



WELCOME BOOKLET

Making the most of your doTERRA essential oils & membership

MESSAGE

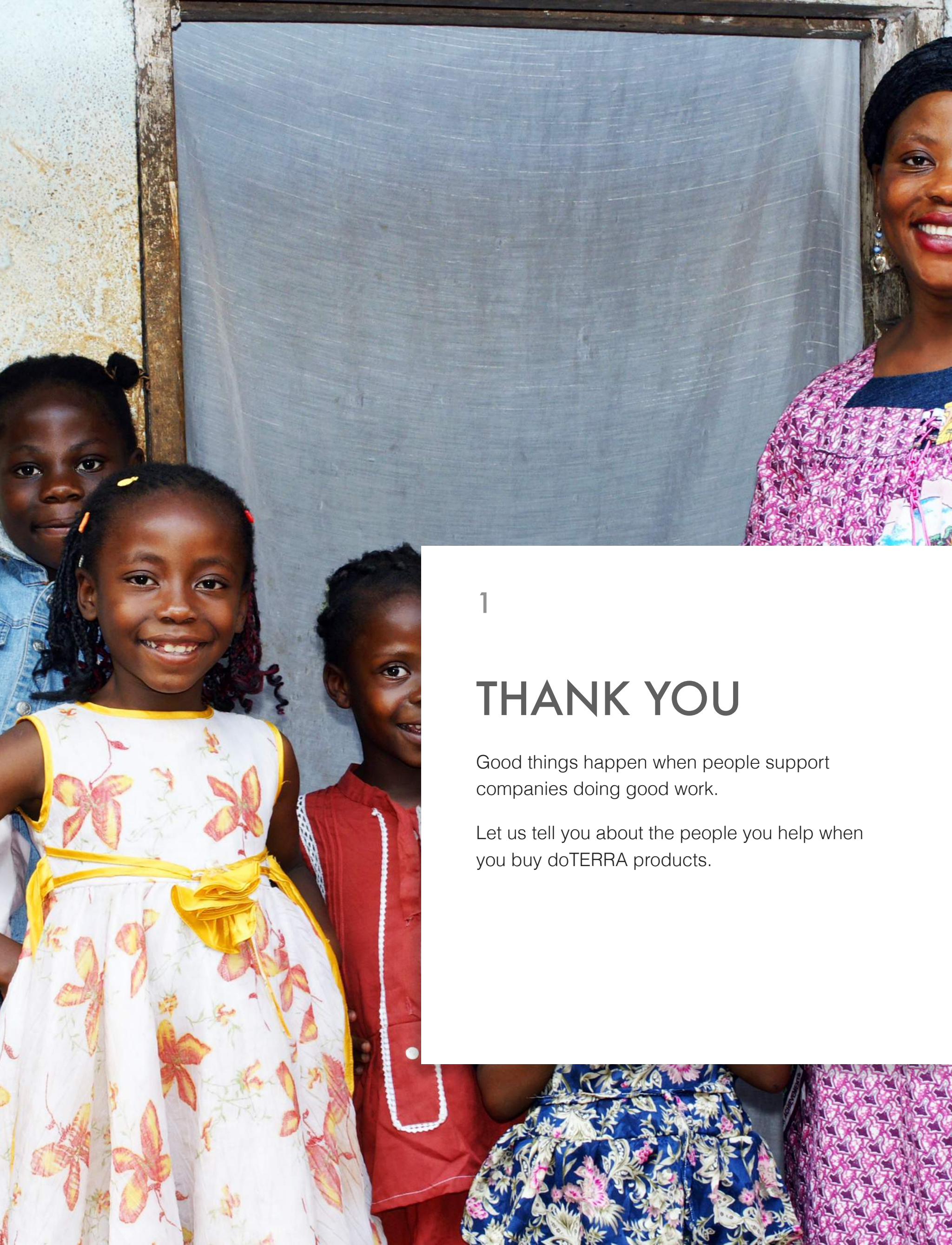
We are always so delighted to have someone join our big, wonderful essential oil loving tribe - so WELCOME! But the real winner here is you for making the choice to explore these dōTERRA Essential Oils. You don't just get the oils, you get *us* as well. Your enroller and the team will be here for you every step of the way, helping you live an essential oils lifestyle. There's so much to share with you, so we will take it in bite-sized chunks.

