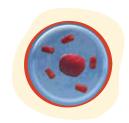
Essential Emotions

feel good

MORE OFTEN?



You are created to function as a whole.

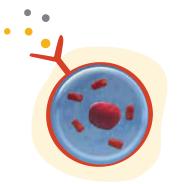


Your body is made of intelligent cells, designed to continually restore health.

EMOTIONS & YOUR BODY -----

"THE 3 BRAINS"

Science reveals there are complex neuralprocessing functions in the mind, heart, and gut.



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

C)

MIND "The Director"

The subconscious mind directs over 90% of behavior.



HEART "The Discerner"

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



GUT "The Processor"

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



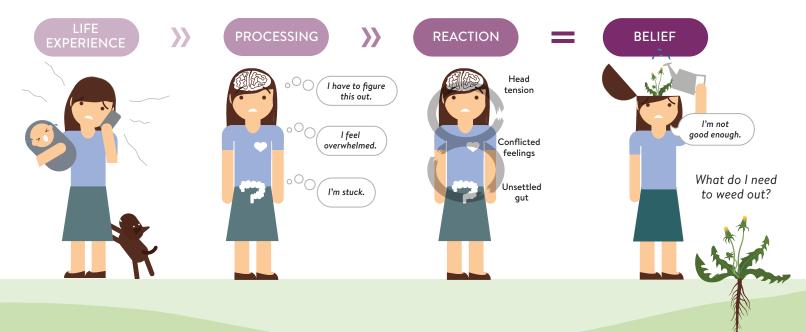
CONNECTION = WELLNESS

Connect the 3 brains to feel good.

"Feelings are really chemicals that can help or hurt."

- Dr. Candace Pert, Neuroscientist, Pharmacologist

EMOTIONS & YOUR BELIEFS



ESSENTIAL OILS SUPPORT healthy EMOTIONS

ESSENTIAL OILS:

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







DID YOU KNOW?

1 single drop of oil = 40 million trillion molecules

These chemical compounds service every cell of the body in a matter of minutes.

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



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

${f G}$ Certified Pure Therapeutic Grade $^{\cdot}$



Extracted from plants harvested in their natural habitat



in-house and 3rd party testing



Verified pure and filler free

HOW TO USE

AROMATIC

shift MOOD



Smell is the fastest way to affect mood.

Aromatic molecules have direct access to the limbic area, or emotional seat, of the brain.



STRESS

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

DID YOU KNOW?

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



stimulate SELF-REPAIR



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



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



Apply over stomach area or bottoms of feet.



GRIEF

Supports emotional cleansing and respiratory function.

NTERNAL

OPICA

balance CHEMICAL REACTIONS

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



VULNERABILITY

Gives emotional strength and boosts immune function.

Lifestyle choices to support healthy emotions

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

MOMENT-BY-MOMENT Support

WHAT ARE YOU FEELING NOW?

dōTERRA

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

"You fill a bucket drop by drop. You clear your mind thought by thought. You heal yourself moment by moment."

- Lisa Wimberger, Founder, Neurosculpting Institute



MOTIVATE®

Encouraging Blend

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



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



CHEER® **Uplifting Blend**

Create a bright disposition, cheerful attitude, and boost happiness and positivity.







PASSION® Inspiring Blend

Rekindle excitement and inspire the willingness to take risks and make new discoveries.



FORGIVE® Renewing Blend

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

FOUNDATIONAL SUPPORT -----

What do I want to plant?



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

Essential oils enhance absorption of nutrition on a cellular level.



Cleanse and restore gut health.

Digestive function is scientifically linked to mood.



dōTERRA Lifelong Vitality Pack®

Support your gut health → support your mood!

hoose the best kit for you



NATURAL SOLUTIONS KIT

\$550.00 400 PV+



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



EMOTIONAL AROMATHERAPY DIFFUSED KIT

\$195.00 145 PV+



Includes:

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



FAMILY ESSENTIALS KIT AND BEADLETS

\$150.00 110 PV+



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

THE SMARTEST WAY TO BUY: Loyalty Rewards

RETAIL
Order through
your Wellness
Advocate

OR

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



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

Starting Product Credit%:

10%	15%	20%	25%	30%

RECOMMENDATIONS FOR EMOTIONAL SUPPORT

MONTH 1:



