

# CHOOSE *Natural* SOLUTIONS for HEALTHY, EMPOWERED LIVING

## The History of Therapeutic Plant Use

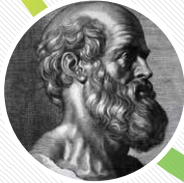
Plants have been providing safe and effective health solutions to families through the ages.

3500 BC



Egyptians used plant extracts for health, cosmetic, & religious purposes.

Hippocrates, the father of modern health, used plants with his patients.



460 BC

Frankincense & myrrh given to the Christ child.



0 BC

Jean Valnet used oils on soldiers.



1943

2008



dōTERRA® forms Cō-Impact® partnerships with growers around the world to protect agricultural traditions, and provide the most potent essential oils today.

CPTG® oils empower 2 million+ homes. Research continues to support the use of essential oils for wellness.



USE WILD ORANGE TO: energize and uplift!

### NATURAL

Essential oils are natural aromatic compounds extracted and distilled from plants for health benefits.



MAGNIFIED



**SUPER-CHARGED POTENCY**  
50-70x more powerful than herbs



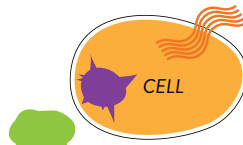
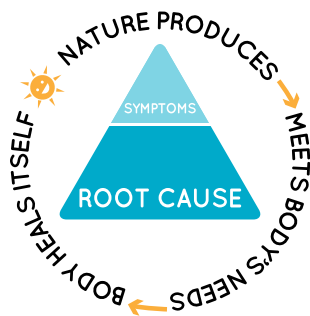
28 cups of peppermint tea

= 1 drop of peppermint oil (8¢)

Oils are affordable - **Pennies per dose!**

### EFFECTIVE

Oils contain hundreds of different compounds, providing complex & versatile ability to combat threats without building up resistance.



Essential Oils Pass through Cell Membrane

Oils work with the body to address issues & root causes on a cellular level.

### SAFE

dōTERRA® sets a new standard for purity with CPTG® in response to unregulated essential oil standards that limit usage and benefits.

#### Grades of Essential Oils

- SYNTHETIC - Toxic chemical fragrances.
- FOOD - Cooking extracts & flavorings.
- THERAPEUTIC - Unregulated standard leads to misleading label claims, compromised quality, & marginal health benefits.

CPTG®

dōTERRA's  
QUALITY &  
PURITY  
Standard

Certified Pure Therapeutic Grade - World's highest quality essential oils and are verified safe for all ages & uses.

- Plants harvested in their natural habitat
- Beyond organic, verified pure, free of fillers, pesticides, & foreign contaminants
- Stringent third party testing of every batch to ensure powerful benefits without harmful side-effects



USE PEPPERMINT TO:

- Cool
- Stay alert
- Relieve feelings of tension
- Promote healthy respiratory function\*
- Promote digestive health\*



USE MELALEUCA TO:

- Promote healthy immune response\*
- Fight odors
- Soothe occasional skin irritation
- Promote healthy complexion



USE FRANKINCENSE TO:

- Support healthy cellular function\*
- Balance mood
- Promote feelings of relaxation

# Simple SOLUTIONS FOR HEALTHY LIVING



## AROMATIC

Breathe in or use diffuser to clean the air and affect mood.



## TOPICAL

Apply to bottoms of feet or affected areas to target specific needs.



ONLY CPTG OILS

## INTERNAL

Drop in water, under tongue, or into gel capsule to support mouth, throat, digestive, & overall health.

## BREATHE™

- Minimize seasonal threats
- Maintain feelings of easy breathing & clear airways

FAVORITE PRODUCT for healthy weight

## SLIM & SASSY®

- Promote healthy metabolism\*
- Manage sugar cravings & hunger\*



## ON GUARD®

- Support healthy immune function\*
- Support healthy respiratory function\*
- Diffuse for cleansing the air

## LEMON

- Naturally cleanse body\*
- Clean surfaces
- Support healthy respiratory function\*

## Health Priorities

What are your top 3 health priorities?

Why are these a priority for you (time, money, energy, etc.)?

