

living
dōTERRA[®]
naturally





THE dōTERRA® VISION

After experiencing the life-enhancing benefits of essential oils, a group of health-care and business professionals united with a single vision of sharing a new standard of essential oils with the world. With that common goal, they collaborated with experts around the globe and sought after quality testing methods to ensure that the oils they distributed were pure and effective, offering maximum benefits to all who used them.

Once they could guarantee a heightened quality of essential oils, they organized a company named “dōTERRA,” a name derived from Latin, meaning “Gift of the Earth.” dōTERRA essential oils are now being used in countries throughout the world as a safe, simple, and powerful means of enhancing health and personal well-being.





WHY USE ESSENTIAL OILS?

Essential oils are naturally occurring, volatile aromatic compounds found in the seeds, bark, stems, roots, flowers, and other parts of plants. When the oils are extracted from the plants, they can be used as single oils or in oil blends to increase emotional and physical wellness. If properly extracted, essential oils have the unique ability to benefit people in all areas of life, whether in food preparation, beauty treatment, or health-care practices. You will be amazed with the diverse ways essential oils can help you fulfill your and your family's needs.

HOW YOU CAN USE ESSENTIAL OILS

Essential oils are easy to use. Each oil can be used in one or more of the following three methods to promote ultimate health and happiness in your home:



AROMATIC



When diffused, certain essential oils can be very stimulating, while others can be calming and soothing. Using essential oils aromatically can also purify the air of unwanted odors and enrich your home with the lively benefits of oil fragrances.



INTERNAL



Essential oils can be used internally to support a variety of health needs. The internal use of oils provides a natural way to receive the health benefits your body needs.



TOPICAL



Essential oils are easily absorbed by the skin and can be safely applied topically. With dōTERRA®'s large selection of vitalizing essential oils, you can customize the oils you use topically to match the needs of you and your family. Essential oils can also be applied topically with lotions, oils, or creams to cater to your level of skin sensitivity.



Essential oils are both exciting and promising when it comes to taking care of your own and your family's health. Whether you're applying essential oils topically, enjoying the aromatic benefits through diffusing, or taking essential oils internally, the positive, healthful effects of essential oils are boundless.

That's why you'll want to ensure that the essential oils you are using are capable of delivering on their promise. You'll want to make sure that you are choosing essential oils for their purity and their potency.



WHY CHOOSE dōTERRA® ESSENTIAL OILS?

TESTING—PURITY

The more pure the essential oil, the more powerful the results. Many essential oils available to purchase are not pure. Often, they contain fillers or other elements that dilute and alter the purity, thus diminishing the healthful qualities of the oil. In order to guarantee that the oils you use are pure, dōTERRA and a team of highly skilled professionals formulated a successful testing procedure that qualifies dōTERRA oils as uniquely pure and free of contaminants. This quality protocol is called CPTG Certified Pure Therapeutic Grade.®

During the CPTG Certified Pure Therapeutic Grade process, each batch of oils is subjected to extensive and rigorous testing that ensures the purity, potency, and consistency of the essential oils. Because quality oils can empower individuals and families, dōTERRA makes it their priority to provide you with the purest and most effective oils possible. With each dōTERRA product, you can be confident that you are receiving the highest quality essential oils, and that our effective standard testing methods are created with you and your loved ones in mind.

FARMING—POTENCY

Another crucial element in providing a quality essential oil is guaranteeing that there is maximum potency. For an essential oil to obtain a strong potency, the plant it originates from must be grown in the right environment. When plants are grown in optimal soil, temperature, and climate, they produce a higher quality of potency in the essential oil.

To maintain this level of potency, dōTERRA networks with experienced farmers around the world that intimately know how to grow plants in their native environment. This process is called sourcing. The sourcing process ensures that plants are taken care of properly and harvested at the proper stage by growers who have generations of harvesting knowledge. Once the plants reach their prime, they are then gathered and carefully distilled by artisans, making oils that are potent, consistent, and pure.



HOW YOU SERVE OTHERS WHEN YOU USE dōTERRA® ESSENTIAL OILS

dōTERRA's process of sourcing is intended to provide powerful essential oils as well as create an industry that uplifts and instills hope in farming communities around the world. This process is called Cō-Impact Sourcing.®

When you buy product from dōTERRA, you are not only receiving an extraordinary product, you also become a part of the Cō-Impact Sourcing movement that is blessing and changing lives around the world.

In the heat-soaked lands of Haiti, tens of thousands of small scale farmers work diligently to provide food for themselves and their families. However, these local artisans are often paid inconsistently or unfairly for their work and are forced to live a life of poverty. By bringing the dōTERRA Vetiver initiative to Haiti, dōTERRA was able to grow vetiver in its optimal environment and provide these skilled farmers with a sustainable stream of income for their hard work in the vetiver fields. dōTERRA Cō-Impact Sourcing is helping these local artisans provide for their families, obtain sustainable jobs, and have hope in their futures. Haiti is just one of the many Cō-Impact Sourcing communities that dōTERRA is helping worldwide.



