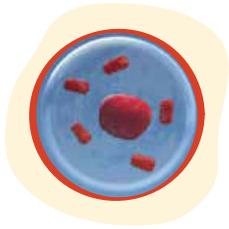


Essential Emotions

ARE YOU READY TO
feel good
MORE OFTEN?



You are created to function as a whole.

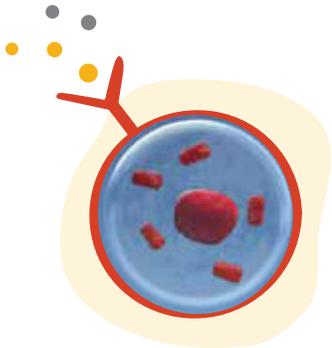


Your body is made of intelligent cells, designed to continually restore health.

EMOTIONS & YOUR BODY

“THE 3 BRAINS”

Science reveals there are complex neural-processing functions in the mind, heart, and gut.



EMOTIONS trigger peptides (information-carrying molecules) that bind to and react with cell receptors.



MIND “The Director”

The subconscious mind directs over 90% of behavior.



HEART “The Discerner”

More neuropathways run from the heart to the brain than from the brain to the heart.



GUT “The Processor”

90% of the body’s serotonin and other feel-good chemicals are produced in the gut.



CONNECTION = WELLNESS

Connect the 3 brains to feel good.

“Feelings are really chemicals that can help or hurt.”

– Dr. Candace Pert, Neuroscientist, Pharmacologist

EMOTIONS & YOUR BELIEFS

LIFE EXPERIENCE



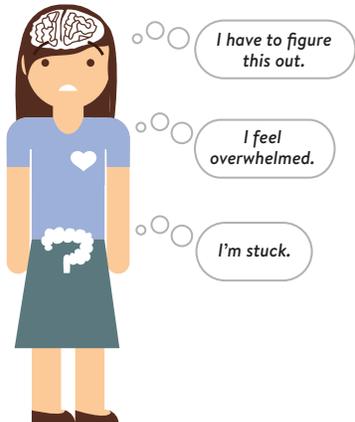
PROCESSING



REACTION



BELIEF



ESSENTIAL OILS SUPPORT *healthy* EMOTIONS

ESSENTIAL OILS:

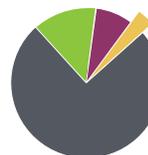
- Support healthy cell function
- Anchor healthy biochemistry
- Promote physical and emotional detox



Peppermint leaf



CHOOSE CAREFULLY: The grade of oil you use will determine its chemistry, potency, and efficacy.



Grades of Essential Oils

SYNTHETIC – Toxic chemical fragrances.
FOOD – Cooking extracts and flavorings.
THERAPEUTIC – Unregulated standard, compromised quality and marginal health benefits.

CPTG Certified Pure Therapeutic Grade®



Extracted from plants harvested in their natural habitat



Stringent in-house and 3rd party testing



Verified pure and filler free

DID YOU KNOW?

1 single drop of oil = 40 million trillion molecules
 These chemical compounds service every cell of the body in a matter of minutes.

HOW TO USE

AROMATIC

shift MOOD



Smell is the fastest way to affect mood.
 Aromatic molecules have direct access to the limbic area, or emotional seat, of the brain.



STRESS

Balances scattered, anxious feelings and brings harmony to the mind and body.

TOPICAL

stimulate SELF-REPAIR



Apply on back of neck, across forehead, or on bottoms of feet.



Apply over heart area, insides of wrists, or in fleshy pockets behind ears.



Apply over stomach area or bottoms of feet.



GRIEF

Supports emotional cleansing and respiratory function.

INTERNAL

balance CHEMICAL REACTIONS

CPTG® oils labeled for dietary use may be taken under the tongue, in water, or in a gel cap to support overall health.



VULNERABILITY

Gives emotional strength and boosts immune function.

DID YOU KNOW?

Essential oils are dynamic, supplying targeted support for your healthy emotions and body.



Lifestyle choices to support healthy emotions

- Increase water intake
- Increase exercise and movement
- Rest and meditate
- Improve diet

MOMENT-BY-MOMENT *Support*

WHAT ARE YOU FEELING NOW?

Reach for one or two blends to best meet your emotional needs.

*“You fill a bucket drop by drop.
You clear your mind thought by thought.
You heal yourself moment by moment.”*