+



(160 PV)

dōTERRA Lifelong Vitality Pack,® dōTERRA Emotional Aromatherapy® Touch Kit

MONTH 2:







(184 PV)

 $\label{eq:dotERRA} \ \, \text{Lifelong Vitality Pack,} ^{@} \ \, \text{DigestZen TerraZyme,} ^{@} \ \, \text{PB Assist} ^{@} +, \ \, \text{Citrus Bliss,} ^{@} \ \, \text{Elevation}$

MONTH 3:



+



(134.50 PV)

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

MORE OILS FOR EMOTIONAL SUPPORT

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

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

GROUNDING: Frankincense, Vetiver, Cedarwood, Douglas Fir,

Pink Pepper

GOTENPA,





SUPPORT FOR CHILDREN



dōTERRA a2z Chewable™ IQ Mega®

PB Assist® Jr

dōTERRA Kids Collection



WHOSE LIVES DO YOU WANT TO CHANGE?

CHANGE MY LIFE!





ive THE **W**ELLNESS LIFESTYLE

Get your Live Guide and schedule your lifestyle overview

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

CHANGE OTHERS' LIVES!





share

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 doTERRA business with proven training and powerful support.
- · Create lasting residual income and greater freedom in your life!+

someone else's life." — Emily Wright

dōTERRA essential oils, you are changing

"Every time you buy a bottle of

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

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



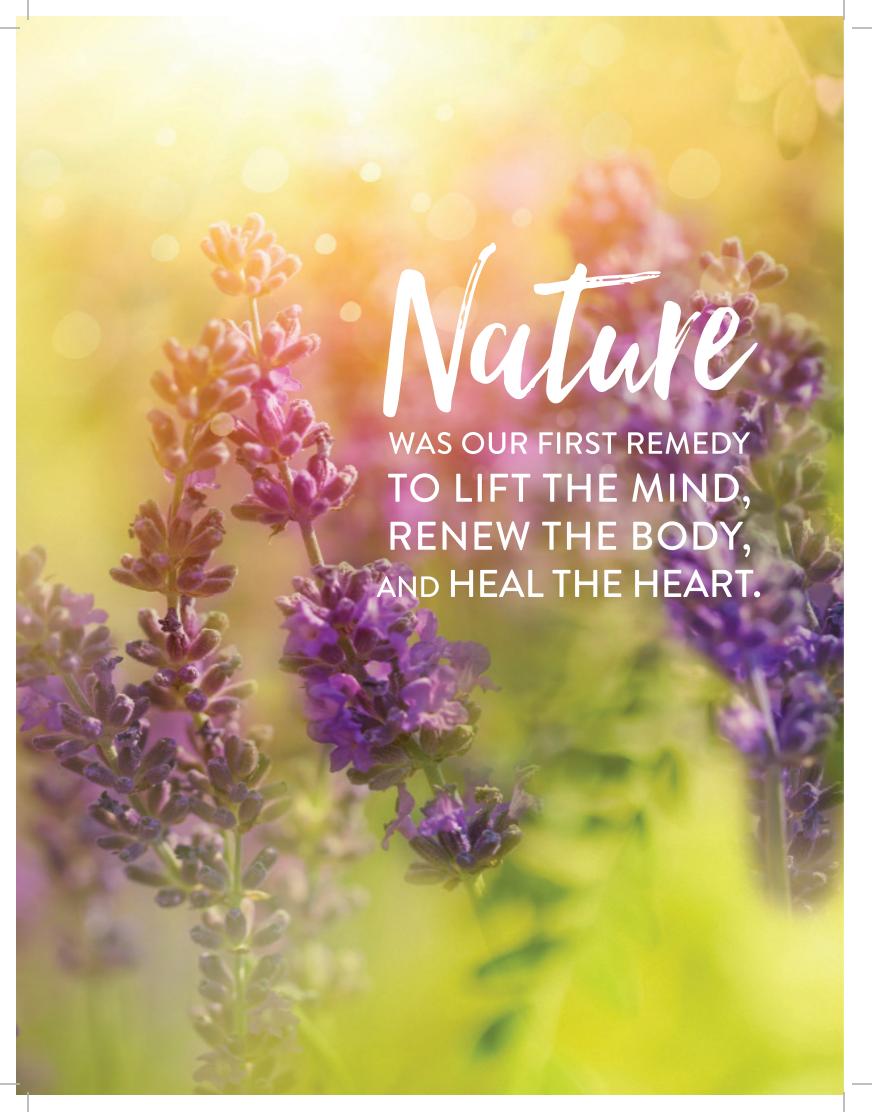
Every purchase changes growers' lives and their communities for the better through dōTERRA Co-Impact Sourcing® and dōTERRA

Healing Hands Foundation® initiatives.

