

Natural Solutions

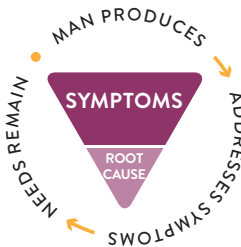
for healthy, empowered living

Do you need safe, effective, and affordable health solutions?

YOU HAVE CHOICES

Modern Approach

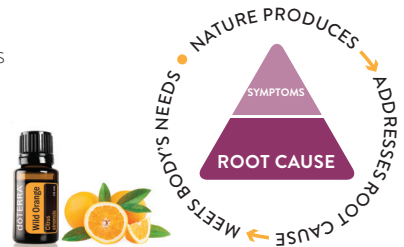
- Designed to manage symptoms
- Made from isolated synthetic agents
- Side effects (known and unknown)
- \$6.5 trillion/year spent on global healthcare
- Are we healthier?



or

Natural Approach

- Addresses body's needs and root causes
- Extracted from plants
- Enhances physical and emotional health
- Safe benefits without side effects



ESSENTIAL OILS ARE EFFECTIVE



Peppermint leaf oil sac



Essential Oils Pass Through Cell Membrane

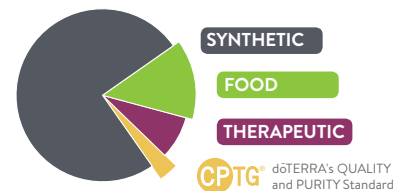


Natural, Effective, and Safe

- Natural aromatic compounds extracted and distilled from plants for health benefits.
- Contain hundreds of different compounds, providing complex and versatile abilities to combat threats without building up resistance.
- Work with the body to address issues and root causes on a cellular level.
- Affordable. Pennies per dose!

doTERRA IS SAFE AND 100% PURE

Why a new standard of quality?



Grades of Essential Oils

Most tested. Most trusted.

- Plants harvested in their natural habitat
- Verified pure; free of fillers and harmful contaminants
- Stringent third party testing ensures authenticity and potency.

HOW TO USE doTERRA ESSENTIAL OILS



AROMATIC

- Breathe in or use diffuser to:
- Open airways
 - Boost mood
 - Freshen the air



TOPICAL

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



INTERNAL

- Drop in water, under tongue, or into a veggie capsule and swallow.



PEPPERMINT

- Cool the body
- Stay alert and relieve head tension
- Promote feelings of clear breathing
- Relieve stomach upset when ingested*



DEEP BLUE®

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



doTERRA ON GUARD®

- Powerful immune system boost*
- Support healthy respiratory function*
- Diffuse for cleansing the air

* 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.

Live Empowered



1. WHAT ARE YOUR TOP HEALTH PRIORITIES?



I want to feel less:

①
②
③

I want to feel more:

①
②
③

2. ARE YOU READY TO DISCOVER SIMPLE SOLUTIONS?

1 dōTERRA BREATHE® RESPIRATORY BLEND

- Diffuse at night or during change of seasons
- Maintain feelings of easy breathing and clear airways

2 dōTERRA DIGESTZEN® DIGESTIVE BLEND

- Maintain healthy gastrointestinal tract*
- Help reduce bloating, gas, and occasional indigestion*
- Ease feelings of stomach upset

3 dōTERRA PASTTENSE® TENSION BLEND

- Relieve feelings of tension and discomfort
- Apply to temples and back of neck
- Invigorating pick-me-up

4 MELALEUCA

- Rejuvenate and cleanse skin
- Boost immune function*
- Relieve skin irritation
- Clean surfaces

5 LAVENDER

- Soothe irritated skin
- Promote restful sleep and calm the mind*
- Reduce anxious feelings
- Apply after a long day in the sun

6 dōTERRA SERENITY® RESTFUL BLEND

- Diffuse to promote relaxation and decrease stress
- Create restful sleeping environment
- Lessen feelings of tension
- Calm emotions

7 FRACTIONATED COCONUT OIL

- Unscented carrier oil
- Great for delivering essential oils to sensitive skin
- Sustained delivery on specific locations
- Use for dilution

8 AROMATOUGH® MASSAGE BLEND

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

9 FRANKINCENSE

- Support healthy cellular function*
- Balance mind and lift mood
- Promote healthy skeletal and nervous systems*

LEMON

- Naturally cleanse body*
- Clean surfaces and neutralize odors
- Soothe irritated throat*