And a quick but important note on the suggestions for oil use:

These statements and suggestions have not been evaluated by any Food and Drug Administration, nor are they intended to replace the recommendations of your doctor. Please be discerning and refer to your resource materials so you know you're being safe with your oils.

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1

THANK YOU

Good things happen when people support companies doing good work.

Let us tell you about the people you help when you buy doTERRA products.

SUSTAINABILITY & GIVING

CO-IMPACT SOURCING

doTERRA sources all their oils from where the plant best thrives; where the soil and the humidity are prime and where the plant can be tended to by it's community. The oils you're using are sourced from over 40 countries, and more than half of these are developing nations. This means that we are bringing a market to communities that in dire need of resources (clean drinking water, medical supplies, education). Instead of simply buying farms in the US, doTERRA partners directly with farmers and collaborates with them long-term, excluding any middlemen who drive up prices. This is just one way this amazing company is making an impact.

Please do take a few minutes to learn more about co-impact sourcing - knowing where our products come from is an important part of being conscious consumers.

<http://doterra.com/US/en/difference-co-impact-sourcing>

HEALING HANDS FOUNDATION

doTERRA Wellness advocates (I.e. you xo) have the opportunity every month to donate a dollar (or more) to this foundation which is doing some seriously tear-jerking stuff for the communities we work with to produce our oils. Every year, millions of dollars are raised and invested into future brightening endeavours for those that are truly vulnerable. Seriously. Think:

Haiti, where we source our Vetiver - clean drinking water (where before the children were walking hours in each direction to collect water)

Guatemala, where we source our Cardamom - feminine hygiene education (teaching the women about menstruation and sexual health).

Bulgaria, where we source Lavender - providing a safe space for transitioning orphans (16-18 years) to live in which they can learn hospitality skills and integrate into the world in a supportive way.

Somalia, where we source our Frankincense - we have provided schooling for the farmers daughters (usually education is saved for the boys).

This is but a handful of examples. I'm personally pretty stoked and honoured to partner with a soulful company that has people's hearts and the Earth's future in mind. But check this: regardless of whether you want to simply use the oils, share them with your community or build an empire, every single purchase you make means you are legitimately changing the world and making it a better place for people that need a helping hand.

<http://doterra.com/US/en/healing-hands-foundation-about>



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WHAT YOU'LL NEED

In this section, we will tell you where to find information about your essential oils you can rely on, plus we will point you to some places you can find essential oil accessories that allow you to use them in ways you hadn't imagined.

RESOURCES

MODERN ESSENTIALS APP

Every oil and blend is listed in this easy-to-use app. It's available for iPhone and Android and allows you to search in three different ways: by ailment (e.g. headache, sleep), by essential oil or blend (e.g. Peppermint or Protective Blend), or by body system (e.g. digestive)

You can also browse oils and blends to add to your wishlist. [\[BUY NOW\]](#)

THE ESSENTIAL LIFE BOOK

This new book will give both the novice oil user and the oil expert insight into using essential oils not only to address health concerns, but also for everyday use in the home through cooking, cleaning, blending, gardening, pets & much more. [\[BUY NOW\]](#)

EMOTIONS & ESSENTIAL OILS BOOK

Full to the brim of spiritual uses for the oils. Explores the metaphysical, more subtle ways in which the oils can support you emotionally and spiritually.

150 USES FOR THE HOME ESSENTIALS KIT PDF

Your enroller will have emailed this to you when welcoming you to the team. If you don't have it yet, just ask them! It is a fun resource with lots of practical ideas.

THE WELLNESS ESSENTIALS TRIBE FACEBOOK GROUP

If your enroller hasn't already added you to this group, ask them to do that, stat, because this is where your doTERRA community hangs out!

Read how others are using their oils, share how you are using yours and ask any questions that arise.

List of blends with their brand name for your reference:

Generic Name	doTERRA Brand Name
Anti-aging blend	Salubelle (Imortelle)
Blend for Women	Whisper
Calming Blend	Lavender Peace (Serenity)
Cellular Complex	DDR Prime
Cleansing Blend	Purify
Detoxification Blend	Zendocrine
Digestive Blend	DigestZen
Encouraging Blend	Motivate
Focus Blend	InTune
Grounding Blend	Balance
Headache Relief Blend	PastTense
Inspiring Blend	Passion
Invigorating Blend	Citrus Bliss
Joyful Blend	Elevation
Massage Blend	Aromatouch
Metabolic Blend	Smart & Sassy
Protective Blend	On Guard
Reassuring Blend	Console
Renewing Blend	Forgive
Repellent Blend	Terrashield
Respiratory Blend	Easy Air (Breathe)
Soothing Blend	Ice Blue (Deep Blue)
Topical Blend	HD Clear

ACCESSORIES

You may never need to use accessories beyond the diffuser that came with your Home Essentials Kit, but if you find yourself exploring creative ways to use your oils (the possibilities are endless!) it can be helpful to know what is available and where to find them.