CHANGE THE WORLD:

PRODUCT PRICE LIST

TG CERTIFIED PURE THERAPEUTI	C GRADE®				PROPRIETARY doTERRA ESSENTIAL C	IL BLENDS			
Arborvitae	5 mL	\$29.33	\$22.00	22.00	☐ TerraShield® Spray	30 mL	\$26.00	\$19.50	17.
Basil	15 mL	\$26.67	\$20.00	20.00	☐ TriEase® Blend Softgels	60 ct	\$30.00	\$22.50	20
Bergamot	15 mL	\$36.67	\$27.50	27.50	☐ Whisper®	5 mL	\$32.00	\$24.00	24.
Black Pepper	5 mL	\$29.33	\$22.00	22.00	☐ Zendocrine®	15 mL	\$32.67	\$24.50	24
Blue Tansy	5 mL	\$126.67	\$95.00	95.00	☐ Zendocrine® Softgels	60 ct	\$32.67	\$24.50	21
Cardamom	5 mL	\$34.67	\$26.00	26.00	dōTERRA ESSENTIAL OIL COLLECTIO	NS			
Cassia	15 mL	\$25.33	\$19.00	19.00		Kit	¢146.67	£110.00	100
Cedarwood	15 mL	\$17.33	\$13.00	13.00	AromaTouch® Kit	Kit	\$146.67 \$212.00	\$110.00 \$159.00	100
Cinnamon	5 mL	\$28.00	\$21.00	21.00	☐ dōTERRA Emotional Aromatherapy® Kit☐ dōTERRA Kids Collection Roll-ons	Kit	\$126.67	\$95.00	85
Clary Sage	15 mL	\$48.67	\$36.50	36.50	dōTERRA Touch® Kit	Kit	\$225.33	\$169.00	160
Clove	15 mL	\$18.67	\$14.00	14.00	Yoga Collection	Kit	\$69.33	\$52.00	50
Copaiba	15 mL	\$46.67	\$35.00	35.00	I loga collection	KIL	\$09.55	\$32.00	50
Copaiba Softgels	60 ct	\$42.67	\$32.00	30.00	# ESSENTIAL OILS	UNIT	RETAIL	WHSL	Р
Cypress	15 mL	\$20.67	\$15.50	15.50	ESSENTIAL OUL ACCESSORIES				
Douglas Fir	5 mL 15 mL	\$26.00 \$18.67	\$19.50 \$14.00	19.50 14.00	ESSENTIAL OIL ACCESSORIES				
Eucalyptus Fennel	15 mL	\$20.00	\$15.00	15.00	Fractionated Coconut Oil	115 mL	\$16.00	\$12.00	1.
-rankincense	15 mL	\$20.00	\$69.75	69.75	☐ Lumo™ Diffuser	Single	\$93.33	\$70.00	40
Geranium	15 mL	\$36.00	\$27.00	27.00	Petal Diffuser	Single	\$62.67	\$47.00	20
Ginger	15 mL	\$52.00	\$39.00	39.00	WELLNESS				
Grapefruit	15 mL	\$21.33	\$16.00	16.00	WELLNESS				
Green Mandarin	15 mL	\$37.33	\$28.00	28.00	☐ dōTERRA a2z Chewable™	60 Tablets	\$26.00	\$19.50	1:
Helichrysum	5 mL	\$100.00	\$75.00	75.00	☐ dōTERRA a2z Chewable™/IQ Mega® Pack	2 Pack	\$52.67	\$39.50	2
lasmine Touch	10mL	\$56.00	\$42.00	42.00	□ dōTERRA Breathe® Respiratory Drops	30 Lozenges	\$19.33	\$14.50	1-
Juniper Berry	5 mL	\$25.33	\$19.00	19.00	☐ dōTERRA Breathe® Vapor Stick	.4 oz	\$11.33	\$8.50	
Lavender	15 mL	\$28.00	\$21.00	21.00	Bone Nutrient Essential Complex	120 Caps	\$23.33	\$17.50	1
.emon	15 mL	\$13.33	\$10.00	10.00	☐ DDR Prime® (available November 2018)	15 mL	\$37.33	\$28.00	2
emongrass	15 mL	\$13.33	\$10.00	10.00	□ DDR Prime® Softgels	60 Caps	\$73.33	\$55.00	5
ime	15 mL	\$17.33	\$13.00	13.00	☐ Deep Blue Polyphenol Complex®	60 Veg Caps	\$79.33	\$59.50	5
Magnolia Touch	10 mL	\$37.33	\$28.00	26.00	☐ DigestTab®	100 Tablets	\$18.67	\$14.00	1