11 DIGESTZEN TERRAZYME®

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

3. BE HEALTHY WITH DAILY HABITS

12 dōTERRA LIFELONG VITALITY PACK® (LLV)

Maximum nutrition for energy, focus, relief, and well-being



- **MICROPLEX VMz®**: Whole food multivitamin and mineral
- **ALPHA CRS®+**: Antioxidant, cellular energy, and longevity
- **xEO MEGA®**: Omega 3-6-9 fatty acids and nine essential oils

- Antioxidant and DNA protection*
- Eye, brain, nervous system*
- Liver function and digestive health*
- More energy, less discomfort
- Immune function*
- Stress management*
- Cardiovascular health*
- Healthy inflammatory response*

Need more energy, less discomfort, and better mood to improve the quality of your life? Try these daily habits.

- dōTERRA Lifelong:** 2 capsules each with morning and noon meals
- DigestZen TerraZyme®:** Digestive support: 1-3 capsules each meal
- Lemon:** Cleansing: 2-3 drops in water 2-3x/day
- Frankincense:** Cellular support: 2-3 drops under tongue and swallow
- dōTERRA On Guard®:** Immune support: 2-3 drops in water
- dōTERRA Balance®:** Grounding: 2-3 drops on bottoms of feet
- PB Assist®+:** Probiotic defense: 1 capsule a day

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Choose the best kit for you

RETAIL
Order through your Wellness Advocate.

OR

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

A dōTERRA wholesale membership (like Costco® or Sam's Club®) is \$35 or FREE with any Enrollment Kit. Renews annually for \$25. Receive a FREE 15mL Peppermint oil with renewal! (\$20.50 wholesale value.)

DIAMOND KIT

\$2650.00
2000 PV†



SAVE
\$866.25‡

+400 FREE Product points*
Start at 25% Rewards

Includes: Most every oil, many wellness products, spa line products, living products, dōTERRA Emotional Aromatherapy® Oils, 5/8 dram sample vials (12), Lumo™ Diffuser, Essentials Booklet. See doterra.com for kit details.

NATURAL SOLUTIONS KIT

\$550.00
400 PV†



SAVE
\$228.95‡

+100 FREE Product points*
Start at 15% Rewards

Includes: (15 mL): dōTERRA Serenity®, DigestZen®, Melaleuca, AromaTouch®, Frankincense, dōTERRA Breathe®, dōTERRA Balance®, Lavender, Lemon, Peppermint, dōTERRA On Guard® Wild Orange, (10 mL) PastTense® (Other): dōTERRA On Guard® Beadlets, dōTERRA On Guard® Toothpaste, dōTERRA On Guard® Hand Wash w/2 Dispensers, dōTERRA On Guard® Hand Sanitizing Mist, dōTERRA On Guard®+ Softgels, dōTERRA LifeLong Vitality Pack®, Correct-X®, PB Assist®+, dōTERRA Breathe® Vapor Stick, Deep Blue® Rub, DigestZen TerraZyme®, dōTERRA Salon Essentials® Protecting Shampoo, dōTERRA Salon Essentials® Soothing Conditioner, Fractionated Coconut Oil (4 oz), Lumo™ Diffuser, Wooden Box, Essentials Booklet.

HOME ESSENTIALS KIT

\$275.00
225 PV†

SAVE
\$86.25‡



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

FAMILY ESSENTIALS KIT AND BEADLETS

\$150.00
110 PV†

SAVE
\$36.50‡



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

THE SMARTEST WAY TO BUY: Loyalty Rewards

- 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%!

Starting Product Point%:

10%

15%

20%

25%

30%

FREE

30-DAY
PRODUCT GUARANTEE
SATISFACTION

Receive the free Oil of the Month with 125+ PV order placed by the 15th of the month.

Product guarantee: See dōTERRA return policy for details.

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

Changing Lives

WHOSE LIVES DO YOU WANT TO CHANGE?

CHANGE MY LIFE!



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!



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 MY FUTURE!



