize Winners Receive: \$5000 Cash

\$100.00 Gift Card- Under Armour
Professional Photoshoot in your area
Feature in LIVING Magazine
750 Product Points

"My motivation was to show my family and culture that it is not normal to be overweight and out of shape and that there is a safe way to be able to change our health in a real and long-term way that ultimately transforms the way we enjoy life."

— Willie Taula, 2nd Place Winner 2013

See how our
Grand Prize
winners did it!

Winners are not chosen based on weight, but on healthy habits created during the competition. Regardless of the amount of weight lost, everyone who participates and meets their lifestyle change goals will have an opportunity for success.



Rachel Cody

Total Weight Lost:
37.8 lbs.[†]

What motivated you to participate in the Slim & Sassy® contest?

My top priority in losing weight and keeping it off is my health. My competitive spirit is what kept me motivated throughout this journey. I set small personal goals or challenges to keep things fun. Whether it be a push-up calendar or a roasted chickpea recipe, I always have healthy options to try to keep things interesting. Planning out something to train for also keeps me focused. Having an event to look forward to, a team that depends on me, and a group of friends to train with makes working out more social and fun.

How has the Slim & Sassy Lifestyle Change Competition changed your life?

The healthy habits formed over the last few months have made their mark, and it is apparent to everyone who knows me. I have gotten my youthful spirit and enthusiasm back. My mental stability, focus, mood, confidence, purpose, and drive have all improved greatly and I wouldn't have it any other way. It hasn't been easy—there have been bumps along the way—but the combination of a clean diet, exercise, and using dōTERRA® products has set me up for success, and I don't plan on turning back.

“Weight is gained steadily over time and the safest way to get it back off is steadily one pound at a time.”

Tips for Success:

1. Tell Someone
2. Plan Your Meals
3. Exercise Daily
4. Develop a Routine

[†] Results vary based on diet and exercise. Typical loss may be less.

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Joseph Hulse, Jr.

Total Weight Lost:
36 lbs.[†]

How did you overcome Challenges?

Having three young children and getting to the gym is tough, so I found a local gym with child care. There are days when I don't have time to exercise, so when that happens, I give myself a pass and plan for the next morning. Lifestyle is a journey of planning. Whatever you do, avoid criticizing yourself for missing a workout when time is not in your control. You can always stay accountable by asking a friend to meet you for workout or a walk.

“I want to be an example for others to improve their nutrition and overcome weight loss obstacles.

Most importantly, I want to have good health and longevity with my wife and to set an example of nutrition, hydration, and physical activity for my children as they continue to grow.”

[†] Results vary based on diet and exercise. Typical loss may be less.

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Tips for Success:

- *Value yourself and think positive*
- *Find motivation*
- *Exercise*
- *Create awareness of calories and nutrition*
- *Stay hydrated and well nourished*

Kimberly Cluff

Total Weight Lost: **38 lbs.[†]**
Inches Lost: **23.5 inches**

What motivated you to participate in the Slim & Sassy® contest?

Being a mother of eight keeps me pretty busy. After my fifth child, I was able to lose all the pregnancy weight. Unfortunately, that changed with my last three. Losing weight became a struggle. Not only could I not keep the weight off, but I gradually started putting more on. I felt trapped and tried everything I could think of to regain control. I tried weight loss products, aerobics, training for and running a half marathon—all without losing a pound. I wanted to be a better example for my children of healthy living, and the Slim & Sassy competition allowed me to do that.*

Tips for Success:

1. Take the dōTERRA Lifelong Vitality Pack®!
2. Write down specific goals with specific deadlines. Be realistic.
3. Find someone that will hold you accountable and be encouraging.
4. Use five drops of Slim & Sassy Metabolic Blend five times a day.
5. Replace one to two meals with the Slim & Sassy TrimShakes.
6. Drink lots of water with Lemon essential oil.
7. Exercise at least five days a week.
8. Get rid of your big clothes immediately! Reward yourself with new clothes instead of treats.

During the competition, I lost a total of 38 lbs. and 23.5 in. I continued to follow my Slim & Sassy lifestyle routine, and to date I have lost a total of 56 pounds. Thanks dōTERRA!

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Four Steps to Success

A healthy body helps support a lifetime of energy and vitality and can aid in preventing the accelerated onset of many degenerative diseases. Managing weight and healthy body composition is primarily a matter of expending more calories than we consume. It sounds simple, but is something many struggle with.