1		→	
2		→	
3		→	

## DEEP BLUE®

- Apply pre/post workout
- Dilute with fractionated coconut oil for calm & comforting massage
- Apply on lower back muscles after a day of heavy lifting at work

## SERENITY™

- Diffuse to promote relaxation
- Create restful sleeping environment
- Lessen feelings of tension & calm emotions
- Diffuse to help decrease stress

## TERRAZYME®

- Support healthy enzyme production for normal digestive process
- Promote nutrient absorption
- Speed conversion of food nutrients to cellular energy

## DIGESTZEN®

- Maintain healthy gastrointestinal tract\*
- Help reduce bloating, gas, & occasional indigestion\*
- Ease feelings of queasiness

## KEYCHAIN

- Carry your 8 favorite oils in mini vials to be prepared on-the-go.

## dōTERRA's WELLNESS LIFESTYLE PYRAMID

(rate yourself 1-10 in these areas)



## AROMATOUCH®

- Comfort and relax
- Enhance massage
- Promote feelings of relaxation and lessen tension

## LIFELONG VITALITY (LLV) Energy, focus, relief, & well-being

- ALPHA CRS®+: Antioxidant, cellular energy, & longevity\*
- XEO MEGA®: Omega 3-6-9 Fatty acid & nine essential oils
- MICROPLEX MVP™: Whole food multivitamin & mineral



## Solutions

What solutions will support my wellness?

1		
2		
3		

GET *Natural* SOLUTIONS INTO  
YOUR HOME AT THE BEST VALUE

1

RETAIL  
Order through  
your Wellness  
Advocate.

2

WHOLESALE  
25% below retail.  
Membership is  
FREE with any  
Enrollment Kit!  
\*

## Choose the Kit that's Best for You

### Natural Solutions Kit

\$550  
400 PV†



SAVE \$98.08‡ = FREE Diffuser!

+100  
product credits  
& start at 15%  
rewards\*

Includes: (5 mL): Serenity, DigestZen®, Purify, Melaleuca, Oregano, AromaTouch®, Frankincense, Breathe, Balance (10 ml): PastTense, Clary Calm™ (15 ml): Citrus Bliss, Lavender, Lemon, Peppermint, Slim & Sassy®, Lemongrass, On Guard® (Other): On Guard® Beadlets, On Guard® Toothpaste, HD Clear™, On Guard® Hand Wash w/2 Dispensers, LifeLong Vitality, TerraZyme, Correct-X®, Breathe™ Vapor Stick, Deep Blue™ Rub, Fractionated Coconut Oil (4 oz), Aroma Lite Diffuser, Wooden Box, Enrollment Packet.

### Home Essentials Kit

\$275  
225 PV†

SAVE  
\$86.25‡



Includes: 15mL bottles of Frankincense, Lavender, Lemon, Melaleuca, Oregano, Peppermint, Breathe, Deep Blue® (5 ml), DigestZen®, On Guard®, Petal Diffuser, and Enrollment Packet.

### Family Physician Kit

\$150  
110 PV†

SAVE  
\$36.50



Includes: 5 mL bottles of Lavender, Lemon, Peppermint, Melaleuca, Oregano, Frankincense, Deep Blue®, Breathe, DigestZen®, On Guard®, Peppermint and On Guard® Beadlets, Enrollment Packet.

\* Wholesale membership (like Costco® or Sam's Club®) is \$35 or FREE with any Enrollment Kit, and renews annually for \$25. Receive a FREE 15ml Peppermint oil (\$20.50 wholesale) with renewal!

†Product credits awarded after placing 100+PV LRP order the following month ‡Point Value. For most products \$1=1PV †Savings off of wholesale price

# THE SMARTEST WAY TO BUY: *Loyalty Rewards*

- Place a monthly LRP order of 50+PV to earn free product credits. *Change or cancel any time.*
- Percentage of FREE Product Credits increases by 5% every 3 months up to 30!



Starting Product Credit %:

10%

15%

20%

25%

30%

\* Receive the FREE Oil of the Month with 125+PV order placed by the 15th of the month

## Emotional Aromatherapy

\$195  
145 PV\*



SAVE \$46.00\*

Includes: 5mL bottles of Motivate™, Cheer™, Passion™, Forgive™, Console™, Peace™, Petal Diffuser, and Enrollment Packet.

Choose your kit, then choose to:

*live* dōTERRA



1. Receive a FREE Live Guide and Wellness Consult to successfully get you started using your oils.

I am ready to schedule my Wellness Consult.