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!†

Live THE WELLNESS LIFESTYLE

Share WITH OTHERS

Build AN INCOME & MAKE AN IMPACT



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

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 at doterra.com > Our Caring

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

PRODUCT PRICE LIST

#	ESSENTIAL OILS	UNIT	RETAIL	WHSL	PV
CPTG CERTIFIED PURE THERAPEUTIC GRADE®					
□	Arborvitae	5 mL	\$29.33	\$22.00	22.00
□	Basil	15 mL	\$26.67	\$20.00	20.00
□	Bergamot	15 mL	\$36.67	\$27.50	27.50
□	Black Pepper	5 mL	\$29.33	\$22.00	22.00
□	Blue Tansy	5 mL	\$126.67	\$95.00	95.00
□	Cardamom	5 mL	\$34.67	\$26.00	26.00
□	Cassia	15 mL	\$25.33	\$19.00	19.00
□	Cedarwood	15 mL	\$17.33	\$13.00	13.00
□	Cilantro	15 mL	\$34.67	\$26.00	\$26.00
□	Cinnamon	5 mL	\$28.00	\$21.00	21.00
□	Clary Sage	15 mL	\$48.67	\$36.50	36.50
□	Clove	15 mL	\$18.67	\$14.00	14.00
□	Copaiba	15 mL	\$46.67	\$35.00	35.00
□	Coriander	15 mL	\$34.67	\$26.00	26.00
□	Cypress	15 mL	\$20.67	\$15.50	15.50
□	Douglas Fir	5 mL	\$26.00	\$19.50	19.50
□	Eucalyptus	15 mL	\$18.67	\$14.00	14.00
□	Fennel	15 mL	\$20.00	\$15.00	15.00
□	Frankincense	15 mL	\$93.00	\$69.75	69.75
□	Geranium	15 mL	\$36.00	\$27.00	27.00
□	Ginger	15 mL	\$52.00	\$39.00	39.00
□	Grapefruit	15 mL	\$21.33	\$16.00	16.00
□	Helichrysum	5 mL	\$100.00	\$75.00	75.00
□	Jasmine Touch	10 mL	\$56.00	\$42.00	42.00
□	Juniper Berry	5 mL	\$25.33	\$19.00	19.00
□	Lavender	15 mL	\$28.00	\$21.00	21.00
□	Lemon	15 mL	\$13.33	\$10.00	10.00
□	Lemongrass	15 mL	\$13.33	\$10.00	10.00
□	Lime	15 mL	\$17.33	\$13.00	13.00
□	Marjoram	15 mL	\$25.33	\$19.00	19.00
□	Melaleuca	15 mL	\$25.33	\$19.00	19.00
□	Melissa	5 mL	\$180.00	\$135.00	135.00
□	Myrrh	15 mL	\$69.33	\$52.00	52.00
□	Neroli Touch	10 mL	\$69.33	\$52.00	52.00
□	Oregano	15 mL	\$32.00	\$24.00	24.00
□	Patchouli	15 mL	\$39.33	\$29.50	29.50
□	Peppermint	15 mL	\$27.33	\$20.50	20.50
□	Peppermint Beadlets	125 ct	\$15.33	\$11.50	11.50
□	Petitgrain	15 mL	\$34.67	\$26.00	26.00
□	Roman Chamomile	5 mL	\$60.00	\$45.00	45.00
□	Rosemary	15 mL	\$18.67	\$14.00	14.00
□	Rose Touch	10 mL	\$100.00	\$75.00	75.00
□	Hawaiian Sandalwood	5 mL	\$82.33	\$61.75	61.75
□	Sandalwood	5 mL	\$82.33	\$61.75	61.75
□	Siberian Fir	15 mL	\$26.67	\$20.00	20.00
□	Spearmint	15 mL	\$38.67	\$29.00	29.00
□	Spikenard	5 mL	\$66.00	\$49.50	49.50
□	Tangerine	15 mL	\$20.00	\$15.00	15.00
□	Thyme	15 mL	\$36.67	\$27.50	27.50
□	Vetiver	15 mL	\$46.00	\$34.50	34.50
□	Wild Orange	15 mL	\$14.00	\$10.50	10.50
□	Wintergreen	15 mL	\$25.33	\$19.00	19.00
□	Ylang Ylang	15 mL	\$47.00	\$35.25	35.25