Marjoram	15 mL	\$25.33	\$19.00	19.00	☐ GX Assist® GI Cleansing Formula	60 Softgels	\$34.67	\$26.00	2
Melaleuca	15 mL	\$25.33	\$19.00	19.00	☐ IQ Mega®	150 mL	\$46.00	\$34.50	3
Melissa	5 mL	\$180.00	\$135.00	135.00	☐ dōTERRA Lifelong Vitality Pack®	3 Bottles	\$106.00	\$79.50	6
Ayrrh	15 mL	\$69.33	\$52.00	52.00	☐ Mito2Max®	60 Caps	\$52.67	\$39.50	3
Veroli Touch	10 mL	\$69.33	\$52.00	52.00	☐ PB Assist®+ Probiotic Defense Formula	30 Veg Caps	\$46.00	\$34.50	3
Dregano	15 mL	\$32.00	\$24.00	24.00	dōTERRA On Guard® Protecting Throat Drops	30 Lozenges	\$19.33	\$14.50	1
Patchouli	15 mL	\$39.33	\$29.50	29.50	☐ PB Assist® Jr	30 Sachets	\$32.67	\$24.50	2
Peppermint	15 mL	\$27.33	\$20.50	20.50	Phytoestrogen Essential Complex	60 Caps	\$52.67	\$39.50	3
Peppermint Beadlets	125 ct	\$15.33	\$11.50	11.50	dōTERRA Serenity® Restful Complex Softgels	60 Softgels	\$26.00	\$19.50	1
Petitgrain	15 mL	\$34.67	\$26.00	26.00	☐ TerraGreens®	30 Servings	\$37.33	\$28.00	20
Pink Pepper	5 mL	\$29.33	\$22.00	22.00	DigestZen TerraZyme® Digestive Enzyme Complex	90 Veg Caps	\$50.00	\$37.50	3
Roman Chamomile	5 mL	\$60.00	\$45.00	45.00	Trim Kit (4 Slim & Sassy + 2 Shakes)	Choc/Vanilla	\$200.00	\$150.00	12
Rosemary	15 mL	\$18.67	\$14.00	14.00	☐ TrimShake Chocolate	40 Servings	\$52.67	\$39.50	2
Rose Touch	10mL	\$100.00	\$75.00	75.00	TrimShake Vanilla	40 Servings	\$52.67	\$39.50	2
Hawaiian Sandalwood	5 mL	\$82.33	\$61.75	61.75	☐ V Shake	40 Servings	\$52.67	\$39.50	2
Sandalwood	5 mL	\$82.33	\$61.75	61.75	Vegan Micropex VMz	102 Veggie Caps	\$66.00	\$49.50	3
Siberian Fir	15mL	\$26.67	\$20.00	20.00	☐ Zendocrine® Detoxification Complex	60 Veg Caps	\$32.67	\$24.50	2
Spearmint	15 mL	\$38.67	\$29.00	29.00	PERSONAL CARE				
Spikenard	5 mL	\$66.00	\$49.50	49.50					
angerine	15 mL	\$20.00	\$15.00	15.00	Anti-Aging Eye Cream	.5 fl oz	\$60.00		4
urmeric	15 mL	\$37.33	\$28.00	28.00	☐ Brightening Gel	1 fl oz	\$46.00	\$34.50	3
/etiver	15 mL	\$46.00	\$34.50	34.50	Citrus Bliss® Hand Lotion	2.5 fl oz	\$9.27	\$6.95	
Wild Orange	15 mL	\$14.00	\$10.50	10.50	Correct-X® Essential Ointment	15 mL	\$16.00	\$12.00	1
Vintergreen	15 mL	\$25.33	\$19.00	19.00	Deep Blue® Rub	4 fl oz	\$39.00	\$29.25	2
'arrow POM (available December 2018)	30 mL	\$126.67	\$95.00	95.00	Hand & Body Lotion	6.7 fl oz	\$20.00	\$15.00	1
ʻlang Ylang	15 mL	\$47.00	\$35.25	35.25	HD Clear® Facial Lotion	1.7 fl oz	\$45.33	\$34.00	3
OPRIETARY döTERRA ESSENTIAL (JII BI ENIDO				☐ HD Clear® Foaming Face Wash	1.7 fl oz	\$28.00	\$21.00	2
					HD Clear® Roll On	10 mL	\$28.00	\$21.00	2