## Cleanse & Restore Kit

\$195  
125 PV\*



SAVE \$49.55\*

Includes\*: Lifelong Vitality Pack, Zencrine® Softgels, TerraZyme®, GX Assist®, PB Assist+®, Lemon (15mL), Enrollment Packet.

*share* dōTERRA



2. Receive FREE essential oils when you share dōTERRA with your friends and family!

I would like to host a class.

## Every Oil Kit

\$1775.00  
1400 PV\*

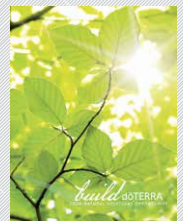


SAVE \$285.65\*

+200 product credits & start at 20% rewards\*

Includes: Every oil, Canvas bag, Cloud Diffuser, Fractionated CoconutOil, Enrollment Packet.

*build* dōTERRA



3. Supplement or replace your income while you make a difference.

I would like to know more about how to create an income with dōTERRA.

## Diamond Kit

\$2500.00 2000 PV\*



SAVE \$804.95\*

+400 product credits & start at 25% rewards\*

Includes: Every oil, every Wellness product, every Spa product, every Living product, AromaTouch kit, Emotional Aromatherapy kit, Family Physician kit, Intro to Essentials kit, 5/8 Dram Sample Vials (12), Canvas bag, AromaLite Diffuser, Enrollment Packet.

If you choose to share or build dōTERRA, you will work with whomever enrolls you.

# PRODUCT PRICE LIST

#	ESSENTIAL OILS	UNIT	RETAIL	WHOLESALE	PV	TOTAL
<input type="checkbox"/>	Arborvitae	5 mL	\$29.33	<b>\$22.00</b>	22.00	
<input type="checkbox"/>	Basil	15 mL	\$26.67	<b>\$20.00</b>	20.00	
<input type="checkbox"/>	Bergamot	15 mL	\$36.67	<b>\$27.50</b>	27.50	
<input type="checkbox"/>	Black Pepper	5 mL	\$29.33	<b>\$22.00</b>	22.00	
<input type="checkbox"/>	Cardamom	5 mL	\$34.67	<b>\$26.00</b>	26.00	
<input type="checkbox"/>	Cassia	15 mL	\$25.33	<b>\$19.00</b>	19.00	
<input type="checkbox"/>	Cedarwood	15 mL	\$17.33	<b>\$13.00</b>	13.00	
<input type="checkbox"/>	Cilantro	15 mL	\$34.67	<b>\$26.00</b>	26.00	
<input type="checkbox"/>	Cinnamon	5 mL	\$28.00	<b>\$21.00</b>	21.00	
<input type="checkbox"/>	Clary Sage	15 mL	\$48.67	<b>\$36.50</b>	36.50	
<input type="checkbox"/>	Clove	15 mL	\$18.67	<b>\$14.00</b>	14.00	
<input type="checkbox"/>	Coriander	15 mL	\$34.67	<b>\$26.00</b>	26.00	
<input type="checkbox"/>	Cypress	15 mL	\$20.67	<b>\$15.50</b>	15.50	
<input type="checkbox"/>	Douglas Fir	5 mL	\$30.00	<b>\$22.50</b>	22.50	
<input type="checkbox"/>	Eucalyptus	15 mL	\$18.67	<b>\$14.00</b>	14.00	
<input type="checkbox"/>	Fennel	15 mL	\$20.00	<b>\$15.00</b>	15.00	
<input type="checkbox"/>	Frankincense	15 mL	\$93.00	<b>\$69.75</b>	69.75	
<input type="checkbox"/>	Geranium	15 mL	\$36.00	<b>\$27.00</b>	27.00	
<input type="checkbox"/>	Ginger	15 mL	\$52.00	<b>\$39.00</b>	39.00	
<input type="checkbox"/>	Grapefruit	15 mL	\$21.33	<b>\$16.00</b>	16.00	
<input type="checkbox"/>	Helichrysum	5 mL	\$100.00	<b>\$75.00</b>	75.00	
<input type="checkbox"/>	Juniper Berry	5 mL	\$25.33	<b>\$19.00</b>	19.00	
<input type="checkbox"/>	Lavender	15 mL	\$28.00	<b>\$21.00</b>	21.00	
<input type="checkbox"/>	Lemon	15 mL	\$13.33	<b>\$10.00</b>	10.00	
<input type="checkbox"/>	Lemongrass	15 mL	\$13.33	<b>\$10.00</b>	10.00	
<input type="checkbox"/>	Lime	15 mL	\$17.33	<b>\$13.00</b>	13.00	
<input type="checkbox"/>	Marjoram	15 mL	\$25.33	<b>\$19.00</b>	19.00	
<input type="checkbox"/>	Melaleuca	15 mL	\$25.33	<b>\$19.00</b>	19.00	
<input type="checkbox"/>	Melissa	5 mL	\$180.00	<b>\$135.00</b>	135.00	
<input type="checkbox"/>	Myrrh	5 mL	\$69.33	<b>\$52.00</b>	52.00	
<input type="checkbox"/>	Oregano	15 mL	\$32.00	<b>\$24.00</b>	24.00	
<input type="checkbox"/>	Patchouli	15 mL	\$39.33	<b>\$29.50</b>	29.50	
<input type="checkbox"/>	Peppermint	15 mL	\$27.33	<b>\$20.50</b>	20.50	
<input type="checkbox"/>	Peppermint Beadlets	125 ct	\$15.33	<b>\$11.50</b>	11.50	
<input type="checkbox"/>	Roman Chamomile	5 mL	\$44.00	<b>\$33.00</b>	33.00	
<input type="checkbox"/>	Rosemary	15 mL	\$18.67	<b>\$14.00</b>	14.00	
<input type="checkbox"/>	Sandalwood	5 mL	\$82.33	<b>\$61.75</b>	61.75	
<input type="checkbox"/>	Spearmint	15 mL	\$38.67	<b>\$29.00</b>	29.00	
<input type="checkbox"/>	Thyme	15 mL	\$36.67	<b>\$27.50</b>	27.50	
<input type="checkbox"/>	Vetiver	15 mL	\$46.00	<b>\$34.50</b>	34.50	
<input type="checkbox"/>	White Fir	15 mL	\$26.67	<b>\$20.00</b>	20.00	
<input type="checkbox"/>	Wild Orange	15 mL	\$14.00	<b>\$10.50</b>	10.50	
<input type="checkbox"/>	Wintergreen	15 mL	\$25.33	<b>\$19.00</b>	19.00	
<input type="checkbox"/>	Ylang Ylang	15 mL	\$47.00	<b>\$35.25</b>	35.25	