– Lisa Wimberger, Founder, Neurosculpting Institute



dōTERRA
MOTIVATE®
Encouraging Blend

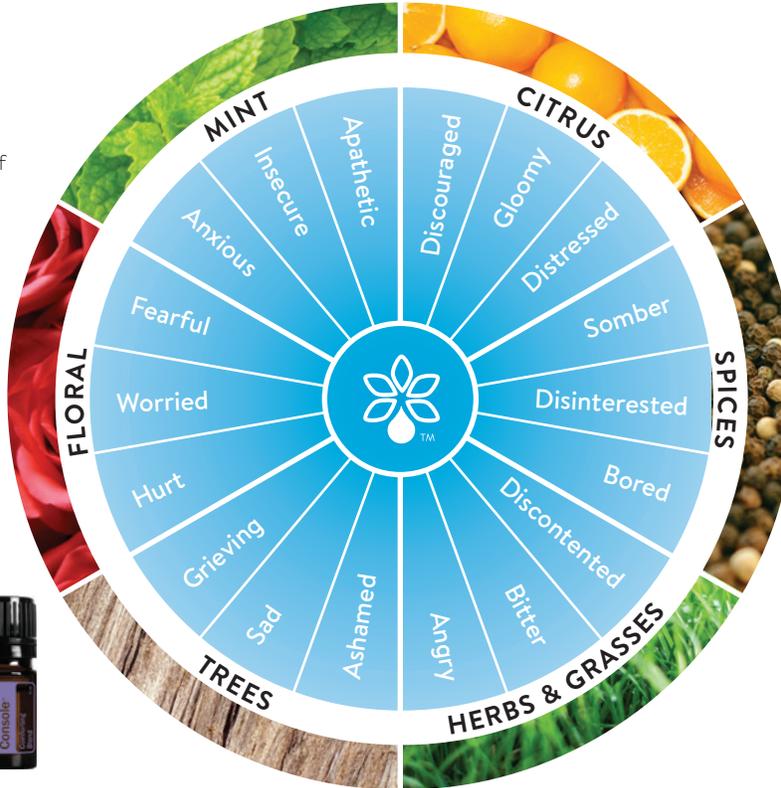
Strengthen belief in yourself. Increase courage, confidence, and unleash creativity to manifest powerful results from your best efforts.



dōTERRA
PEACE®
Reassuring Blend
Support feelings of reassurance and composure, and return to peace and presence.



dōTERRA
CHEER®
Uplifting Blend
Create a bright disposition, cheerful attitude, and boost happiness and positivity.



dōTERRA
CONSOLE®
Comforting Blend
Feel more hopeful, comforted, and emotionally balanced.



dōTERRA
PASSION®
Inspiring Blend
Rekindle excitement and inspire the willingness to take risks and make new discoveries.



dōTERRA
FORGIVE®
Renewing Blend

Release anger and guilt; move forward feeling relieved and renewed.

FOUNDATIONAL SUPPORT

What do I want to plant?



Add **daily support** with minerals, micronutrients, and healthy fats.

Essential oils enhance absorption of nutrition on a cellular level.



dōTERRA Lifelong Vitality Pack®

Cleanse and restore gut health.

Digestive function is scientifically linked to mood.



Support your gut health → support your mood!

Choose the best kit for you



NATURAL SOLUTIONS KIT

\$550.00
400 PV†

SAVE
\$250.45‡

+100 FREE
Product Points*
Start at 15% Rewards

Includes: (15 mL): dōTERRA Serenity, DigestZen, Tea Tree (Melaleuca), AromaTouch, Frankincense, dōTERRA Breathe, dōTERRA Balance, Lavender, Lemon, Peppermint, dōTERRA On Guard, Wild Orange, PastTense, dōTERRA On Guard Beadlets, dōTERRA On Guard Toothpaste, dōTERRA On Guard Hand Wash w/ 2 Dispensers, Correct-X, PB Assist+, dōTERRA Lifelong Vitality Pack, DigestZen TerraZyme, Deep Blue Rub, dōTERRA Breathe Vapor Stick, dōTERRA On Guard Mouthwash, dōTERRA SPA Moisturizing Bath Bar 3 pack, dōTERRA SPA Hand & Body Lotion, Fractionated Coconut Oil, Lumo Diffuser, Wooden Box, Essentials Booklet.



EMOTIONAL AROMATHERAPY DIFFUSED KIT

\$195.00
145 PV†

SAVE
\$69.00‡

Includes:
dōTERRA Motivate, dōTERRA Cheer, dōTERRA Passion, dōTERRA Forgive, dōTERRA Console, dōTERRA Peace, Lumo™ Diffuser, Essentials Booklet



FAMILY ESSENTIALS KIT AND BEADLETS

\$150.00
110 PV†

SAVE
\$37.50‡

Includes: (5 mL) Lavender, Lemon, Peppermint, Tea Tree (Melaleuca), Oregano, Frankincense, Deep Blue, dōTERRA Breathe, DigestZen, dōTERRA On Guard, Peppermint and dōTERRA On Guard Beadlets, Essentials Booklet.

*Product points awarded after placing 100+PV LRP order the following month †Personal Volume. For most products \$1=1 PV ‡Savings off of wholesale price

THE SMARTEST WAY TO BUY: *Loyalty Rewards*

RETAIL

Order through
your Wellness
Advocate

OR

WHOLESALE

25% below retail.
Membership is
free with any
enrollment kit!



- Place a monthly LRP order of 50+ PV to earn free product points. Change or cancel any time.
- Percentage of free product points increases by 5% every 3 months up to 30%!
- Receive the free oil of the month with 125+ PV order placed by the 15th of the month.

Starting
Product
Credit%:



RECOMMENDATIONS FOR EMOTIONAL SUPPORT

MONTH 1:



(160 PV)

dōTERRA Lifelong Vitality Pack, dōTERRA Emotional Aromatherapy Touch Kit

MONTH 2:



(193 PV)

dōTERRA Lifelong Vitality Pack, DigestZen TerraZyme, PB Assist+, Citrus Bliss, Elevation

MONTH 3:



(137.50 PV)

dōTERRA Lifelong Vitality Pack, DigestZen Zendocrine Complex, dōTERRA Serenity, dōTERRA Balance

MORE OILS FOR EMOTIONAL SUPPORT

UPLIFTING: Bergamot, Grapefruit, Citrus Bliss®, Green Mandarin

CALMING: Clary Calm®, Whisper®, Ylang Ylang, Copaiba

GROUNDING: Frankincense, Vetiver, Cedarwood, Douglas Fir, Pink Pepper

SUPPORT FOR CHILDREN



dōTERRA a2z Chewable™
IQ Mega®



PB Assist® Jr



dōTERRA Kids Collection™

Changing *Lives*

WHOSE LIVES DO YOU WANT TO CHANGE?