SURVEY: COULD YOU BENEFIT FROM ESSENTIAL OILS?

Each dōTERRA® essential oil product has a variety of health-promoting components that are designed to be used in your everyday routine. Whether you are an exercise enthusiast, a supporter of natural beauty products, an aspiring cook, or an advocate for health alternatives, essential oils might just be the product you are looking for. Take this survey to see how dōTERRA products could be useful in your everyday life.

1

Do you prefer to avoid the chemicals and synthetic scents found in standard household cleaners and laundry detergents? Would you use natural alternatives that power through grease and grime while leaving behind a refreshing scent?

YES ☐ NO ☐

2

Are you interested in a natural product line that will keep your skin looking and feeling smooth, hydrated, and youthful? Would you use natural skin care products that incorporate powerful essential oils that target visible signs of mechanical aging?

YES ☐ NO ☐

3

Are you seeking a solution to damaged hair or a distressed scalp? Would you use hair care products that combine pure botanical extracts, CPTG Certified Pure Therapeutic Grade® essential oils, and the most advanced technological ingredients to optimize the healthy look of your hair and scalp?

YES ☐ NO ☐

4

Is your diet providing you with the energy-boosting vitamins and minerals necessary for your health? Would you use a supplement formulated with essential nutrients and powerful metabolic factors designed to strengthen your health, energy, and longevity?*

YES ☐ NO ☐

5

Do you suffer from the occasional discomfort of menopause and aging? Would you use a women's product line containing natural plant extracts that support hormone balance or a blend of vitamins and minerals that promote bone health?*

YES ☐ NO ☐

6

Do you experience occasional digestive discomfort? Would you use a product that helps support healthy organ cleansing and digestive health?*

YES ☐ NO ☐

*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.

7

Are you interested in achieving and maintaining a healthy weight without going on a fad diet that leaves you feeling hungry? Would you enjoy a product line that promotes a healthy metabolism and helps manage hunger, but is simple to use?*

YES ☐ NO ☐

8

Do you enjoy a physically active lifestyle? Would you use a topical cream infused with a soothing blend of essential oils and formulated with natural plant extracts before or after a strenuous workout?

YES ☐ NO ☐

9

Do you experience discomfort associated with occasional feelings of tension? Would you use a proprietary blend of essential oils that provides a calming, soothing sensation to head, neck, and shoulders in a convenient roll-on bottle?

YES ☐ NO ☐

10

During the winter season, do you look for ways to support and maintain a healthy immune system? Would you use a product that offers a fragrant, natural, and effective alternative for immune support through a powerful, proprietary blend of essential oils?*

YES ☐ NO ☐



HOW YOU CAN PURCHASE ESSENTIAL OILS

MEMBERSHIP FEE

Once you've decided to make the life-enhancing investment in dōTERRA® essential oil products, you can purchase product through a yearly wholesale membership fee. For a low membership fee of \$35.00 or by purchasing a dōTERRA enrollment kit, you will automatically become a dōTERRA member and will be able to purchase products at wholesale prices 25 percent below retail.

RENEWAL FEE

After becoming a member, the yearly renewal fee for a wholesale membership is \$25.00. This renewal fee comes with a free bottle of Peppermint, one of the most popular oils dōTERRA offers with a retail value of \$27.33.

PROGRAMS YOU CAN ENJOY AS A MEMBER

As a member, you have the opportunity to benefit from multiple rewards programs that will help you increase the amount of product you receive and decrease overall costs.

LOYALTY REWARDS PROGRAM

One of the smartest ways to receive product-purchasing benefits is by joining the Loyalty Rewards Program. The **Loyalty Rewards** Program allows you to participate in a recurring monthly order that not only qualifies you for wholesale pricing, but also allows you to receive 10–30 percent of your total purchase in free **product points**.

A **Loyalty Rewards** order can be canceled any time by contacting Member Services.

Product points are points that can be redeemed for dōTERRA products.

PRODUCT POINTS

Product points accumulate from each Loyalty Rewards Program order you place. The percentage of the product points that you earn is based on the kit you purchase at the time you receive your wholesale membership. The percentage at which you earn product points grows over time. If your order is 50 **PV** or more every month, your percentage increases 5 percent every three months until you reach 30 percent.

Personal Volume (PV) Each product is assigned a specific PV. In many cases, the PV is equal to the wholesale price of the product.