The Slim & Sassy® Lifestyle Change contestants have impressed upon us the satisfaction that accompanies a healthy lifestyle. How did they do it? Their stories explain how each reached outside their comfort zone and decided it was time to choose change by:

1. Changing Their Attitude

2. Improving Their Diet

3. Exercising

4. Resting and Managing Stress

These four changes are crucial in helping individuals achieve their goals and make the lifestyle changes necessary to not only succeed, but maintain success.

Change Your Attitude

Many believe that weight management is only a factor of proper nutrition and exercise; however, one of the greatest influencers is the right mental state. A person's success at managing weight can usually be traced to how they begin. Creating a healthy lifestyle can be challenging; based on your starting point, there can be significant obstacles to overcome. In order to provide the best chance possible, individuals need to prepare themselves mentally as well as physically.

The common attitude associated with lifestyle change or weight management is often negative and restrictive. This attitude is not sustainable and makes weight management seem like an elusive goal. A better approach is to focus on the positive aspects of undertaking a lifestyle change. Below are a few suggestions for maintaining a positive attitude toward a healthy lifestyle change:

- A lot of pessimism arises from false or unreasonable expectations, especially when those expectations involve you. Set smaller goals within larger ones. When you provide yourself with realistic expectations you will be more likely to succeed.
- Consider befriending new people—people who are optimistic and have a healthy attitude towards life. Sometimes a poor attitude is a result of surrounding ourselves with individuals who have negative perspectives.
- Post a blank sheet of paper on the wall or use a journal to count your achievements. Focus on the positive aspects associated with your goals instead of minor failures. When faced with a negative thought, use this record to remind yourself of your achievements.
- Find a support system—someone who will be honest and supportive as you work toward reaching your goals. Be specific about your needs and your desires so that they understand where they can be of the most help.



Improve Your Diet

“One of the most important elements of weight management is the role of nutrition. Exercise without proper nutrition limits your success. The basics of weight management include caloric consumption and expenditure. When making a lifestyle change, many tend to forget this simple concept. Even with vigorous exercise, calorie consumption can far exceed calorie burn without proper dietary change. Providing your body with proper nutrition is a healthy and safe way to improve lifestyle.” —*Dr. David K. Hill, DC*

Implementing the basics:

- Don't skip meals. When you skip a meal, your body goes into “survival” mode, slowing your metabolism and storing excess food or glucose as fat. Instead, consider a meal replacement to reduce hunger and provide needed nutrients.
- Choosing water over sugar-sweetened beverages can aid in maintaining a healthy weight. Substituting water for one 20-ounce sugar-sweetened soda will save you about 240 calories.
- Focus on finding a balance between hungry and full. Stop eating when you are no longer hungry, not when you are full. To help, try decreasing portion size by using a child-size plate.
- Don't make the mistake of trying to change everything overnight. Decrease or replace one unhealthy food item at a time. For example, if you like chips, switch to baked or multigrain.
- For a simpler approach to making healthy choices, think of your diet in terms of color, variety, and freshness.



Support Your System

Healthy Living Starts
on the Inside

Our DigestZen® line of supplements and Zendocrine® Softgels help you maintain a healthy digestive system and support weight management efforts when you exercise, change your diet, and stay hydrated.*

How to Use:

GX Assist®: Take 1–3 softgels a day with meals for 10 days

PB Assist®+: Take 1–3 capsules with meals

Zendocrine® Complex: Take 1 capsule with morning and evening meals

Zendocrine® Softgel: Take softgels 2–3 times daily as needed



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Fat-Loss Accelerators

REDUCE WHITE



White sugar, dairy fats, white flour
white rice, potatoes, bananas, etc.

REDUCE HIGH CALORIE BEVERAGES



Fruit juice, sodas & colas,
sports drinks, alcohol, etc.

GRAZING VS. FEASTING



3 healthy meals a day GOOD
6 mini meals a day BETTER

HYDRATION











5 servings (20 drops) of Slim & Sassy blend
mixed with water throughout the day

SLIM & SASSY®

EAT RIGHT!

Eating right is an important part of any weight management regimen. Monitoring portion size as well as choosing healthful, nutrient-dense foods can make the difference between whether you feel great during your program or lack energy. A helpful way to remember portion size* is shown in this diagram, as well as useful tips that can help you get the most out of your weight management plan.