AromaTouch®	15 mL	\$34.67	\$26.00	26.00	☐ Hydrating Cream ☐ dōTERRA On Guard® Cleaner Concentrate	1.7 oz	\$46.00	\$34.50 \$14.50	3
ōTERRA Balance®	15 mL	\$26.67	\$20.00	20.00	doTERRA On Guard® Cleaner Concentrate doTERRA On Guard® Foaming Hand Wash	12 fl oz 16 fl oz	\$19.33 \$24.67	\$14.50 \$18.50	
IōTERRA Breathe®	15 mL	\$26.67	\$20.00	20.00	doTERRA On Guard® Foaming Hand Wash	Single	\$24.67	\$18.50	1
IōTERRA Cheer®	5 mL	\$33.33	\$25.00	25.00	doTERRA On Guard® Mouthwash	16 fl oz	\$19.33	\$14.50	1
Citrus Bliss®	15 mL	\$20.00	\$15.00	15.00	doTERRA On Guard® Natural Whitening Toothpaste	4.2 oz	\$19.33	\$14.50	1
ClaryCalm® Roll On	10 mL	\$32.67	\$24.50	24.50	Reveal Facial System	4.2 oz 2 Part	\$80.00	\$60.00	6
IōTERRA Console®	5 mL	\$49.33	\$37.00	37.00	dōTERRA Salon Essentials® Healthy Hold Glaze	4 fl oz	\$24.00	\$18.00	1
Deep Blue®	5 mL	\$42.67	\$32.00	32.00	doTERRA Salon Essentials® Protecting Shampoo	8.46 fl oz	\$24.00	\$19.50	1
Deep Blue® Roll On	10 mL	\$85.33	\$64.00	64.00	doTERRA Salon Essentials® Root to Tip Serum	30 mL	\$46.67	\$35.00	3
DigestZen® DigestZen® Softgels	15 mL 60 ct	\$41.33 \$26.00	\$31.00 \$19.50	31.00 15.00	doTERRA Salon Essentials® Smoothing Conditioner	8.46 fl oz	\$30.67	\$23.00	2
Elevation	15 mL	\$49.33	\$19.50	37.00	dōTERRA On Guard® Sanitizing Mist	.9 fl oz	\$8.67	\$6.50	_
ōTERRA Forgive®	5 mL	\$26.67	\$20.00	20.00	☐ Spa Moisturizing Bath Bar	4 oz	\$9.00	\$6.75	
mmortelle	10 mL	\$92.67	\$69.50	69.50	Natural Deodorant with dōTERRA Balance®	2.65 oz	\$11.67	\$8.75	
nTune®	10 mL	\$46.00	\$34.50	34.50	☐ Spa Refreshing Body Wash	8.45 fl oz	\$17.00	\$12.75	1
lōTERRA Motivate®	5 mL	\$30.67	\$23.00	23.00	☐ Spa Exfoliating Body Scrub	8 oz	\$26.00	\$19.50	1
IōTERRA On Guard®	15 mL	\$42.67	\$32.00	32.00	☐ Spa Detoxifying Mud Mask	4 oz	\$19.33	\$14.50	1
IōTERRA On Guard® Beadlets	125 ct	\$20.00	\$15.00	15.00	Spa Replenishing Body Butter	7 oz	\$23.33	\$17.50	1
IōTERRA On Guard® + Softgels	60 ct	\$32.67	\$24.50	21.00	Spa Hydrating Body Mist W/Beautiful Blend	4.2 fl oz	\$33.33	\$25.00	2
IōTERRA Passion®	5 mL	\$56.00	\$42.00	42.00	☐ Spa Rose Hand Lotion	3.3 fl oz	\$20.00	\$20.00	
	10 mL	\$24.67	\$18.50	18.50	☐ Tightening Serum	1 fl oz	\$66.00	\$49.50	4
PastTense® Roll On				28.00	☐ Veráge® Skin Care Collection	Kit	\$112.66	\$84.50	7
	5 ml₋	\$3/33	\$28.00						
PastTense® Roll On JōTERRA Peace® Purify	5 mL 15 mL	\$37.33	\$28.00 \$18.00						
lōTERRA Peace® Purify	15 mL	\$24.00	\$18.00	18.00					
					Disclaimer: This information is intended for educating for medical care or to prescribe treatment for any s				