CHANGE MY LIFE!



Live THE WELLNESS LIFESTYLE

"Every time you buy a bottle of dōTERRA essential oils, you are changing someone else's life." – Emily Wright

Get your *Live* Guide and schedule your lifestyle overview

- Get the best results with your products for you and your family.
- Maximize your wholesale membership benefits.

CHANGE OTHERS' LIVES!



share WITH OTHERS



Get your *Share* Guide and schedule your hosting overview

- Host a class and help friends and family find natural solutions.
- Earn free products and more!

CHANGE THE WORLD:

Every purchase changes growers' lives and their communities for the better through dōTERRA Co-Impact Sourcing® and dōTERRA Healing Hands Foundation® initiatives.

CHANGE MY FUTURE!



build AN INCOME & MAKE AN IMPACT

Get your *Build* Guide and schedule your business overview

- Launch your dōTERRA business with proven training and powerful support.
- Create lasting residual income and greater freedom in your life!†

†Results vary. See dōTERRA Opportunities and Earnings Summary at doterra.com.

*dōTERRA improves lives every day all around the world.
Join us in making this world a healthier, happier place.*

PRODUCT PRICE LIST

#	ESSENTIAL OILS	UNIT	RETAIL	WHSL	PV
<input type="checkbox"/>	Arborvitae	5 mL	\$29.33	\$22.00	22.00
<input type="checkbox"/>	Basil	15 mL	\$32.00	\$24.00	24.00
<input type="checkbox"/>	Bergamot	15 mL	\$40.00	\$30.00	30.00
<input type="checkbox"/>	Black Pepper	5 mL	\$29.33	\$22.00	22.00
<input type="checkbox"/>	Blue Tansy	5 mL	\$113.33	\$85.00	80.00
<input type="checkbox"/>	Cardamom	5 mL	\$34.67	\$26.00	26.00
<input type="checkbox"/>	Cassia	15 mL	\$25.33	\$19.00	19.00
<input type="checkbox"/>	Cedarwood	15 mL	\$17.33	\$13.00	13.00
<input type="checkbox"/>	Cinnamon Bark	5 mL	\$32.00	\$24.00	24.00
<input type="checkbox"/>	Clary Sage	15 mL	\$48.67	\$36.50	36.50
<input type="checkbox"/>	Clove	15 mL	\$21.33	\$16.00	16.00
<input type="checkbox"/>	Copaiba	15 mL	\$46.67	\$35.00	35.00
<input type="checkbox"/>	Copaiba Softgels	60 ct	\$42.67	\$32.00	30.00
<input type="checkbox"/>	Cypress	15 mL	\$20.67	\$15.50	15.50
<input type="checkbox"/>	Douglas Fir	5 mL	\$26.00	\$19.50	19.50
<input type="checkbox"/>	Eucalyptus	15 mL	\$22.67	\$17.00	17.00
<input type="checkbox"/>	Fennel	15 mL	\$20.00	\$15.00	15.00
<input type="checkbox"/>	Frankincense	15 mL	\$90.67	\$68.00	63.00
<input type="checkbox"/>	Geranium	15 mL	\$41.33	\$31.00	31.00
<input type="checkbox"/>	Ginger	15 mL	\$54.67	\$41.00	41.00
<input type="checkbox"/>	Grapefruit	15 mL	\$24.00	\$18.00	18.00
<input type="checkbox"/>	Green Mandarin	15 mL	\$37.33	\$28.00	28.00
<input type="checkbox"/>	Helichrysum	5 mL	\$93.33	\$70.00	60.00
<input type="checkbox"/>	Jasmine Touch	10 mL	\$56.00	\$42.00	42.00
<input type="checkbox"/>	Juniper Berry	5 mL	\$25.33	\$19.00	19.00
<input type="checkbox"/>	Lavender	15 mL	\$30.67	\$23.00	23.00
<input type="checkbox"/>	Lemon	15 mL	\$14.67	\$11.00	11.00
<input type="checkbox"/>	Lemongrass	15 mL	\$13.33	\$10.00	10.00
<input type="checkbox"/>	Lime	15 mL	\$17.33	\$13.00	13.00
<input type="checkbox"/>	Magnolia Touch	10 mL	\$37.33	\$28.00	26.00
<input type="checkbox"/>	Marjoram	15 mL	\$25.33	\$19.00	19.00
<input type="checkbox"/>	Melissa	5 mL	\$153.33	\$115.00	100.00
<input type="checkbox"/>	Myrrh	15 mL	\$78.67	\$59.00	50.00
<input type="checkbox"/>	Neroli Touch	10 mL	\$69.33	\$52.00	52.00
<input type="checkbox"/>	Oregano	15 mL	\$29.33	\$22.00	22.00
<input type="checkbox"/>	Patchouli	15 mL	\$37.33	\$28.00	28.00
<input type="checkbox"/>	Peppermint	15 mL	\$29.33	\$22.00	22.00
<input type="checkbox"/>	Peppermint Beadlets	125 ct	\$16.67	\$12.50	12.50
<input type="checkbox"/>	Petitgrain	15 mL	\$33.33	\$25.00	25.00
<input type="checkbox"/>	Pink Pepper	5 mL	\$29.33	\$22.00	22.00
<input type="checkbox"/>	Roman Chamomile	5 mL	\$60.00	\$45.00	45.00
<input type="checkbox"/>	Rosemary	15 mL	\$21.33	\$16.00	16.00
<input type="checkbox"/>	Rose Touch	10 mL	\$93.33	\$70.00	65.00
<input type="checkbox"/>	Hawaiian Sandalwood	5 mL	\$93.33	\$70.00	60.00
<input type="checkbox"/>	Sandalwood	5 mL	\$93.33	\$70.00	60.00
<input type="checkbox"/>	Siberian Fir	15 mL	\$26.67	\$20.00	20.00
<input type="checkbox"/>	Spearmint	15 mL	\$37.33	\$28.00	28.00
<input type="checkbox"/>	Spikenard	5 mL	\$66.00	\$49.50	49.50
<input type="checkbox"/>	Tangerine	15 mL	\$20.00	\$15.00	15.00
<input type="checkbox"/>	Tea Tree (Melaleuca)	15 mL	\$28.00	\$21.00	21.00
<input type="checkbox"/>	Turmeric	15 mL	\$37.33	\$28.00	28.00
<input type="checkbox"/>	Vetiver	15 mL	\$54.67	\$41.00	41.00
<input type="checkbox"/>	Wild Orange	15 mL	\$13.33	\$10.00	10.00
<input type="checkbox"/>	Wintergreen	15 mL	\$29.33	\$22.00	22.00
<input type="checkbox"/>	Yarrow I POM	30 mL	\$126.67	\$95.00	95.00
<input type="checkbox"/>	Yang Ylang	15 mL	\$49.33	\$37.00	37.00