The foundation of any good diet ensures you are receiving the nutrients your body needs. The dōTERRA Lifelong Vitality Pack® allows individuals the flexibility to personalize their wellness program according to their needs, while receiving basic nutrients found in Microplex VMz®, xEO Mega® and Alpha CRS®+.

Serving Sizes	Target Food Groups
 <p>Circumference and thickness of spread hand (or more!)</p>	 <p>High-water content, color and antioxidant rich, fresh or cooked fruits and vegetables</p>
 <p>Volume of clenched fist</p>	 <p>Complex carbs & whole grains • Legumes & vegetable proteins • Starchy fruits & vegetables</p>
 <p>Circumference and thickness of palm</p>	 <p>Low-fat animal proteins • Protein-rich nuts & seeds</p>
 <p>Diameter and thickness of thumb (or less!)</p>	 <p>Simple sugars • Dressings & spreads • Desserts</p>

*Portion sizes for 3 meal per day diet program.



Slim & Sassy[®]

in every piece

| Sugar-free
| Long-lasting flavor



dōTERRA Slim & Sassy[®]

Metabolic Gum

60200347

32 pieces

\$11.33 retail

\$8.50 wholesale

5 PV

TrimShake

with EssentraTrim® and Solathin®†

Delicious Taste, Won't Stay on the Waist

Convenience

TrimShake is a convenient and delicious shake mix that provides essential nutrients. When one scoop is combined with one cup of non-fat milk, this shake contains about 150 calories per serving. Simply take it on the go and mix with cold water or milk.

Stress Reducing

One scoop of TrimShake includes 125mg of EssentraTrim, an herbal extract from the Ashwagandha plant. EssentraTrim has been demonstrated to help control the stress hormone cortisol. Elevated cortisol levels, triggered by stress, cause problems with sleep, weight gain, appetite, and fatigue.

Protein Building

One scoop of TrimShake provides 8 grams of a blend of whey isolate and egg white protein. This blend provides important amino acids to help prevent deterioration of muscle mass and improve muscle tone during exercise.

Source of Fiber

One scoop of TrimShake provides 2.5 grams of fiber.
One scoop of TerraGreens® provides 3 grams of fiber.

35200001	Chocolate
35180001	Vanilla
35440001	Vegan
60120001	TerraGreens



† Essentra Trim is a trademark of NutraGenesis LLC. Solathin is a trademark of CYVEX Nutrition.

Emily Wright TrimShake

2 scoops Vanilla TrimShake
6–8 ounces rice milk
1 scoop of TerraGreens
¼ cup raspberries
¼ cup blueberries
1 drop Wild Orange
½ cup ice

Greg Cook TrimShake

2 scoops Chocolate TrimShake
Handful of spinach
6 ice cubes
½ cup non-fat Greek yogurt
¼ cup raw oatmeal
6 ounces almond milk
Half a banana (for sweetening)

Horchata TrimShake

2 scoops V Shake
5 ice cubes
8 ounces almond milk
4 drops Cinnamon
2 drops Clove
Agave syrup (to desired
sweetness)

Purple Smooth Berry

2 scoops Vanilla TrimShake
1 cup unsweetened almond milk
1/2 cup blueberries (frozen or fresh)
1 tablespoon Flaxseed Oil
3 ice cubes

Chocolate Banana Nut

2 scoops Chocolate TrimShake
1 cup unsweetened almond milk
2 frozen bananas
2 tablespoons natural peanut butter

Strawberry Chocolate Delight

2 scoops Chocolate TrimShake
1 cup unsweetened almond milk
1–2 cups frozen strawberries
10 extra dark chocolate chips
1 banana

Blueberry Oatmeal Smoothie

2 scoops Vanilla TrimShake
8 ounces skim milk
½ to 1 cup oatmeal
½ cup fresh blueberries
1 tablespoon of honey

Tropical Dream

2 scoops Vanilla TrimShake
¾ cup unsweetened coconut drink
¼ cup Greek yogurt
2 tablespoons fresh pineapple
¼ banana
1 cup frozen strawberries

Key Lime

2 scoops Vanilla TrimShake
1 cup almond milk
1 tablespoon lime juice
6 ice cubes
1–2 drops Lime essential oil

TerraGreens® is a
powdered mix that
packs a daily boost of
fruits and vegetables.
Add one scoop to 8
ounces of water or your
favorite beverage.