dōTERRA

WHOLESALE CUSTOMER SIGNUP - US

STEP 1 Personal Ir	nformation							
First & Last Name			Home Phone					
Co-Applicant Name (if applicable)			Work Phone					
Street Address			Email					
City, State, Postal Code			Date of Birth M	IM/DD/YYYY				
Mobile Phone			Co-Applicant D	ate of Birth				
Enrolling Sponsor	Phone No. or Wellness Ad	lvocate No.	Placement Spor	nsor (if different)	Phone N	No. or Wellness Advocate No.		
STEP 2 Choose an	Enrollment Option							
	USE THE FAST TRACK F	PLANS TO S	ΤΔΡΤ ΔΤ Δ ΗΙΟ	HER PERCENTAGE	□ w	holesale Customer		
Home Essentials Kit • \$275.00 225 PV		□ Every Oil Kit				doTERRA Introductory Packet • \$35.00		
☐ Cleanse & Restore Kit • \$245.00 175 PV			t)7.25	□ Diamond Kit• Save \$1,014.95	Qty Other Products			
AromaTouch Diffused • \$150.00 100 PV	• Cost \$550.00	• Cost \$1,9	50.00	• Cost \$2,750.00 2100 PV				
☐ Family Essentials & Beadlets	400 PV	1550 PV						
• \$150.00 110 PV Emotional Aromatherapy								
Diffused Kit • \$195.00 145 PV	Diffused Kit				Points will be redeemable 60 days following enrollment if qualifications are me			
Start at 10%	Start at 15%	Start a		Start at 25%		30%		
050/ WILL D	and Receive 100 LRP Points*	and Receive 20	00 LRP Points*	and Receive 400 LRP Points*				
25% Wholesale Discount						+ 25%		
Total Savings and Product Credit	S				>	= 55%		
STEP 3 Monthly Lo	oyalty Rewards Program ((Optional)	Shipping	g: Ship to address above	Hold	for pick up at Product Center		
Favorite LRP Selections*:		Qty Produ				nts: As a Loyalty Rewards arn up to 30% of your purchase		
Health Essentials: LLV, DDR					be redeemed for free product.			
☐ Digestive: LLV, GX Assist,® PB As Zendocrine® Softgels				l l	he Month Club: Set your LRP order on or before 125 PV or higher and receive the free Product			
	Health Kit, LLV, Serenity Bath Bar, 125 PV			of the Month.	i ingrior (and receive the free Freduct		
	ega® Pack, InTune,® dōTERRA OnGuard,® ss,® dōTERRA Balance,® 126.5 PV				RP order: (1–13, 16–28)			
Skin Care: Veráge® Skin Care Sy	ystem, Hand and Body Lotion, Lavender, iss® Invigorating Bath Bar, 129.5 PV			Ship to address abo	bove Hold for pick up at Product Center			
Slim & Sassy® Trim Kit: Fou Blei	r 15 mL bottles Slim & Sassy® Metabolic nd, 1 Chocolate TrimShake, 1 Vanilla nShake, 125 PV		TOTAL		(Note: Your first Loyalty Rewards shipment will begin the month following your enrollment)			
STEP 4 Payment In	nformation							
	- 114 - 0 - 114							
Check or Cre	edit Card (Please contact Memb	er Services)						
CTED E CALL	les Tanna an Buill als	tur tur et						
	lge Terms on Back by Sig							
I want to be a Wholesale Customer of döTER döTERRA account. (This form can also be for	RRA International LLC. I have read and agree to the und at www.doterra.com)	terms and condition	ns found on the back o	of this Wholesale Customer Signup. I agre	ee that I do	not currently have an interest in any		
Applicant Signature		Co-Ap	olicant Signature			Date		