PROPRIETARY dōTERRA ESSENTIAL OIL BLENDS

<input type="checkbox"/>	AromaTouch®	15 mL	\$37.33	\$28.00	28.00
<input type="checkbox"/>	dōTERRA Balance®	15 mL	\$28.00	\$21.00	21.00
<input type="checkbox"/>	dōTERRA Breathe®	15 mL	\$29.33	\$22.00	22.00
<input type="checkbox"/>	dōTERRA Cheer®	5 mL	\$33.33	\$25.00	25.00
<input type="checkbox"/>	Citrus Bliss®	15 mL	\$24.00	\$18.00	18.00
<input type="checkbox"/>	ClaryCalm® Roll On	10 mL	\$36.00	\$27.00	27.00
<input type="checkbox"/>	dōTERRA Console®	5 mL	\$49.33	\$37.00	37.00
<input type="checkbox"/>	Deep Blue®	5 mL	\$44.00	\$33.00	33.00
<input type="checkbox"/>	Deep Blue® Roll On	10 mL	\$78.67	\$59.00	55.00
<input type="checkbox"/>	DigestZen®	15 mL	\$44.00	\$33.00	33.00
<input type="checkbox"/>	DigestZen® Softgels	60 ct	\$26.00	\$19.50	15.00
<input type="checkbox"/>	Elevation	15 mL	\$57.33	\$43.00	43.00
<input type="checkbox"/>	dōTERRA Forgive®	5 mL	\$26.67	\$20.00	20.00
<input type="checkbox"/>	Immortelle	10 mL	\$92.00	\$69.00	65.00
<input type="checkbox"/>	InTune®	10 mL	\$46.00	\$34.50	34.50
<input type="checkbox"/>	dōTERRA Motivate®	5 mL	\$30.67	\$23.00	23.00
<input type="checkbox"/>	dōTERRA On Guard®	15 mL	\$45.33	\$34.00	34.00
<input type="checkbox"/>	dōTERRA On Guard® Beadlets	125 ct	\$21.33	\$16.00	16.00
<input type="checkbox"/>	dōTERRA On Guard® + Softgels	60 ct	\$34.67	\$26.00	22.50
<input type="checkbox"/>	dōTERRA Passion®	5 mL	\$56.00	\$42.00	42.00
<input type="checkbox"/>	PastTense® Roll On	10 mL	\$26.00	\$19.50	19.50
<input type="checkbox"/>	dōTERRA Peace®	5 mL	\$40.00	\$30.00	30.00
<input type="checkbox"/>	Purify	15 mL	\$26.67	\$20.00	20.00
<input type="checkbox"/>	dōTERRA Serenity®	15 mL	\$42.67	\$32.00	32.00
<input type="checkbox"/>	Slim & Sassy®	15 mL	\$34.67	\$26.00	26.00

#	ESSENTIAL OILS	UNIT	RETAIL	WHSL	PV
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PROPRIETARY dōTERRA ESSENTIAL OIL BLENDS

<input type="checkbox"/>	Slim & Sassy® Softgels	90 ct	\$48.00	\$36.00	31.50
<input type="checkbox"/>	TerraShield®	15 mL	\$14.00	\$10.50	10.50
<input type="checkbox"/>	TerraShield® Spray	30 mL	\$26.00	\$19.50	17.00
<input type="checkbox"/>	TriEase® Blend Softgels	60 ct	\$30.67	\$23.00	20.00
<input type="checkbox"/>	Whisper®	5 mL	\$32.00	\$24.00	24.00
<input type="checkbox"/>	Zendocrine®	15 mL	\$32.00	\$24.00	24.00
<input type="checkbox"/>	Zendocrine® Softgels	60 ct	\$32.00	\$24.00	21.00

dōTERRA ESSENTIAL OIL COLLECTIONS

<input type="checkbox"/>	AromaTouch® Kit	Kit	\$146.67	\$110.00	100.00
<input type="checkbox"/>	dōTERRA Emotional Aromatherapy® Kit	Kit	\$212.00	\$159.00	150.00
<input type="checkbox"/>	dōTERRA Kids Collection Roll-ons	6-10 mL	\$126.67	\$95.00	85.00
<input type="checkbox"/>	dōTERRA Touch® Kit	Kit	\$225.33	\$169.00	160.00
<input type="checkbox"/>	Yoga Collection	Kit	\$69.33	\$52.00	50.00