## PROPRIETARY dōTERRA ESSENTIAL OIL BLENDS

<input type="checkbox"/>	AromaTouch®	15 mL	\$34.67	<b>\$26.00</b>	26.00	
<input type="checkbox"/>	Balance®	15 mL	\$26.67	<b>\$20.00</b>	20.00	
<input type="checkbox"/>	Breathe™	15 mL	\$26.67	<b>\$20.00</b>	20.00	
<input type="checkbox"/>	Cheer™	5 mL	\$33.33	<b>\$25.00</b>	25.00	
<input type="checkbox"/>	Citrus Bliss®	15 mL	\$20.00	<b>\$15.00</b>	15.00	
<input type="checkbox"/>	ClaryCalm® Roll On	10 mL	\$32.67	<b>\$24.50</b>	24.50	
<input type="checkbox"/>	Console™	5 mL	\$49.33	<b>\$37.00</b>	37.00	
<input type="checkbox"/>	Deep Blue®	5 mL	\$42.67	<b>\$32.00</b>	32.00	
<input type="checkbox"/>	Deep Blue® Roll On	10 mL	\$85.33	<b>\$64.00</b>	64.00	
<input type="checkbox"/>	DigestZen®	15 mL	\$41.33	<b>\$31.00</b>	31.00	
<input type="checkbox"/>	DigestZen Softgels	60 ct	\$26.00	<b>\$19.50</b>	19.50	
<input type="checkbox"/>	Elevation	15 mL	\$49.33	<b>\$37.00</b>	37.00	
<input type="checkbox"/>	Forgive™	5 mL	\$26.67	<b>\$20.00</b>	20.00	
<input type="checkbox"/>	Immortelle	10 mL	\$92.67	<b>\$69.50</b>	69.50	
<input type="checkbox"/>	InTune®	10 mL	\$46.00	<b>\$34.50</b>	34.50	
<input type="checkbox"/>	Motivate™	5 mL	\$30.67	<b>\$23.00</b>	23.00	
<input type="checkbox"/>	On Guard®	15 mL	\$42.67	<b>\$32.00</b>	32.00	
<input type="checkbox"/>	On Guard® Beadlets	125 ct	\$20.00	<b>\$15.00</b>	15.00	
<input type="checkbox"/>	On Guard® + Softgels	60 ct	\$32.67	<b>\$24.50</b>	24.50	
<input type="checkbox"/>	Passion™	5 mL	\$56.00	<b>\$42.00</b>	42.00	
<input type="checkbox"/>	PastTense Roll On	10 mL	\$24.67	<b>\$18.50</b>	18.50	
<input type="checkbox"/>	Peace™	5 mL	\$37.33	<b>\$28.00</b>	28.00	
<input type="checkbox"/>	Purify	15 mL	\$24.00	<b>\$18.00</b>	18.00	
<input type="checkbox"/>	Serenity™	15 mL	\$40.00	<b>\$30.00</b>	30.00	
<input type="checkbox"/>	Slim & Sassy®	15 mL	\$32.67	<b>\$24.50</b>	24.50	
<input type="checkbox"/>	Slim & Sassy® Softgels	90 ct	\$46.00	<b>\$34.50</b>	34.50	
<input type="checkbox"/>	TerraShield®	15 mL	\$14.00	<b>\$10.50</b>	10.50	
<input type="checkbox"/>	TerraShield® Spray	30 mL	\$26.00	<b>\$19.50</b>	19.50	
<input type="checkbox"/>	TriEase® Blend Softgels	60 ct	\$30.00	<b>\$22.50</b>	22.50	
<input type="checkbox"/>	Whisper™	5 mL	\$32.00	<b>\$24.00</b>	24.00	
<input type="checkbox"/>	Zendocrine®	15 mL	\$32.67	<b>\$24.50</b>	24.50	
<input type="checkbox"/>	Zendocrine® Softgels	60 ct	\$32.67	<b>\$24.50</b>	24.50	
<input type="checkbox"/>	AromaTouch® Kit	Single	\$133.33	<b>\$100.00</b>	100.00	
<input type="checkbox"/>	Emotional Aromatherapy Kit	Single	\$212.00	<b>\$159.00</b>	159.00	
<input type="checkbox"/>	Touch™ Kit	Single	\$225.33	<b>\$169.00</b>	169.00	

#	ESSENTIAL OILS	UNIT	RETAIL	WHOLESALE	PV	TOTAL
<input type="checkbox"/>	Aroma-Ace Diffuser with 15 mL On Guard®	Single	\$173.27	<b>\$129.95</b>	40.00	
<input type="checkbox"/>	Aroma Lite Diffuser	Single	\$119.93	<b>\$89.95</b>	40.00	
<input type="checkbox"/>	Beginner's Trio	3 Piece	\$66.67	<b>\$50.00</b>	50.00	
<input type="checkbox"/>	Cloud Diffuser	Single	\$119.93	<b>\$89.95</b>	40.00	
<input type="checkbox"/>	Fractionated Coconut Oil	4 oz	\$16.00	<b>\$12.00</b>	12.00	
<input type="checkbox"/>	Lotus Diffuser	Single	\$119.93	<b>\$89.95</b>	40.00	
<input type="checkbox"/>	Petal Diffuser	Single	\$62.67	<b>\$47.00</b>	20.00	
<input type="checkbox"/>	Veggie Caps	160 ct.	\$5.33	<b>\$4.00</b>	0.00	