≪Sign the Back

dōTERRA

WHOLESALE CUSTOMER SIGNUP AGREEMENT - Terms and Conditions

- 1.Membership: A Wholesale Customer Membership ("Membership") allows you to purchase doTERRA 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. doTERRA 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. doTERRA 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, doTERRA 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, doTERRA 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 doTERRA; 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 doTERRA 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 doTERRA 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 doTERRA 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 doTERRA products purchased through the Membership.
- 6.Limitation of Liability. doTERRA, 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 doTERRA 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 doTERRA products that Member personally purchased from the doTERRA 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 Útah 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 doTERRA 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 doTERRA 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 doTERRA products, sales aids, or services.
- 10.Survival. Sections 6, 7, 8, 9, and 11 of these terms and conditions, shall survive the termination of the Membership.
- 11.Data. By creating a Membership with dōTERRA, Member consents to the processing of 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 doTERRA'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 doTERRA.
- 12.Amendment. Member agrees that these terms and conditions may be amended at any time at the sole discretion of doTERRA, and Member agrees that upon 30 days' notice any such amendment will apply to Member. Notification of amendments will be published in official doTERRA materials including the Company's official website. The continuation of purchases of doTERRA products shall constitute Member's acceptance of any and all doTERRA amendments to the terms and conditions.

Signature

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

WELLNESS ADVOCATE AGREEMENT - US

STEP 1 Personal II	nformation							
First & Last Name			Home Phone					
Co-Applicant Name (if applicable)			Work Phone	Work Phone				
Company Name (if applicable, requires	business application addendum)		Email	Email				
Street Address			Date of Birth M	1M/DD/YYYY				
City, State, Postal Code			Co-Applicant D	ate of Birth				
Mobile Phone			Social Security	No. or Tax ID No. (Nee	ded for potential earnings)			
Enrolling Sponsor	Phone No. or Wellness	Advocate No.	Placement Spo	onsor (if different)	Phon	ne No. or Wellness Advocate No.		
STEP 2 Choose an	Enrollment Option							
□ Home Essentials Kit		Every 0 • Save	il Kit \$697.25 \$1,950.00	Diamond Kit Save \$1,014.95 Cost \$2,750.00 2100 PV		Wellness Advocate Introductory Packet • \$35.00 / Other Products oints will be redeemable 60 days illowing enrollment if qualifications are met.		
Start at 10%	Start at 15% and Receive 100 LRP Points*	$\overline{}$	t at 20% e 200 LRP Points*	Start at		30%		
Total Savings and Product Credits Shipping: □ Ship to address above	☐ Hold for pick up at Product Cent	ter			→	+ 25% = 55%		
STEP 3 Monthly Lo	yalty Rewards Program	(Optional)		☐ For	personal consi	umption (not for resale)		
Favorite LRP Selections*: Health Essentials: LLV, DDR Prime, Lemon, 125 PV Digestive: LLV, GX Assist, PB Assist, DigestZen TerraZyme, Zendocrine, Softgels, 127.5 PV Women's Health: Women's Health Kit, LLV, Serenity Bath Bar, 125 PV Children's Health: a2z/IQ Mega, Pack, InTune, dōTERRA OnGuard, Citrus Bliss, dōTERRA Balance, 126.5 PV Skin Care: Veráge, Skin Care System, Hand and Body Lotion, Lavender, Melaleuca, Citrus Bliss, Invigorating Bath Bar, 129.5 PV Slim & Sassy, Trim Kit: Four 15 mL bottles Slim & Sassy, Metabolic Blend, 1 Chocolate TrimShake, 1 Vanilla TrimShake, 125 PV			TOTAL	participar back in purpose the 15th of the Mc Date to s Ship t	Loyalty Rewards Points: As a Loyalty Rewards participant, you can earn up to 30% of your pure back in points that can be redeemed for free product of the Month Club: Set your LRP order the 15th for 125 PV or higher and receive the fof the Month. Date to ship LRP order: (1–13, 16–28) Ship to address above Hold for pick up at (Note: Your first Loyalty Rewards shipment will begin to following your enrollment)			
STEP 4 Payment II	nformation edit Card (Please contact Mem	ber Services	5)					
STEP 5 Acknowled	Ige Terms on Back by Si	gning						
I want to be a Wellness Advocate of dōTERRA	International LLC. I have read and agree to the to	erms and condit						
doterra.com) Applicant Signature			Applicant Signature	Date				