EXERCISE

Exercise does more than just burn calories. It can positively influence many components of health, including body chemistry and physiology. Proper exercise expends calories during and after activity, promotes better sleep, decreases cravings for unhealthy food, and can even elevate cognitive function.

To achieve a well-rounded fitness routine, incorporate aerobic, strength, and flexibility training into your exercise each week.

Aerobic Training

Recommended: 5 days a week

Exercise that uses large muscle groups and increases heart rate

Low intensity: walking

Moderate intensity: jogging

High intensity: sprinting

TIP: Aim for 150 minutes of low to moderate intensity or 75 minutes of high intensity aerobic exercise each week.

Strength Training

Recommended: 2 days a week

Exercise that focuses on specific muscle groups

Gym: free weights, resistance machines, pull-ups

Home: push-ups, abdominal crunches, leg squats, resistance bands

TIP: Strength training will help maintain muscle mass during weight loss; strive to work all major muscle groups for approximately 45 minutes each week.

“I started a stair club at work. We walked the stairs on our breaks and at lunch time. I went down a total of 18,834 steps and climbed up 13,280 stairs from February to April.”

– Holly Smith, 1st Place, 2013



Flexibility Training

Recommended: 7 days a week

Increase blood flow to muscles and prevent injury

Static Stretching: holding a stretch for 20–60 seconds

Dynamic Stretching: repeated, controlled muscle movements (arm circles, walking lunges)

TIP: Try to fit in 10–15 minutes of stretching each day.

Not everyone enjoys exercising in the same way. If you are unhappy with your current exercise routine, be creative. Here are a few suggestions to help you get started.

- Biking
- Kayaking
- Basketball
- Kickball
- Skiing
- Gardening
- Yoga
- Swimming
- Dancing
- Zumba®
- Jump Rope
- Ice Skating
- Hiking
- Rock Climbing
- Cross-Country Skiing
- Walking



dōTERRA® deep BLUE RUB

Deep Blue® Rub is a rich, topical cream infused with the Deep Blue Soothing Blend of CPTG Certified Pure Tested Grade™ essential oils that provides targeted comfort to problem areas with a cooling and warming sensation.

How to Use:

- Place a small amount of rub on hands and gently rub or massage into problem area to feel targeted comfort.

Rest & Stress Management

Dr. David K. Hill, DC, dōTERRA® Chief Medical Advisor, states, “Achieving proper rest is an important feature of any wellness program. Sufficient amounts of rest provide bodies with an opportunity to recover from the day’s activity, improve energy levels, and reduce the effects of stress.”



Tips for a good night’s rest:

- Create a set routine by going to bed each night and rising each morning at the same time.
- Make your bed comfortable. Use it only as a place to sleep and not for activities like reading, watching television, or listening to music.
- Enjoy daily physical activity. This will allow you to fall asleep faster and enjoy a deeper sleep.

According to Dr. Hill, “Stress induces physiologic changes that cause a natural resistance to weight loss and can even reduce immune capability.”

Tips for reducing stress:

- Know your limits. Taking on more than you can handle increases stress.
- Work on time management. Create a plan for daily activities and tasks to eliminate pressure and create a sense of accomplishment.
- Generate a support system. Share your responsibilities or your feelings with others.
- Set aside time to relax. Find healthy ways to respond to stress by scheduling time for you.

SLIM & SASSY®

Trim Kit

Kick off your weight management goals with the Slim & Sassy Trim Kit. Slim down by using Slim & Sassy Metabolic Blend in your water, or use topically, throughout the day as part of your new commitment to improve your lifestyle with diet and exercise.* Reduce your cravings with satisfying TrimShakes.

Available Kits:

35290001	\$200.00 Retail	2 Vanilla Shake
3528	\$200.00 Retail	2 Chocolate Shake
40770001	\$200.00 Retail	1 Chocolate, 1 Vanilla Shake
60130001	\$200.00 Retail	2 V Shakes

Slim & Sassy Enrollment Trim Kit

40780001	\$175.00 Wholesale	1 Chocolate, 1 Vanilla Shake
	125 PV (includes Trim Kit and \$35 enrollment fee)	

Kit Breakdown:

- Four 15 mL Slim & Sassy Metabolic Blend
- Two canisters of TrimShake (40 servings each)

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