#	LIFESTYLE PRODUCTS	UNIT	RETAIL	WHSL	PV
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ESSENTIAL OIL ACCESSORIES

<input type="checkbox"/>	Fractionated Coconut Oil	115 mL	\$16.00	\$12.00	12.00
<input type="checkbox"/>	Lumo™ Diffuser	Single	\$93.33	\$70.00	40.00
<input type="checkbox"/>	Petal Diffuser	Single	\$62.67	\$47.00	20.00

WELLNESS

<input type="checkbox"/>	dōTERRA a2z Chewable™	60 Tablets	\$27.33	\$20.50	15.00
<input type="checkbox"/>	dōTERRA a2z Chewable™/IQ Mega® Pack	2 Pack	\$52.67	\$39.50	25.00
<input type="checkbox"/>	dōTERRA Breathe® Respiratory Drops	30 Lozenges	\$16.00	\$12.00	10.00
<input type="checkbox"/>	dōTERRA Breathe® Vapor Stick	.4 oz	\$11.33	\$8.50	5.00
<input type="checkbox"/>	Bone Nutrient Essential Complex	120 Caps	\$23.33	\$17.50	12.00
<input type="checkbox"/>	DDR Prime®	15 mL	\$37.33	\$28.00	28.00
<input type="checkbox"/>	DDR Prime® Softgels	60 Caps	\$73.33	\$55.00	55.00
<input type="checkbox"/>	Deep Blue Polyphenol Complex®	60 Veg Caps	\$79.33	\$59.50	59.50
<input type="checkbox"/>	DigestTab®	100 Tablets	\$18.67	\$14.00	10.00
<input type="checkbox"/>	GX Assist® GI Cleansing Formula	60 Softgels	\$34.67	\$26.00	26.00
<input type="checkbox"/>	IQ Mega®	150 mL	\$46.00	\$34.50	30.00
<input type="checkbox"/>	dōTERRA Lifelong Vitality Pack®	3 Bottles	\$106.00	\$79.50	60.00
<input type="checkbox"/>	Mito2Max®	60 Caps	\$52.67	\$39.50	39.50
<input type="checkbox"/>	PB Assist®+ Probiotic Defense Formula	30 Veg Caps	\$46.00	\$34.50	34.50
<input type="checkbox"/>	dōTERRA On Guard® Protecting Throat Drops	30 Lozenges	\$16.00	\$12.00	10.00
<input type="checkbox"/>	PB Assist® Jr	30 Sachets	\$32.67	\$24.50	20.00
<input type="checkbox"/>	Phytoestrogen Essential Complex	60 Caps	\$52.67	\$39.50	39.50
<input type="checkbox"/>	dōTERRA Serenity® Restful Complex Softgels	60 Softgels	\$26.00	\$19.50	17.00
<input type="checkbox"/>	TerraGreens®	30 Servings	\$37.33	\$28.00	20.00
<input type="checkbox"/>	DigestZen TerraZyme® Digestive Enzyme Complex	90 Veg Caps	\$50.00	\$37.50	37.50
<input type="checkbox"/>	Trim Kit (4 Slim & Sassy + 2 Shakes)	Choc/Vanilla	\$200.00	\$150.00	125.00
<input type="checkbox"/>	TrimShake Chocolate	40 Servings	\$52.67	\$39.50	25.00
<input type="checkbox"/>	TrimShake Vanilla	40 Servings	\$52.67	\$39.50	25.00
<input type="checkbox"/>	V Shake	40 Servings	\$52.67	\$39.50	25.00
<input type="checkbox"/>	Vegan Microplex VMz	102 Veggie Caps	\$66.00	\$49.50	39.50
<input type="checkbox"/>	Zendocrine® Detoxification Complex	60 Veg Caps	\$32.67	\$24.50	24.50