## WELLNESS

<input type="checkbox"/>	Alpha CRS® +	120 Veggie Caps	\$92.67	<b>\$69.50</b>	69.50	
<input type="checkbox"/>	A2Z Chewable®	60 Tablets	\$26.00	<b>\$19.50</b>	15.00	
<input type="checkbox"/>	A2Z Chewable®/IQ Mega Pack®	2 Pack	\$52.67	<b>\$39.50</b>	25.00	
<input type="checkbox"/>	Bone Nutrient	120 Caps	\$23.33	<b>\$17.50</b>	12.00	
<input type="checkbox"/>	Daily Nutrient Pack	2 Pack	\$79.33	<b>\$59.50</b>	50.00	
<input type="checkbox"/>	DDR Prime®	30 mL	\$73.33	<b>\$55.00</b>	55.00	
<input type="checkbox"/>	DDR Prime Capsules	60 Caps	\$73.33	<b>\$55.00</b>	55.00	
<input type="checkbox"/>	Deep Blue Polyphenol Complex™	60 Veggie Caps	\$79.33	<b>\$59.50</b>	59.50	
<input type="checkbox"/>	Digest Tab™	100 Caps	\$18.67	<b>\$14.00</b>	10.00	
<input type="checkbox"/>	GX Assist® (GI Cleansing Formula)	60 Softgels	\$34.67	<b>\$26.00</b>	26.00	
<input type="checkbox"/>	IQ Mega®	150 mL	\$46.00	<b>\$34.50</b>	30.00	
<input type="checkbox"/>	Lifelong Vitality Pack (LRP only)		\$106.00	<b>\$79.50</b>	60.00	
<input type="checkbox"/>	Microplex MVP™	120 Veggie Caps	\$52.67	<b>\$39.50</b>	39.50	
<input type="checkbox"/>	Mito2Max®	60 Caps	\$52.67	<b>\$39.50</b>	39.50	
<input type="checkbox"/>	PB Assist+® (Probiotic Defense Formula)	30 Veggie Caps	\$46.00	<b>\$34.50</b>	34.50	
<input type="checkbox"/>	Phytoestrogen	60 Caps	\$52.67	<b>\$39.50</b>	39.50	
<input type="checkbox"/>	TerraGreens®	30 Servings	\$37.33	<b>\$28.00</b>	20.00	
<input type="checkbox"/>	TerraZyme® (Digestive Enzyme Complex)	90 Veggie Caps	\$50.00	<b>\$37.50</b>	37.50	
<input type="checkbox"/>	Trim Kit (4 Slim & Sassy + 2 Shakes)	Choc. or Vanilla	\$200.00	<b>\$150.00</b>	125.00	
<input type="checkbox"/>	Trim Shake Chocolate	40 Servings	\$52.67	<b>\$39.50</b>	25.00	
<input type="checkbox"/>	Trim Shake Vanilla	40 Servings	\$52.67	<b>\$39.50</b>	25.00	
<input type="checkbox"/>	V Shake	40 Servings	\$52.67	<b>\$39.50</b>	25.00	
<input type="checkbox"/>	vEO Mega®	120 Softgels	\$66.00	<b>\$49.50</b>	49.50	
<input type="checkbox"/>	Women's Health Kit	3 Product Pack	\$92.67	<b>\$69.50</b>	60.00	
<input type="checkbox"/>	xEO Mega®	120 Softgels	\$52.67	<b>\$39.50</b>	39.50	
<input type="checkbox"/>	Zendocrine® (Detoxification Complex)	60 Veggie Caps	\$32.67	<b>\$24.50</b>	24.50	

