### Empowered Success Map

<table>
<thead>
<tr>
<th>Why Use</th>
<th>When To Use</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quickly shares natural solutions to top health concerns</td>
<td>When you share samples or oil experiences</td>
</tr>
<tr>
<td>Leverages credibility</td>
<td>During classes</td>
</tr>
<tr>
<td>Helps expand someone’s vision of what’s possible with essential oils</td>
<td>During one-on-ones</td>
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<tr>
<td></td>
<td>Anytime you need to teach essential oil basics to anyone</td>
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<tr>
<td></td>
<td>When giving Lifestyle Overviews</td>
</tr>
<tr>
<td></td>
<td>During continuing Education Classes</td>
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<td></td>
<td>As a gift as soon as someone enrolls</td>
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<td></td>
<td>To set up a host for success</td>
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<td></td>
<td>When someone wants to host a class</td>
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<td></td>
<td>When introducing the business opportunity</td>
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<td></td>
<td>When showing the dōTERRA difference</td>
</tr>
<tr>
<td></td>
<td>When detailing why to partner with dōTERRA</td>
</tr>
</tbody>
</table>

| | When launching your own business |
| | When launching a new builder |
| | During monthly trainings |
| | During team trainings |

*These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.*

**PEPPERMINT ESSENTIAL OILS ARE EFFECTIVE**

- Peppermint tea
- Peppermint leaf oil

**何时使用**

- Open airways
- Boost mood
- Freshen the air
- Cool the body
- Stay alert and relieve head tension
- Promote feelings of clear breathing
- Relieve stomach upset

**保健**

- Work with the body to address issues and root causes on a cellular level.
- Provides safe benefits without side effects.
- Safe and 100% pure.
- Extracted from plants.
- Enhances physical and mental health.
- Addresses body’s needs.
- Natural, effective, and safe.

**保健使用**

- Apply pre/post workout
- Use for calm and comforting massage
- Apply to muscles after a day of work or heavy lifting
- Directional aggravation
- Directional agitation
- Diffusion

**保健**

- Natural Approach
- Addresses body's needs
- Enhances physical and mental health
- Safe and 100% pure.
- Extracted from plants.
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- Natural, effective, and safe.

**保健使用**

- Apply to bottoms of feet or affected areas to target specific needs.
- Apply pre/post workout
- Use for calm and comforting massage
- Apply to muscles after a day of work or heavy lifting
- Directional aggravation
- Directional agitation
- Diffusion

**保健**

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- Addresses body's needs
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