PROPRIETARY dōTERRA ESSENTIAL OIL BLENDS

□	AromaTouch®	15 mL	\$34.67	\$26.00	26.00
□	dōTERRA Balance®	15 mL	\$26.67	\$20.00	20.00
□	dōTERRA Breathe®	15 mL	\$26.67	\$20.00	20.00
□	dōTERRA Cheer®	5 mL	\$33.33	\$25.00	25.00
□	Citrus Bliss®	15 mL	\$20.00	\$15.00	15.00
□	ClaryCalm® Roll On	10 mL	\$32.67	\$24.50	24.50
□	dōTERRA Console®	5 mL	\$49.33	\$37.00	37.00
□	Deep Blue®	5 mL	\$42.67	\$32.00	32.00
□	Deep Blue® Roll On	10 mL	\$85.33	\$64.00	64.00
□	DigestZen®	15 mL	\$41.33	\$31.00	31.00
□	DigestZen® Softgels	60 ct	\$26.00	\$19.50	19.50
□	Elevation	15 mL	\$49.33	\$37.00	37.00
□	dōTERRA Forgive®	5 mL	\$26.67	\$20.00	20.00
□	Immortelle	10 mL	\$92.67	\$69.50	69.50
□	InTune®	10 mL	\$46.00	\$34.50	34.50
□	dōTERRA Motivate®	5 mL	\$30.67	\$23.00	23.00
□	dōTERRA On Guard®	15 mL	\$42.67	\$32.00	32.00
□	dōTERRA On Guard® Beadlets	125 ct	\$20.00	\$15.00	15.00
□	dōTERRA On Guard® + Softgels	60 ct	\$32.67	\$24.50	24.50
□	dōTERRA Passion®	5 mL	\$56.00	\$42.00	42.00
□	PastTense® Roll On	10 mL	\$24.67	\$18.50	18.50
□	dōTERRA Peace®	5 mL	\$37.33	\$28.00	28.00
□	Purify	15 mL	\$24.00	\$18.00	18.00
□	dōTERRA Serenity®	15 mL	\$40.00	\$30.00	30.00
□	Slim & Sassy®	15 mL	\$32.67	\$24.50	24.50
□	Slim & Sassy® Softgels	90 ct	\$46.00	\$34.50	34.50
□	TerraShield®	15 mL	\$14.00	\$10.50	10.50