## SPA

<input type="checkbox"/>	Body Lotion 3-pack plus Mood Mgt Kit	Combo	\$153.33	<b>\$115.00</b>	100.00	
<input type="checkbox"/>	Citrus Bliss® Bath Bar	4 oz	\$9.32	<b>\$6.99</b>	5.00	
<input type="checkbox"/>	Citrus Bliss Hand Lotion	2.5 fl oz	\$8.67	<b>\$6.50</b>	5.00	
<input type="checkbox"/>	Hand & Body Lotion	6.7 oz	\$19.33	<b>\$14.50</b>	14.50	
<input type="checkbox"/>	HD Clear® Facial Kit	3 Product Pack	\$61.33	<b>\$46.00</b>	40.00	
<input type="checkbox"/>	HD Clear® Facial Lotion	1.7 fl oz	\$45.33	<b>\$34.00</b>	34.00	
<input type="checkbox"/>	HD Clear® Foaming Face Wash	1.7 fl oz	\$28.00	<b>\$21.00</b>	21.00	
<input type="checkbox"/>	HD Clear® Roll On	10 mL	\$28.00	<b>\$21.00</b>	21.00	
<input type="checkbox"/>	Healing Hands Lotion with Rose Oil	3.3 oz	\$20.00	<b>\$20.00</b>	0.00	
<input type="checkbox"/>	Lip Balm w/ Peppermint & Wild Orange	.15 oz	\$6.33	<b>\$4.75</b>	4.00	
<input type="checkbox"/>	Natural Deodorant	1.7 oz	\$11.33	<b>\$8.50</b>	5.00	
<input type="checkbox"/>	Reveal Facial System	2 Part	\$80.00	<b>\$60.00</b>	60.00	
<input type="checkbox"/>	Salon Essentials Conditioner (LRP only)	2 Pack	\$38.67	<b>\$28.00</b>	23.00	
<input type="checkbox"/>	Salon Essentials Healthy Hold Glaze	4 oz	\$24.00	<b>\$18.00</b>	15.00	
<input type="checkbox"/>	Salon Essentials Protecting Shampoo	8.34 oz	\$26.00	<b>\$19.50</b>	19.50	
<input type="checkbox"/>	Salon Essentials Root to Tip Serum	30 mL	\$46.67	<b>\$35.00</b>	35.00	
<input type="checkbox"/>	Salon Essentials Shampoo & Conditioner (LRP only)	2 Pack	\$37.33	<b>\$28.00</b>	23.00	
<input type="checkbox"/>	Salon Essentials Shampoo (LRP only)	2 Pack	\$32.67	<b>\$24.50</b>	19.50	
<input type="checkbox"/>	Salon Essentials Smoothing Conditioner	8.34 oz	\$30.67	<b>\$23.00</b>	23.00	
<input type="checkbox"/>	Serenity Bath Bar	4 oz	\$9.32	<b>\$6.99</b>	5.00	
<input type="checkbox"/>	Verage™ Cleanser	2 fl oz	\$33.33	<b>\$25.00</b>	25.00	
<input type="checkbox"/>	Verage™ Immortelle Hydrating Serum	.5 fl oz	\$86.67	<b>\$65.00</b>	65.00	
<input type="checkbox"/>	Verage™ Moisturizer	1 fl oz	\$37.33	<b>\$28.00</b>	28.00	
<input type="checkbox"/>	Verage™ Skin Care Collection	4 Product Pack	\$112.67	<b>\$84.50</b>	70.00	
<input type="checkbox"/>	Verage™ Toner	1.7 fl oz	\$29.33	<b>\$22.00</b>	22.00	

