

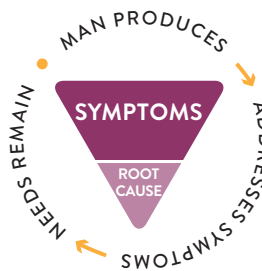
# Natural Solutions

## for healthy, empowered living

Do you need safer, cheaper, more effective health solutions? Throughout history, natural solutions have been used for health. How are they working for you and your family?

### Modern Approach

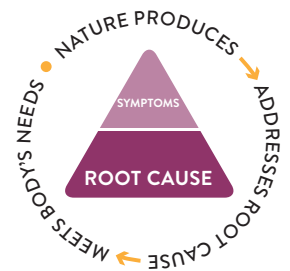
- Designed to manage symptoms
- Made from isolated synthetic agents
- Side effects (known and unknown)
- \$6.5 trillion/year spent on global health care
- Are we healthier?



or

### Natural Approach

- Help address issues and root causes
- Made of natural compounds found in plants that enhance physical and emotional health
- Safe benefits without side effects
- Less time at doctor, fewer copays
- Pennies per use



## Why are people returning to natural solutions?

### NATURAL

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



MAGNIFIED

PEPPERMINT LEAF OIL SAC

### 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!**



#### USE PEPPERMINT TO:

- Cool
- Stay alert and relieve tension
- Promote healthy respiratory function\*
- Promote digestive health\*

### EFFECTIVE

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



Essential oils pass through cell membrane

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



Everyone who uses essential oils has a story about how effective they are.



#### USE MELALEUCA TO:

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

### SAFE

doTERRA® 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 and flavorings.
- THERAPEUTIC:** Unregulated standards lead to misleading label claims, marginal health benefits and compromised quality.



doTERRA's QUALITY and PURITY Standard

#### Most tested. Most trusted.

- Plants harvested in their natural habitat
- Beyond organic, verified pure, free of fillers, and foreign contaminants
- Stringent third party testing ensures powerful benefits without harmful side-effects



#### USE FRANKINCENSE TO:

- Support healthy cellular function\*
- Balance mind and lift mood
- Calm stress and tension
- Promote healthy skeletal and nervous systems\*

\* 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.

# Simple Solutions for your health

## How to use:



### 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.



ONLY CPTG OILS

### INTERNAL

Drop in water, under tongue, or into a veggie capsule to support mouth, throat, digestive, and overall health.

### dōTERRA BREATHE®

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

### DEEP BLUE®

- Apply pre/post workout
- Dilute with Fractionated Coconut Oil for calming and comforting massage
- Apply on lower back muscles after a day of heavy lifting or work

### SLIM & SASSY®

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



### dōTERRA ON GUARD®

- Support healthy immune function\*
- Support healthy respiratory function\*
- Diffuse to cleanse the air

### LEMON

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

STEP 1: Rate yourself 1–10 in each area

STEP 2: List top 3 health priorities

STEP 3: What are these costing you?  
(time, money, energy, etc.)

#### dōTERRA's WELLNESS PYRAMID



①	
②	
③	

①	
②	
③	

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#1  
PRODUCT

30 Day  
Satisfaction  
Guarantee

### dōTERRA SERENITY®

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

dōTERRA

### LIFELONG VITALITY PACK® (LLV) **TOP SELLER**

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\*
- Immune function\*
- Eye, brain, nervous system\*
- Stress management\*
- Liver function and digestive health\*
- Cardiovascular health\*

### DIGESTZEN®

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



### AROMATOUCH®

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

### LAVENDER

- Calm irritated skin
- Support restful sleep
- Reduce anxious feelings

### DigestZen TERRAZYME®

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

STEP 4: What natural solutions will meet your needs?

1

2

3

# Choose The best kit for you

**SAVE**  
\$794.00+

**+400 FREE**  
Product Points\*

Start at 25% Rewards

## DIAMOND KIT

\$2500.00 2000 PV+



Includes: Most every oil, wellness, spa, and living products, doTERRA Emotional Aromatherapy® Kit, Family Essentials Kit, Intro to Essentials Kit, 5/8 dram sample vials (12), canvas bag, Aroma Lite Diffuser, Enrollment Booklet. See doterra.com for kit details.