#	ESSENTIAL OILS	UNIT	RETAIL	WHSL	PV
PROPRIETARY dōTERRA ESSENTIAL OIL BLENDS					
□	TerraShield® Spray	30 mL	\$26.00	\$19.50	17.00
□	TriEase® Blend Softgels	60 ct	\$30.00	\$22.50	20.00
□	Whisper®	5 mL	\$32.00	\$24.00	24.00
□	Zendocrine®	15 mL	\$32.67	\$24.50	24.50
□	Zendocrine® Softgels	60 ct	\$32.67	\$24.50	21.50
dōTERRA ESSENTIAL OIL COLLECTIONS					
□	AromaTouch® Kit	Kit	\$146.67	\$110.00	100.00
□	dōTERRA Emotional Aromatherapy® Kit	Kit	\$212.00	\$159.00	150.00
□	dōTERRA Touch® Kit	Kit	\$225.33	\$169.00	160.00
□	Yoga Collection	Kit	\$69.33	\$52.00	50.00
ESSENTIAL OIL ACCESSORIES					
□	Aroma Lite Diffuser	Single	\$119.93	\$89.95	40.00
□	Fractionated Coconut Oil	115 mL	\$16.00	\$12.00	12.00
□	Lumo™ Diffuser	Single	\$93.33	\$70.00	40.00
□	Petal Diffuser	Single	\$62.67	\$47.00	20.00
WELLNESS					
□	Alpha CRS® +	120 Veg Caps	\$92.67	\$69.50	69.50
□	dōTERRA a2z Chewable™	60 Tablets	\$26.00	\$19.50	15.00
□	dōTERRA a2z Chewable™/IQ Mega® Pack	2 Pack	\$52.67	\$39.50	25.00
□	Bone Nutrient Essential Complex	120 Caps	\$23.33	\$17.50	12.00
□	DDR Prime®	30 mL	\$73.33	\$55.00	55.00
□	DDR Prime® Softgels	60 Caps	\$73.33	\$55.00	55.00
□	Deep Blue Polyphenol Complex®	60 Veg Caps	\$79.33	\$59.50	59.50
□	DigestTab®	100 Tablets	\$18.67	\$14.00	10.00
□	GX Assist® GI Cleansing Formula	60 Softgels	\$34.67	\$26.00	26.00
□	IQ Mega®	150 mL	\$46.00	\$34.50	30.00
□	dōTERRA Lifelong Vitality Pack®	3 Bottles	\$106.00	\$79.50	60.00
□	Microplex VMz®	120 Veg Caps	\$52.67	\$39.50	39.50
□	Mito2Max®	60 Caps	\$52.67	\$39.50	39.50
□	PB Assist®+ Probiotic Defense Formula	30 Veg Caps	\$46.00	\$34.50	34.50
□	PB Assist® Jr	30 Sachets	\$32.67	\$24.50	20.00
□	Phytoestrogen Essential Complex	60 Caps	\$52.67	\$39.50	39.50
□	TerraGreens®	30 Servings	\$37.33	\$28.00	20.00
□	DigestZen TerraZyme® Digestive Enzyme Complex	90 Veg Caps	\$50.00	\$37.50	37.50
□	Trim Kit (4 Slim & Sassy + 2 Shakes)	Choc/Vanilla	\$200.00	\$150.00	125.00
□	TrimShake Chocolate	40 Servings	\$52.67	\$39.50	25.00
□	TrimShake Vanilla	40 Servings	\$52.67	\$39.50	25.00
□	V Shake	40 Servings	\$52.67	\$39.50	25.00
□	vEO Mega®	120 Softgels	\$66.00	\$49.50	49.50
□	Zendocrine® Detoxification Complex	60 Veg Caps	\$32.67	\$24.50	24.50
PERSONAL CARE					
□	Anti-aging Eye Cream	.5 oz	\$60.00	\$45.00	45.00
□	Brightening Gel	1 fl oz	\$46.00	\$34.50	34.50
□	Citrus Bliss® Hand Lotion	2.5 fl oz	\$9.27	\$6.95	5.00
□	Hand & Body Lotion	6.7 fl oz	\$20.00	\$15.00	13.00
□	HD Clear® Facial Lotion	1.7 fl oz	\$45.33	\$34.00	34.00
□	HD Clear® Foaming Face Wash	1.7 fl oz	\$28.00	\$21.00	21.00
□	HD Clear® Roll On	10 mL	\$28.00	\$21.00	21.00
□	Hydrating Cream	1.7 oz	\$46.00	\$34.50	34.50
□	Reveal Facial System	2 Part	\$80.00	\$60.00	60.00
□	dōTERRA Salon Essentials® Healthy Hold Glaze	4 fl oz	\$24.00	\$18.00	15.00
□	dōTERRA Salon Essentials® Protecting Shampoo	8.46 fl oz	\$26.00	\$19.50	19.50
□	dōTERRA Salon Essentials® Root to Tip Serum	30 mL	\$46.67	\$35.00	35.00
□	dōTERRA Salon Essentials® Smoothing Conditioner	8.46 fl oz	\$30.67	\$23.00	23.00
□	Spa Moisturizing Bath Bar	4 oz	\$9.00	\$6.75	5.00
□	Spa Refreshing Body Wash	8.45 oz	\$17.00	\$12.75	10.00
□	Spa Exfoliating Body Scrub	8 oz	\$26.00	\$19.50	15.00
□	Spa Detoxifying Mud Mask	4 oz	\$19.33	\$14.50	12.00
□	Spa Replenishing Body Butter	7 oz	\$23.33	\$17.50	15.00
□	Spa Lip Balm (Original, Herbal, or Tropical)	.16 fl oz	\$8.67	\$6.50	5.00
□	Spa Rose Hand Lotion	3.3 fl oz	\$20.00	\$20.00	0.00
□	Tightening Serum	1 fl oz	\$66.00	\$49.50	49.50
□	Verâge® Skin Care Collection	Kit	\$112.66	\$84.50	70.00
LIVING					
□	dōTERRA Breathe® Respiratory Drops	30 Lozenges	\$19.33	\$14.50	14.50
□	dōTERRA Breathe® Vapor Stick	.4 oz	\$11.33	\$8.50	5.00
□	Correct-X® Essential Ointment	15 mL	\$16.00	\$12.00	10.00
□	Deep Blue® Rub	4 oz	\$39.00	\$29.25	29.25
□	dōTERRA On Guard® Cleaner Concentrate	12 oz	\$19.33	\$14.50	10.00
□	dōTERRA On Guard® Foaming Hand Wash	16 oz	\$24.67	\$18.50	18.50
□	dōTERRA On Guard® Foaming Hand Wash Dispenser	Single	\$2.67	\$2.00	0.00
□	dōTERRA On Guard® Foaming Hand Wash & 2 Disp	Combo	\$30.00	\$22.50	18.50
□	dōTERRA On Guard® Natural Whitening Toothpaste	4.2 oz	\$11.33	\$8.50	5.00
□	dōTERRA On Guard® Protecting Throat Drops	30 Lozenges	\$19.33	\$14.50	14.50
□	dōTERRA On Guard® Sanitizing Mist	.9 fl oz	\$8.67	\$6.50	5.00
□	dōTERRA Serenity® Restful Complex Softgels	60 Softgels	\$26.00	\$19.50	17.00

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 healthcare 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.