## LIVING

<input type="checkbox"/>	Breathe Respiratory Drops	30 Lozenges	\$19.33	<b>\$14.50</b>	14.50	
<input type="checkbox"/>	Breathe™ Vapor Stick	4 oz	\$11.33	<b>\$8.50</b>	5.00	
<input type="checkbox"/>	Correct-X® Essential Ointment	15 mL	\$16.00	<b>\$12.00</b>	10.00	
<input type="checkbox"/>	Deep Blue® Rub	4 oz	\$39.00	<b>\$29.25</b>	29.25	
<input type="checkbox"/>	On Guard® Cleaner Concentrate	12 oz	\$19.33	<b>\$14.50</b>	10.00	
<input type="checkbox"/>	On Guard® Foaming Hand Wash	Single	\$24.67	<b>\$18.50</b>	18.50	
<input type="checkbox"/>	On Guard® Foaming Hand Wash	2 Pack	\$44.67	<b>\$33.50</b>	33.50	
<input type="checkbox"/>	On Guard® Foaming Hand Wash Dispenser	Single	\$2.67	<b>\$2.00</b>	0.00	
<input type="checkbox"/>	On Guard® Foaming Hand Wash Dispenser	3 Pack	\$6.67	<b>\$5.00</b>	0.00	
<input type="checkbox"/>	On Guard® Foaming Hand Wash & 2 Dispensers	Combo	\$30.00	<b>\$22.50</b>	18.50	
<input type="checkbox"/>	On Guard® Laundry Detergent	32 fl oz	\$32.67	<b>\$24.50</b>	20.00	
<input type="checkbox"/>	On Guard® Natural Whitening Toothpaste	4 oz	\$11.33	<b>\$8.50</b>	5.00	
<input type="checkbox"/>	On Guard® Protecting Throat Drops	30 Lozenges	\$19.33	<b>\$14.50</b>	14.50	
<input type="checkbox"/>	Slim & Sassy® Control Bars (Apple, Lemon, or Apricot)	10 Bars	\$36.67	<b>\$27.50</b>	20.00	
<input type="checkbox"/>	Slim & Sassy Control™ Instant Mix	30 sachets	\$79.33	<b>\$59.50</b>	50.00	

**Disclaimer:** This information is intended for educational purposes only and is not meant to substitute for medical care or to prescribe treatment for any specific health condition. Please see a qualified health care provider for medical treatment. 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.



- 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. 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 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.** Faxed copies of this Wellness Advocate Agreement shall be deemed an original. To be valid, copies submitted to dōTERRA by fax 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 Wellness Advocates who are in the same sales 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.

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

Signature



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