Some things you may find useful:

- Rollerball bottles
- Storage box
- Trigger spray bottles
- Travel pouch
- Car diffuser
- Bottle stickers

► **READ** This is a great article to guide you regarding whether to choose glass or plastic bottles for your essential oil products

The one accessory we recommend to everyone you can add to your next doTERRA order - the 8 Vial Keychain. It comes in purple or black and is a simple way to carry your favourite oils around with you.



WHERE TO FIND THEM

AU.OILLIFE.COM | AU.AROMATOOLS.COM

[AUSSIE ESSENTIAL OIL ACCESSORIES BUY & SELL PAGE](#)

You can also find good sources using Google and eBay and by asking others in the Wellness Essentials Tribe Facebook group.



3

USING YOUR OILS

This is the basic information you need to actually start using your oils. Take the lids off regularly and get to know them all.

Don't forget to listen to your intuition - often you will find you instinctively 'know' what you need in a given situation. Trust that.

USING YOUR OILS

ONE drop of doTERRA essential oils is potent and goes a long way. Not all essential oils are created equal – far from it – but you can take comfort knowing that doTERRA is CPTG (Certified Pure Therapeutic Grade), which means they are 100% natural, pure and potent with no additives.

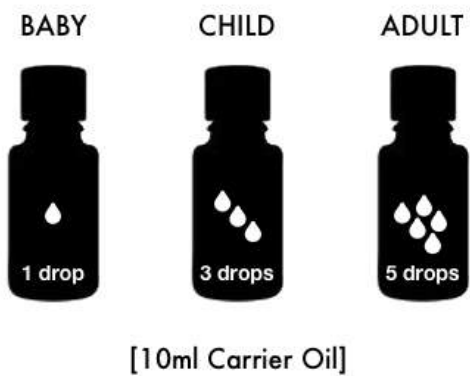
WATCH▶ Check out the three videos on this page to learn more about the oils that will be on your door step soon.

We use the oils to effectively support our immune systems and manage or balance our moods. The Essential Life book is a resource that will teach you what to do for your various health concerns. Page 5 will tell you which oils and supplements are suggested by Dr. Hill, as a model of prevention in a daily health routine.

There are three ways to use your oils: Topically, Aromatically and Internally. Let’s take a look at each individually.

TOPICALLY

Many of the oils are safe to be applied to the skin. We recommend the following dilution ratios:



Here’s an example of oils you may dilute and apply:

- Add DigestZen to coconut oil and massage your belly after a meal
- Dilute Oregano with coconut oil and apply to the bottoms of the feet for immune support
- Add a drop of Frankincense to your moisturiser for radiant skin
- Use the dilution ration above and enjoy an aromatic dressing (whole body self-massage). Try 2 drops of Frankincense, 2 drops of Wild Orange and 1 drop of lavender. Divine.

One of the best places to apply your oils is the bottom of the feet, as the oils quickly enter the blood stream.

When applying topically to babies or children, please take care and dilute more (use the guide above).

Be aware of the ‘hot oils’ (Oregano, On Guard, Cinnamon, Cassia) that may sting or burn, so be careful where you apply. Always patch test any new oils on your wrist. Keep them away from your eyes, ears or pits and bits ;) If you get oil in your eyes, or on your skin just rub extra fractionated coconut oil around or over the area.

Water and oils don’t mix, so avoid wetting your skin for a while after applying oils.

INTERNALLY

Many doTERRA oils can be used internally, and are imported into Australia as a food and cosmetic. Please read the label or consult the Modern Essentials app, as some oils are unsuitable for ingestion.

Here are some way you may take the oils internally.

- Sipping one drop in some water (Lemon, Slim & Sassy, Orange, Grapefruit or Lim)
- Placing a drop on the roof of mouth (Frankincense)
- Placing a drop under your tongue (Grapefruit, Slim & Sassy)
- Gargling (Peppermint, Oregano or On Guard)
- In capsule form - add a few drops of essential oil to a veggie cap and add a little olive oil. doTERRA's incredible supplement range contains essentials oils, too.
- You can also cook with your oils! Just a drop or two will be plenty

NOTE: We suggest taking the oils with food, and particularly, good fats. One or two drops is more than enough in a big glass of water, so use sparingly.