## HOME ESSENTIALS KIT

\$275.00  
225 PV+

**SAVE**  
\$86.25+



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

## FAMILY ESSENTIALS KIT AND BEADLETS

\$150.00  
110 PV+

**SAVE**  
\$37.00+



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

# NATURAL SOLUTIONS KIT

**\$550.00**  
400 PV†

**SAVE**  
\$220.00‡  
**+100 FREE**  
Product Points\*  
Start at 15% Rewards



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

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



**RETAIL** OR **WHOLESALE**

Order through your Wellness Advocate

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



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 (\$20.50 wholesale) with renewal!

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

# Changing *Lives*

WHOSE LIVES DO YOU WANT TO CHANGE?

## CHANGE MY LIFE!



*Live* THE  
WELLNESS 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*  
WITH OTHERS

Get your *Share* Guide and schedule your hosting overview

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

## CHANGE MY FUTURE!



*build* AN INCOME  
& MAKE AN IMPACT

Get your *Build* Guide and schedule your business overview

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



*Everytime you buy a bottle of dōTERRA's 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 the dōTERRA Co-Impact Sourcing® and thr dōTERRA Healing Hands Foundation® initiatives, at [doterra.com/ourcaring](http://doterra.com/ourcaring).

†Results vary. See dōTERRA Opportunities and Earnings Summary at [doterra.com](http://doterra.com).

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

# PRODUCT PRICE LIST

#	ESSENTIAL OILS	UNIT	RETAIL	WHOLESALE	PV	TOTAL
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## CPTG CERTIFIED PURE THERAPEUTIC GRADE®

<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"/>	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"/>	Copaiba	15mL	\$46.67	<b>\$35.00</b>	35.00	
<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	\$26.00	<b>\$19.50</b>	19.50	
<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"/>	Jasmine Touch	10mL	\$56.00	<b>\$42.00</b>	42.00	
<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"/>	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	15 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"/>	Petitgrain	15 mL	\$34.66	<b>\$26.00</b>	26.00	
<input type="checkbox"/>	Roman Chamomile	5 mL	\$60.00	<b>\$45.00</b>	45.00	
<input type="checkbox"/>	Rosemary	15 mL	\$18.67	<b>\$14.00</b>	14.00	
<input type="checkbox"/>	Rose Touch	10mL	\$100.00	<b>\$75.00</b>	75.00	
<input type="checkbox"/>	Sandalwood	5 mL	\$82.33	<b>\$61.75</b>	61.75	
<input type="checkbox"/>	Siberian Fir	15mL	\$26.66	<b>\$20.00</b>	20.00	
<input type="checkbox"/>	Spearmint	15 mL	\$38.67	<b>\$29.00</b>	29.00	
<input type="checkbox"/>	Spikenard	5 mL	\$66.00	<b>\$49.50</b>	49.50	
<input type="checkbox"/>	Vetiver	15 mL	\$46.00	<b>\$34.50</b>	34.50	
<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"/>	Balānce®	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	

## dōTERRA ESSENTIAL OIL COLLECTIONS

<input type="checkbox"/>	AromaTouch® Kit	Kit	\$146.67	<b>\$110.00</b>	100.00	
<input type="checkbox"/>	Emotional Aromatherapy® Kit	Kit	\$212.00	<b>\$159.00</b>	150.00	
<input type="checkbox"/>	Touch® Kit	Kit	\$225.33	<b>\$169.00</b>	160.00	
<input type="checkbox"/>	Yoga Collection	Kit	\$69.33	<b>\$52.00</b>	52.00	

#	ESSENTIAL OILS	UNIT	RETAIL	WHOLESALE	PV	TOTAL
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## ESSENTIAL OIL ACCESSORIES

<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"/>	Fractionated Coconut Oil	4 oz	\$16.00	<b>\$12.00</b>	12.00	
<input type="checkbox"/>	Lumo Diffuser	Single	\$87.50	<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 Essential Complex	120 Caps	\$23.33	<b>\$17.50</b>	12.00	
<input type="checkbox"/>	dōTERRA 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® Softgels	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"/>	DigestTab®	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"/>	dōTERRA Lifelong Vitality Pack®	3 Bottles	\$106.00	<b>\$79.50</b>	60.00	
<input type="checkbox"/>	Microplex VMz®	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"/>	PB Assist®+Jr	30 Sachets	\$32.67	<b>\$24.50</b>	20.00	
<input type="checkbox"/>	Phytoestrogen Essential Complex	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"/>	TrimShake Chocolate	40 Servings	\$52.67	<b>\$39.50</b>	25.00	
<input type="checkbox"/>	TrimShake 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	\$66.00	<b>\$49.50</b>	49.50	
<input type="checkbox"/>	Zendocrine® (Detoxification Complex)	60 Veggie Caps	\$32.67	<b>\$24.50</b>	24.50	