PERSONAL CARE

<input type="checkbox"/>	Anti-aging Eye Cream	.5 fl oz	\$60.00	\$45.00	45.00
<input type="checkbox"/>	Brightening Gel	1 fl oz	\$46.00	\$34.50	34.50
<input type="checkbox"/>	Spa Citrus Bliss® Hand Lotion	2.5 fl oz	\$9.27	\$6.95	5.00
<input type="checkbox"/>	Correct-X® Essential Ointment	15 mL	\$16.00	\$12.00	10.00
<input type="checkbox"/>	Deep Blue® Rub	4 fl oz	\$42.67	\$32.00	30.00
<input type="checkbox"/>	Spa Hand & Body Lotion	6.7 fl oz	\$20.00	\$15.00	13.00
<input type="checkbox"/>	HD Clear® Facial Lotion	1.7 fl oz	\$45.33	\$34.00	34.00
<input type="checkbox"/>	HD Clear® Foaming Face Wash	1.7 fl oz	\$29.33	\$22.00	22.00
<input type="checkbox"/>	HD Clear® Roll On	10 mL	\$28.00	\$21.00	21.00
<input type="checkbox"/>	Hydrating Cream	1.7 oz	\$48.00	\$36.00	36.00
<input type="checkbox"/>	dōTERRA On Guard® Cleaner Concentrate	12 fl oz	\$19.33	\$14.50	10.00
<input type="checkbox"/>	dōTERRA On Guard® Foaming Hand Wash	16 fl oz	\$24.67	\$18.50	18.50
<input type="checkbox"/>	dōTERRA On Guard® Foaming Hand Wash Dispenser	Single	\$2.67	\$2.00	0.00
<input type="checkbox"/>	dōTERRA On Guard® Mouthwash	16 fl oz	\$19.33	\$14.50	10.00
<input type="checkbox"/>	dōTERRA On Guard® Natural Whitening Toothpaste	4.2 oz	\$11.33	\$8.50	5.00
<input type="checkbox"/>	Reveal Facial System	2 Part	\$80.00	\$60.00	60.00
<input type="checkbox"/>	dōTERRA Salon Essentials® Healthy Hold Glaze	4 fl oz	\$24.00	\$18.00	15.00
<input type="checkbox"/>	dōTERRA Salon Essentials® Protecting Shampoo	8.46 fl oz	\$26.00	\$19.50	19.50
<input type="checkbox"/>	dōTERRA Salon Essentials® Root to Tip Serum	30 mL	\$46.67	\$35.00	35.00
<input type="checkbox"/>	dōTERRA Salon Essentials® Smoothing Conditioner	8.46 fl oz	\$30.67	\$23.00	23.00
<input type="checkbox"/>	dōTERRA On Guard® Sanitizing Mist	.9 fl oz	\$8.67	\$6.50	5.00
<input type="checkbox"/>	Spa Moisturizing Bath Bar	4 oz	\$9.00	\$6.75	5.00
<input type="checkbox"/>	Natural Deodorant with dōTERRA Balance®	2.65 oz	\$11.67	\$8.75	5.00
<input type="checkbox"/>	Spa Refreshing Body Wash	8.45 oz	\$17.00	\$12.75	10.00
<input type="checkbox"/>	Spa Exfoliating Body Scrub	8 oz	\$26.00	\$19.50	15.00
<input type="checkbox"/>	Spa Detoxifying Mud Mask	4 oz	\$19.33	\$14.50	12.00
<input type="checkbox"/>	Spa Replenishing Body Butter	7 oz	\$23.33	\$17.50	15.00
<input type="checkbox"/>	Spa Hydrating Body Mist W/Beautiful Blend	4.2 fl oz	\$33.33	\$25.00	22.00
<input type="checkbox"/>	Spa Rose Hand Lotion	3.3 fl oz	\$20.00	\$20.00	0.00
<input type="checkbox"/>	Tightening Serum	1 fl oz	\$66.00	\$49.50	49.50
<input type="checkbox"/>	Veràge® Skin Care Collection	Kit	\$112.66	\$84.50	70.00

A close-up photograph of lavender flowers in a field. The flowers are in various stages of bloom, with some showing vibrant purple and others appearing as buds. The background is a soft, out-of-focus green and yellow, with a bright sun flare in the upper left corner creating a bokeh effect of light circles.

Nature

WAS OUR FIRST REMEDY
TO LIFT THE MIND,
RENEW THE BODY,
AND HEAL THE HEART.

- 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 enrollment of the Member. Upon the expiration of the 12-month period, a \$25.00 renewal fee for an additional 12-month period will 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 one hundred percent (100%) of the purchase prices (plus applicable tax if prepaid) of Currently Marketable products purchased from the 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 (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 Product Within 31 to 90 Days.** From thirty-one (31) days and 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 are returned by a Member, less shipping costs.
- c. Returns From 91 days to One Year After Purchase.** After 91 days and up to twelve (12) months from the date of purchase, dōTERRA will provide a Product Credit of ninety percent (90%) 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 are returned, less shipping costs (excludes limited time offers and expired items).
- 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 labeling have not been altered or damaged; 4) the product and packaging are in a condition such that it is a commercially reasonable practice within the trade to sell the merchandise at full price; 5) the product expiration date has not elapsed; and 5) the product contains current dōTERRA labeling. 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 enrollment. LRP eliminates the inconvenience of placing monthly orders manually. 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. Product Credits are granted as part of the LRP and in the discretion of the Company. After Member 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 \$3.00 fee, for each 100 Product Credit redemption, by calling 1-800-411- 8151. Products purchased with LRP credits are not for resale, nor can such product be returned. 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 Member's primary LRP order may only be cancelled by calling the Company. Any subsequent LRP order can be cancelled online.

- 5.Resell of Products.** Member agrees that they will not sell dōTERRA products purchased through the Membership.

- 6.Limitation of Liability.** dōTERRA, its 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. If dōTERRA is found to be in breach of the terms and conditions, the maximum amount of damages Member may claim shall be limited to the amount of dōTERRA products that Member personally purchased from 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 finally settled by binding arbitration administered in Provo, Utah, by the American Arbitration Association in accordance with the provisions of its Commercial Arbitration Rules. Any proceedings to resolve or litigate any dispute in any forum will be conducted solely on an individual basis. Neither Member nor Company will seek to have any dispute heard as a class action, private attorney 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 affected arbitrations or proceedings. The parties consent to exclusive jurisdiction and venue before any federal court in Utah County, State of Utah, 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 Utah state law. 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. The Member waives any and all claims or rights to have any other statute of limitation apply.