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

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 (90%) or a refund of (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. If Member desires to use physical form to enroll, Member agrees to cutoff payment card information from physical form and shred payment card information prior to submitting physical form to dōTERRA. By creating a Membership with dōTERRA, Member consents to the processing of the personal data contained in Member’s Membership and the transfer of such personal data, together with information about the Member’s purchase activities, to any of dōTERRA’s worldwide subsidiaries and affiliated companies, and to others who are in a sales organization or distribution chain, for the purpose of administering the sales and distribution of dōTERRA’s products and providing reports to its Wellness Advocates of sales activity in their 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. 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.

*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

<input type="checkbox"/> Home Essentials Kit • \$275.00 225 PV <input type="checkbox"/> Cleanse & Restore Kit • \$245.00 175PV <input type="checkbox"/> AromaTouch Diffused • \$150.00 100 PV <input type="checkbox"/> Family Essentials & Beadlets • \$150.00 110PV <input type="checkbox"/> Emotional Aromatherapy Diffused Kit • \$195.00 145PV	USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE			<input type="checkbox"/> Wellness Advocate Introductory Packet • \$35.00 Qty Other Products _____ _____ _____ _____ _____ * Points will be redeemable 60 days following enrollment if qualifications are met.
	<input type="checkbox"/> Natural Solutions Kit • Save \$228.95 • Cost \$550.00 400PV	<input type="checkbox"/> Every Oil Kit • Save \$630.25 • Cost \$1,825.00 1425PV	<input type="checkbox"/> Diamond Kit • Save \$866.25 • Cost \$2,650.00 2000PV	
Start at 10%	Start at 15% and Receive 100 LRP Points*	Start at 20% and Receive 200 LRP Points*	Start at 25% and Receive 400 LRP Points*	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*:

<input type="checkbox"/> Health Essentials: LLV, DDR Prime®, Lemon, 125 PV	Qty	Product	
<input type="checkbox"/> Digestive: LLV, GX Assist® PB Assist®+, DigestZen TerraZyme®, Zendocrine® Softgels, 127.5 PV			
<input type="checkbox"/> Women’s Health: Women’s Health Kit, LLV, Serenity Bath Bar, 125 PV			
<input type="checkbox"/> Children’s Health: a2z/iQ Mega® Pack, InTune® dōTERRA OnGuard®, Citrus Bliss® dōTERRA Balance® 126.5 PV			
<input type="checkbox"/> Skin Care: Veráge® Skin Care System, Hand and Body Lotion, Lavender, Melaleuca, Citrus Bliss® Invigorating Bath Bar, 129.5 PV			
<input type="checkbox"/> Slim & Sassy® Trim Kit: Four 15 mL bottles Slim & Sassy® Metabolic Blend, 1 Chocolate TrimShake, 1 Vanilla TrimShake, 125 PV			
	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 Acknowledge Terms on Back by Signing

I want to be a Wellness Advocate of dōTERRA International LLC. Please charge my payment method for the items and programs requested above. I have read and agree to the terms and conditions found on the back of this Wellness Advocate Agreement (form 2011-C) 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.doterratools.com)

Applicant Signature	Co-Applicant Signature	Date
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Credit card information must be submitted through online enrollment at www.mydoterra.com. Credit card information submitted will be stored through dōTERRA. Upon the approval of the order, credit card information should be removed and shredded from this form. Same as above address

Credit Card No	Verification Code	Expiration Date	Billing Address
Name as it appears on CC		Billing Zip Code	City, State

Signature

- 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 pay 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 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.** If Member desires to use physical form to enroll, Member agrees to cut off payment card information from physical form and shred payment card information prior to submitting physical form to dōTERRA. 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. If you do not want this personal data processed or transferred as described herein, please do not create a Wellness Advocate account with dōTERRA.

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

Signature