## PERSONAL CARE

<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	\$20.00	<b>\$15.00</b>	13.00	
<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"/>	Reveal Facial System	2 Part	\$80.00	<b>\$60.00</b>	60.00	
<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® Smoothing Conditioner	8.34 oz	\$30.67	<b>\$23.00</b>	23.00	
<input type="checkbox"/>	Serenity® Calming Bath Bar	4 oz	\$9.32	<b>\$6.99</b>	5.00	
<input type="checkbox"/>	Spa Moisturizing Bath Bar	4 oz	\$9.00	<b>\$6.75</b>	5.00	
<input type="checkbox"/>	Spa Refreshing Body Wash	8.45 oz	\$17.00	<b>\$12.75</b>	10.00	
<input type="checkbox"/>	Spa Exfoliating Body Scrub	8 oz	\$26.00	<b>\$19.50</b>	15.00	
<input type="checkbox"/>	Spa Detoxifying Mud Mask	4 oz	\$19.33	<b>\$14.50</b>	12.00	
<input type="checkbox"/>	Spa Replenishing Body Butter	7 oz	\$23.33	<b>\$17.50</b>	15.00	
<input type="checkbox"/>	Spa Lip Balm (Original, Herbal, or Tropical)	.16 fl oz	\$8.67	<b>\$6.50</b>	5.00	
<input type="checkbox"/>	Spa Rose Hand Lotion	3.3 fl oz	\$20.00	<b>\$20.00</b>	0.00	
<input type="checkbox"/>	Verāge® Skin Care Collection	Kit	\$112.66	<b>\$84.50</b>	70.00	
<input type="checkbox"/>	Hydrating Cream	1.7 oz	\$46.00	<b>\$34.50</b>	34.50	
<input type="checkbox"/>	Anti-aging Eye Cream	.5 oz	\$60.00	<b>\$45.00</b>	45.00	
<input type="checkbox"/>	Tightening Serum	1 fl oz	\$66.00	<b>\$49.50</b>	49.50	
<input type="checkbox"/>	Brightening Gel	1 fl oz	\$46.00	<b>\$34.50</b>	34.50	

## 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"/>	Natural Deodorant	1.7 oz	\$11.33	<b>\$8.50</b>	5.00	
<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"/>	Serenity® Restful Complex Softgels	60 Softgels	\$26.00	<b>\$19.50</b>	17.00	
<input type="checkbox"/>	On Guard® Sanitizing Mist	9 oz	\$8.13	<b>\$6.50</b>	5.00	

**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.



# Nature

WAS MAN'S FIRST REMEDY.

**EVERYTHING**

WE NEED CAN BE FOUND THERE.



### STEP 1 Choose an Enrollment Option

<input type="checkbox"/> <b>Family Wellness</b> • \$275.00 225 PV <input type="checkbox"/> <b>Home Essentials Kit</b> • \$275.00 225 PV <input type="checkbox"/> <b>Cleanse &amp; Restore Kit</b> • \$245.00 175PV <input type="checkbox"/> <b>AromaTouch Diffused</b> • \$150.00 100 PV <input type="checkbox"/> <b>Family Essentials &amp; Beadlets</b> • \$150.00 110PV	<b>USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE</b>			<input type="checkbox"/> <b>Wellness Advocate Introductory Packet</b> • \$35.00  <table border="1"> <tr> <th>Qty</th> <th>Other Products</th> </tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> </table>	Qty	Other Products								
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<b>Start at 10%</b>	<b>Start at 15%</b> and Receive 100 LRP Points*	<b>Start at 20%</b> and Receive 200 LRP Points*	<b>Start at 25%</b> and Receive 400 LRP Points*	<b>30%</b>										
<b>25% Wholesale Discount</b> <span style="float: right;">➔</span>				<b>+ 25%</b>										
<b>Total Savings and Product Credits</b> <span style="float: right;">➔</span>				<b>= 55%</b>										

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

### STEP 2 Monthly Loyalty Rewards Program (Optional)

For personal consumption (not for resale)