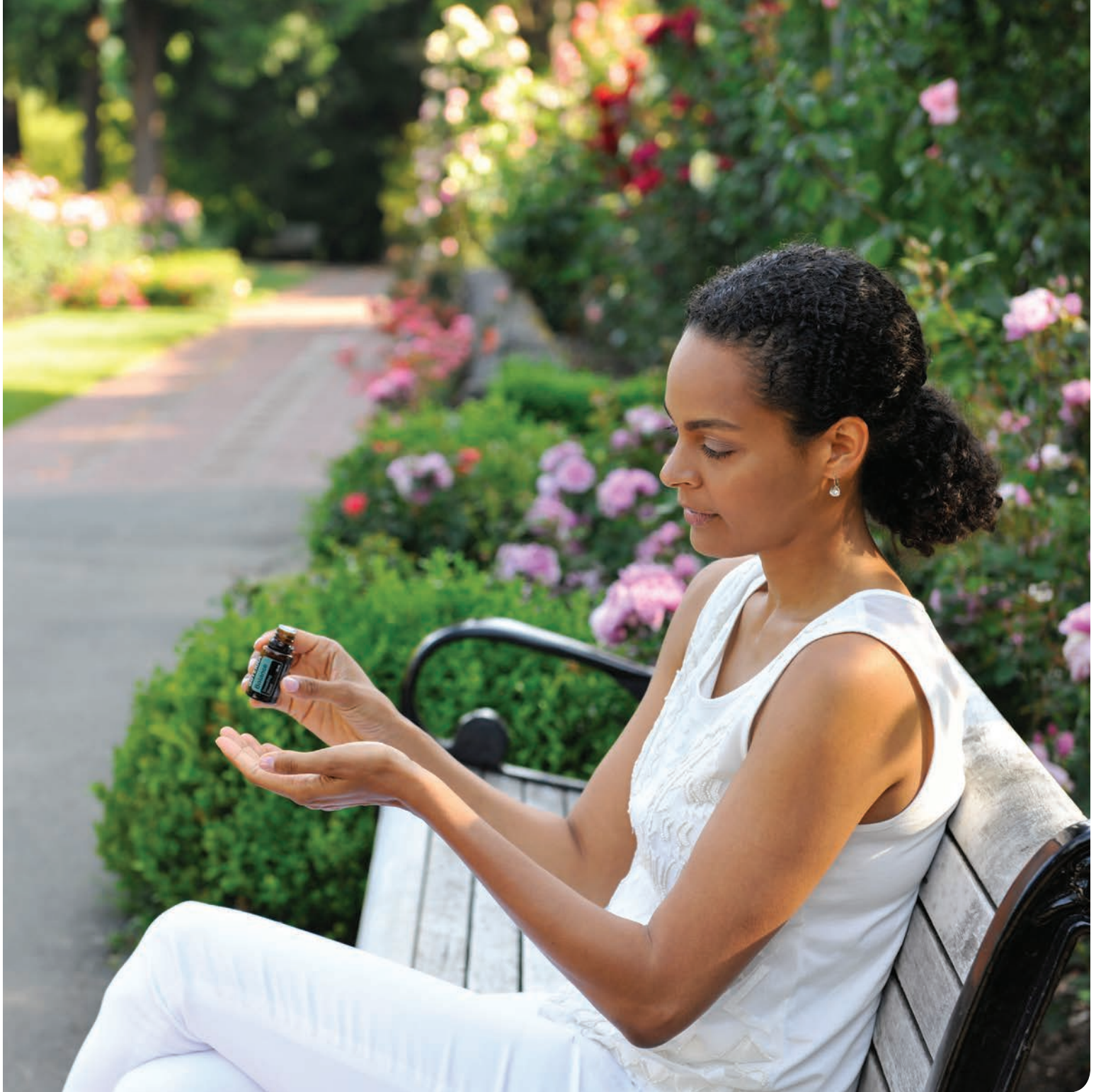
SHIPPING REWARDS PROGRAM

A Loyalty Rewards Program order placed through Member Services qualifies you to receive 50 percent of your shipping costs back in product points. A Loyalty Rewards Program order placed online qualifies you to receive 100 percent of your shipping costs back in product points.

PRODUCT OF THE MONTH CLUB

A Loyalty Rewards Program order placed between the first and the fifteenth, equal to 125 PV or more, qualifies a member to participate in the Free Product of the Month Club. Members participating in this program receive a free product with their monthly order.





ESSENTIAL OIL EDUCATION FOR YOU

To help increase your knowledge of essential oils and their uses, dōTERRA created the Daily Drop app. This free app is designed to keep you informed about essential oil products through a series of daily videos and challenges. Each video contains helpful facts and tips about dōTERRA products that can aid you in incorporating essential oils into your daily routine. To start your essential oil education, download the Daily Drop app from iTunes or the Google Play store.

dōTERRA®