- 9.Electronic Communication.** I authorize dōTERRA and its affiliates to communicate with me through electronic mail at the email address provided to dōTERRA. I understand 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.Data.** By creating a Membership with dōTERRA, Member consents to the processing of personal data contained in Member's Membership application and account, and to the transfer of such personal data, together with information about this Member's account purchase activities, to any of dōTERRA's worldwide subsidiaries and affiliated companies, and to others who are in the sales organization or distribution chain for the purpose of administering the sales and distribution of dōTERRA's products and for the purpose of providing sales activity to others in the sales organizations. Member understands that this personal data may be transferred to recipients in countries other than the country in which the data originally was collected. Those countries may not have the same data protection laws as the country in which Member initially provided the data. For additional information on dōTERRA's privacy practices, please see dōTERRA's privacy policy located at www.doterra.com. If you do not want this personal data processed or transferred as described herein, please do not create a Membership with dōTERRA.

- 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 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.

Signature

*All words with trademarks or registered trademark symbols are trademarks or registered trademarks of dōTERRA Holdings, LLC.

STEP 1 Personal Information

First & Last Name	Home Phone		
Co-Applicant Name (if applicable)	Work Phone		
Company Name (if applicable, requires business application addendum)	Email		
Street Address	Date of Birth MM/DD/YYYY		
City, State, Postal Code	Co-Applicant Date of Birth		
Mobile Phone	Social Security No. or Tax ID No. (Needed for potential earnings)		
Enrolling Sponsor	Phone No. or Wellness Advocate No.	Placement Sponsor (if different)	Phone No. or Wellness Advocate No.

STEP 2 Choose an Enrollment Option

- Home Essentials Kit**
• \$275.00 225 PV
- Cleanse & Restore Kit**
• \$245.00 175 PV
- AromaTouch Diffused**
• \$150.00 100 PV
- Family Essentials & Beadlets**
• \$150.00 110 PV
- Emotional Aromatherapy Diffused Kit**
• \$195.00 145 PV

USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE

<input type="checkbox"/> Natural Solutions Kit • Save \$250.45 • Cost \$550.00 400 PV	<input type="checkbox"/> Every Oil Kit • Save \$747.50 • Cost \$1,950.00 1550 PV	<input type="checkbox"/> Diamond Kit • Save \$1,074.95 • Cost \$2,750.00 2100 PV
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Wellness Advocate Introductory Packet
• \$35.00

Qty	Other Products

* Points will be redeemable 60 days following enrollment if qualifications are met.

Start at 10%	Start at 15% <small>and Receive 100 LRP Points*</small>	Start at 20% <small>and Receive 200 LRP Points*</small>	Start at 25% <small>and Receive 400 LRP Points*</small>	30%
25% Wholesale Discount				+ 25%
Total Savings and Product Credits				= 55%

Shipping: Ship to address above Hold for pick up at Product Center

STEP 3 Monthly Loyalty Rewards Program (Optional)

For personal consumption (not for resale)

Favorite LRP Selections*:

- Health Essentials:** LLV, DDR Prime®, Lemon, 125 PV
- Digestive:** LLV, GX Assist®, PB Assist®+, DigestZen TerraZyme®, Zencocrine® Softgels, 127.5 PV
- Women's Health:** Women's Health Kit, LLV, Serenity Bath Bar, 125 PV
- Children's Health:** a2z/iQ Mega® Pack, InTune® dōTERRA OnGuard®, Citrus Bliss® dōTERRA Balance®, 126.5 PV
- Skin Care:** Veráge® Skin Care System, Hand and Body Lotion, Lavender, Tea Tree (Melaleuca), Citrus Bliss® Invigorating Bath Bar, 129.5 PV
- Slim & Sassy® Trim Kit:** Four 15 mL bottles Slim & Sassy® Metabolic Blend, 1 Chocolate TrimShake, 1 Vanilla TrimShake, 125 PV

Qty	Product	
TOTAL		

Loyalty Rewards Points: As a Loyalty Rewards participant, you can earn up to 30% of your purchase back in points that can be redeemed for free product.

Product of the Month Club: Set your LRP order on or before the 15th for 125 PV or higher and receive the free Product of the Month.

Date to ship LRP order: (1-13, 16-28) _____

Ship to address above Hold for pick up at Product Center

(Note: Your first Loyalty Rewards shipment will begin the month following your enrollment)

STEP 4 Payment Information

Check or **Credit Card** (Please contact Member Services)

STEP 5 Acknowledge Terms on Back by Signing

I want to be a Wellness Advocate of dōTERRA International LLC. 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 an 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)

Applicant Signature	Co-Applicant Signature	Date
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- 1. Obligations and Representations.** I understand that as a Wellness Advocate of dōTERRA International, LLC ("dōTERRA"):
- I must be of legal age in the state in which I reside.
 - I have the right to offer for sale dōTERRA products and services in accordance with the terms and conditions of this Wellness Advocate Agreement.
 - I have the right to build a dōTERRA sales organization.
 - I will train and motivate the Wellness Advocates in my downline marketing organization.
 - I will comply with all federal, state, county, and municipal laws, ordinances, rules, and regulations, and shall make all reports and remit all withholdings or other deductions as may be required by any federal, state, county, or municipal law, ordinance, rule, or regulation.
 - I will perform my obligations as a Wellness Advocate with honesty and integrity.
 - I will use only the sales agreements and order forms which are provided by dōTERRA for the sale of goods and services, and I will follow all policies and procedures 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 presentations.
- 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 account on behalf of, for, or 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 this Wellness Advocate 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 dōTERRA FOR FEDERAL OR STATE TAX PURPOSES. I acknowledge and agree that dōTERRA is not responsible for withholding and shall not withhold or deduct from my bonuses and commissions, if any, FICA, or taxes of any kind, unless such withholding becomes legally required. I agree to be bound by all sales tax collection and remittance agreements between dōTERRA, all appropriate taxing jurisdictions, and all related rules and procedures.
- 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 this 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 from dōTERRA. I understand that the Contract, including this Wellness Advocate Agreement, the dōTERRA Policy Manual, and the dōTERRA Sales Compensation Plan, may be amended at any time at the sole discretion of dōTERRA, and I agree that upon 30 days notice, any such amendment will apply to me. Notification of amendments will be published in official dōTERRA materials including the Company's official website. The continuation of my dōTERRA business or my acceptance of bonuses or commissions shall constitute my acceptance of any and all amendments to the contract.
- 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, I understand and agree that the Contract is renewed automatically each year on its anniversary date. I understand and agree that I will need to pay a renewal fee each year to renew my Contract with dōTERRA. I agree that dōTERRA may automatically charge my credit card each year in the amount of \$25.00 during the anniversary month of my Contract. dōTERRA may terminate my account at any time for violation of the terms and conditions of the Contract including any amendments thereto. If my Contract is canceled or terminated for any reason, I understand and agree that I will permanently lose all rights as a Wellness Advocate and I shall not be eligible to sell dōTERRA products or services or to receive commissions, bonuses, or other remuneration from the activities of my former downline sales organization. In the event of cancellation,