#### Favorite LRP Selections\*:

- Health Essentials:** LLV, DDR Prime® Lemon, 125 PV
- Digestive:** LLV, GX Assist®, PB Assist®+, DigestZen TerraZyme®, 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 On Guard®, Citrus Bliss®, dōTERRA Balance®, 126.5 PV
- Skin Care:** Veragé® 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

Qty	Product	
<b>TOTAL</b>		

**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 below     Hold for pick up at Product Center

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

### STEP 3 Personal Information

Applicant Name	Shipping Address	<input type="checkbox"/> Same as Billing Address
Co-Applicant Name (if applicable)	City, State, Zip	
Company Name (if applicable, requires business application addendum)	Primary Phone	
Social Security No. or Tax ID No. (Needed for potential earnings)	Mobile Phone	
Billing Address	Email Address	
City, State, Zip	Date of Birth	Co-Applicant Date of Birth
Enrolling Sponsor	Phone No. or Wellness Advocate No.	Placement Sponsor (if different)
		Phone No. or Wellness Advocate No.

### 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](http://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](http://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.

Credit Card No	Verification Code	Expiration Date	Would you like this card to remain on file with dōTERRA for future standard or LRP purchases? <input type="checkbox"/> Yes <input type="checkbox"/> No
Name as it appears on CC	Billing Zip Code		

[← Sign the Back](#)

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.** 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. 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

### STEP 1 Choose an Enrollment Option

<input type="checkbox"/> <b>Family Wellness</b> • \$275.00 225 PV <input type="checkbox"/> <b>Home Essentials Kit</b> • \$275.00 225 PV <input type="checkbox"/> <b>Cleanse &amp; Restore Kit</b> • \$245.00 175PV <input type="checkbox"/> <b>AromaTouch Diffused</b> • \$150.00 100 PV <input type="checkbox"/> <b>Family Essentials &amp; Beadlets</b> • \$150.00 110PV <b>Start at 10%</b>	<b>USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE</b>			<input type="checkbox"/> <b>Wholesale Customer dōTERRA Introductory Packet</b> • \$35.00 <table border="1"> <tr> <th>Qty</th> <th>Other Products</th> </tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> </table> <small>* Points will be redeemable 60 days following enrollment if qualifications are met.</small>	Qty	Other Products								
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<input type="checkbox"/> <b>Natural Solutions Kit</b> • Save \$220.00 • Cost \$550.00 400PV <input type="checkbox"/> <b>Oil Sharing Kit</b> • Save \$253.00 • Cost \$800.00 700PV <b>Start at 15%</b> and Receive 100 LRP Points*	<input type="checkbox"/> <b>Every Oil Kit</b> • Save \$311.15 • Cost \$1,825.00 1425PV <b>Start at 20%</b> and Receive 200 LRP Points*	<input type="checkbox"/> <b>Diamond Kit</b> • Save \$794.00 • Cost \$2,500.00 2000PV <b>Start at 25%</b> and Receive 400 LRP Points*	<b>30%</b>											
25% Wholesale Discount														
Total Savings and Product Credits														
<b>= 55%</b>														

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

### STEP 2 Monthly Loyalty Rewards Program (Optional)

#### 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 On Guard®, Citrus Bliss®, dōTERRA Balance®, 126.5 PV
- Skin Care:** Veràge® 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

Qty	Product
<b>TOTAL</b>	

**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 below  Hold for pick up at Product Center

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

### STEP 3 Personal Information

Applicant Name		Shipping Address <input type="checkbox"/> Same as Billing Address	
Co-Applicant Name (if applicable)		City, State, Zip	
Email Address		Primary Phone	
Billing Address		Mobile Phone	
City, State, Zip		Date of Birth	Co-Applicant Date of Birth
Enrolling Sponsor	Phone No. or Wellness Advocate No.	Placement Sponsor (if different)	Phone No. or Wellness Advocate No.

### STEP 4 Acknowledge Terms on Back by Signing

I want to be a Wholesale Customer 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 Wholesale Customer Signup. I agree that I do not currently have an interest in any dōTERRA account. (This form can also be found at [www.doterra.com](http://www.doterra.com))

Applicant Signature	Co-Applicant Signature	Date
---------------------	------------------------	------

Credit card information must be submitted through online enrollment at [www.mydoterra.com](http://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

Credit Card No	Verification Code	Expiration Date	Would you like this card to remain on file with dōTERRA for future standard or LRP purchases? <input type="checkbox"/> Yes <input type="checkbox"/> No
Name as it appears on CC		Billing Zip Code	

**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.

Signature

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