[≪]Sign the Back

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- 1. **Obligations and Representations.** I understand that as a Wellness Advocate of döTERRA International, LLC ("döTERRA"):
 - I must be of legal age in the state in which I reside.
 - I have the right to offer for sale döTERRA products and services in accordance with the terms and conditions of this Wellness Advocate Agreement.
 - I have the right to build a doTERRA 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.
- honesty and integrity.

 I will use only the sales agreements and order forms which are provided by döTERRA for the sale of goods and services, and I will follow all policies and procedures established by döTERRA for the completion and processing of such agreements and orders.
- Presenting doterra Products and Services. I agree to present the doterra Compensation Plan and doterra products and services as set forth in official doterra 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 döTERRA. I agree that döTERRA may automatically charge my credit card each year in the amount of \$25.00 during the anniversary month of my Contract. döTERRA 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 döTERRA 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 döTERRA 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 döTERRA Policy Manual, any döTERRA Wellness Advocate who is in my current or former downline organization or with whom I became acquainted by virtue of my participation as a döTERRA Wellness Advocate.
- 6. Assignment. I may not assign any rights or delegate my duties under this Contract without the prior written consent of döTERRA. döTERRA may freely assign the Contract at any time. Any attempt to transfer or assign the Contract without the express written consent of döTERRA renders the Contract terminable at the option of döTERRA 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, döTERRA may, in its sole discretion, impose upon me disciplinary action as set forth in the döTERRA 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 döTERRA for any reason, including but not limited to for commissions or bonuses paid on returned product, I authorize döTERRA 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 döTERRA.
- 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.)
- municipal law or regulation, etc.).

 9. Entire Agreement. This Wellness Advocate Agreement, the Sales Compensation Plan, and the döTERRA Policy Manual, in their current forms and as amended by döTERRA in its discretion, together constitute the entire agreement and Contract between döTERRA 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 döTERRA of any breach of the Contract must be in writing and signed by an authorized officer of döTERRA. Waiver by döTERRA 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 doTERRA's trade secrets, confidential information, intellectual property, and other proprietary materials, as set forth more fully in the Policy Manual, shall survive the termination of the Contract.

- 12. Resolution of Conflicts. In the event of any dispute, claim, question, or disagreement arising from or relating to this Wellness Advocate Agreement or the Contract or the breach thereof, the parties hereto shall use their best efforts to settle the dispute, claim, question, or disagreement. To this effect, they shall consult and negotiate with each other in good faith and, recognizing their mutual interests, attempt to reach a just and equitable solution satisfactory to both parties. If they do not reach such solution within a period of 60 days, then, upon notice by either party to the other, all disputes, claims, questions, or differences shall be finally settled by arbitration administered in Provo, Utah, by the American Arbitration Association in accordance with the provisions of its Commercial Arbitration Rules and there shall be no right or authority for any dispute, claim, question or disagreement to be arbitrated on a class action basis. Judgment on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. This agreement to arbitrate shall survive any termination or expiration of the Contract. Notwithstanding this arbitration provision, nothing herein shall prevent doTERRA 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 doTERRA'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 doTERRA 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 doTERRA 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 doTERRA 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 döTERRA 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 döTERRA products, sales aids, or
- 16. Counterparts. Emailed copies of this Wellness Advocate Agreement shall be deemed an original. To be valid, copies submitted to doTERRA by email must include the front and back of the document.
- 17. Data Protection. I give consent for doTERRA 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 doTERRA 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 developmen 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 doTERRA.

Signature

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