termination, or nonrenewal, I agree to forfeit and waive all rights I have, including but not limited to property rights, my former downline organization, and any commissions, bonuses, or other remuneration derived through the sales and other activities of my former downline organization. If my Contract is not renewed, or if it is cancelled or terminated for any reason, I agree to immediately discontinue use of any and all dōTERRA trademarks, service marks, and copyrighted materials. I also agree that during the term of this Contract and for one (1) year following the termination or cancellation of this Contract, regardless of the reason for termination or cancellation, I will not directly or indirectly solicit or recruit, as defined in the dōTERRA Policy Manual, any dōTERRA Wellness Advocate who is in my current or former downline organization or with whom I became acquainted by virtue of my participation as a dōTERRA Wellness Advocate.

- 6. Assignment.** I may not assign any rights or delegate my duties under this Contract without the prior written consent of dōTERRA. dōTERRA may freely assign the Contract at any time. Any attempt to transfer or assign the Contract without the express written consent of dōTERRA renders the Contract terminable at the option of dōTERRA and may result in termination of my business.
- 7. Breach of the Agreement.** I understand that if I fail to comply with the terms of my Contract, dōTERRA may, 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 completed. If I fail to pay for products or services when payment is due or am indebted to dōTERRA for any reason, including but not limited to for commissions or bonuses paid on returned product, I authorize dōTERRA to withhold 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 "affiliates"), shall not be liable for special, indirect, incidental, consequential, punitive, or exemplary damages. If dōTERRA is found to be in breach of the Contract, the maximum amount of damages I may claim shall be limited to the amount of unsold inventory that I personally purchased from the company and have remaining on hand. I release and 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 (for example, but not limited to, the presentation of dōTERRA products or Sales Compensation Plan, the operation of a motor vehicle, the lease of meeting or training facilities, the making of any unauthorized claims, the failure to comply with any applicable federal, state, or municipal law or regulation, etc.).
- 9. Entire Agreement.** This Wellness Advocate Agreement, the Sales Compensation Plan, and the dōTERRA Policy Manual, in their current forms and as amended by dōTERRA in its discretion, together constitute the entire agreement and Contract between dōTERRA and myself. Any promises, representations, offers, or other communications not expressly set forth in this Wellness Advocate Agreement and Contract are of no force or effect. To the extent of any conflict or inconsistency between this Wellness Advocate Agreement and the Policy Manual (in their current form or as subsequently modified), the Policy Manual shall govern.
- 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. Waiver by dōTERRA of any breach of my Contract by me shall not operate or be construed as 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 protect dōTERRA's trade secrets, confidential information, intellectual property, and other proprietary materials, as set forth more fully in the Policy Manual, shall 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, recognizing their mutual interests, attempt 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 notice by either party 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 and there shall be no right or authority for any dispute, claim, question or disagreement to be arbitrated on a class action basis. 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 provisions for purposes of arbitration and litigation, that state's law shall govern issues relating to jurisdiction and venue. I agree that, notwithstanding any statute of limitation to the contrary, any claim or action I wish to bring 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 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. I waive any and all claims or rights to have any other statute of limitation apply.
- 14. Use of Name and Image.** I authorize dōTERRA to use my name, photograph, personal story, and/or likeness in advertising or promotional materials and waive all claims to remuneration for such use.
- 15. Electronic Communication.** I authorize dōTERRA and its affiliates to communicate with me through electronic mail at the email address 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.** Emailed copies of this Wellness Advocate Agreement shall be deemed an original. To be valid, copies submitted to dōTERRA by email must include the front and back of the document.
- 17. Data Protection.** 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 this Wellness Advocate account's future sales activities, to any of dōTERRA's worldwide subsidiaries and affiliated companies, and to other dōTERRA account holders who are in the same sales organization or distribution chain for the purpose of administering the sales and distribution of dōTERRA products and providing activity reports to dōTERRA's worldwide subsidiaries, affiliated companies, and to other dōTERRA account holders in the 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 activity reports, including sales reports, containing personal data of other dōTERRA account holders' activities, 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. For additional information on dōTERRA's privacy practices, please see dōTERRA's privacy policy located at www.doterra.com. If you do not want this personal data processed or transferred as described herein, please do not create a Wellness Advocate account with dōTERRA.

Signature

All words with trademarks or registered trademark symbols are trademarks or registered trademarks of dōTERRA Holdings, LLC.