AROMATICALLY

This is the most effective of all ways to use your oils - inhaling them! You can either take the cap off and breathe in, or place a drop in between your hands, rub them together and inhale deeply, or diffuse them. If you enrolled with a Home Essentials Kit or bigger, a diffuser is

already on it's way to you. If not, consider adding one to your next order. Have fun experimenting with blends, and if you'd like some inspiration, search the #diffuserblend hashtag in the Wellness Essentials Tribe.

OTHER TIPS

- 1) The key with oils is to use less oil, more often, rather a lot of oils once or twice during the day. Consult The Essential Life book for more dosage recommendations.
- 2) Your feet are always a great location to apply the oils. Your body knows how to direct the oils to go to where they are best needed. The oils are within your blood stream within seconds, and can affect your whole body within 20 minutes.
- 3) It is important to keep your oils out of extreme temperatures - take care not to store them where they will be in direct sun and don't leave them in a hot car, for example.
- 4) Remember, the above information is intended for use only with doTERRA essential oils. As with any medicines, prudence is advised. Some oils work better for different people.
- 5) When sharing doTERRA essential oils with children and pregnant women, a little extra caution is advised. Always refer to The Essential Life book.
- 6) Citrus oils are photosensitive, so take care applying them before spending time in the sun as sunburn is more likely.



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DAILY GUIDE FOR OPTIMAL HEALTH

When your oils arrive, please open the box and begin using them (send your enroller a selfie!). We do NOT want them sitting in a box collecting dust. Obviously the oils support our immune systems and are great to reach for when we become unwell, but there are hundreds of benefits to using the oils daily. You'll receive an email every week for about 6 months with plenty of uses and you'll find even more ideas in The Wellness Essentials Tribe Facebook group.

MORNING

CITRUS OILS

Lemon, Wild Orange, Grapefruit, Lime – 1 drop in water

- Cleanses and purifies the air and surfaces
- Helps reduce stress and uplift mood
- Positively affects mood with energising and refreshing properties

BALANCE [Essential Oil Blend]

2-3 drops on soles of feet

- Creates a sense of calm and well-being
- Promotes whole-body relaxation
- Brings harmony to the mind and body
- Soothes sore muscles and joints
- Evokes feelings of tranquility and balance
- Supports cellular health and overall well-being
- Lessens stress and helps with anxious feelings and nerves

ON GUARD [Essential Oil Blend]

2-3 drops on soles of feet or along spine

- Supports stable immune system
- Diffuse to eliminate germs

FRANKINCENSE

2-3 drops under tongue or back of neck

- Helps build and maintain a healthy immune system
- Promotes cellular health
- Reduces the appearance of blemishes
- Supports healthy immune system function
- Promotes feelings of overall wellness

AROMATIC DRESSING

10ml Fractionated Coconut Oil with 5 drops of essential oil

You may like to mix 3 oils together; a tree, a citrus and something floral.

Some examples:

Frankincense + Wild Orange + Lavender

Sandalwood + Bergamot + Ylang Ylang

White Fir + Lime + Patchouli

EVENING

CALMING OILS

1-2 drops nightly on wrist, back of neck, or bottom of feet

Some examples:

Lavender, Lavender Peace, Balance, Cedarwood, Vetiver etc.

- Aids in more restful sleep
- Relieve daily stress
- Calms the nervous system

ON-GUARD and FRANKINCENSE

Apply just like morning routine

DAILY

LIFE LONG VITALITY SUPPLEMENTS & DDR PRIME

Taken twice daily or as directed

- Supplies body with antioxidants to combat daily free-radical exposure
- Stimulates proper metabolic function
- Everyday vitamins and minerals
- Heart health
- Digestive aid

TERRAZYME [Digestive Enzyme]

Taken before each meal

- Supports healthy digestion/metabolism of enzyme-deficient, processed foods
- Speeds conversion of food nutrients to cellular energy
- Promotes gastrointestinal comfort and food tolerance
- Supports healthy production of metabolic enzymes

PB ASSIST+ [Pro-biotic]

For daily use as well as after a cleanse. With daily use – one a day is appropriate.

- Supports healthy digestive and immune system function

A close-up, slightly blurred photograph of a lavender field. Several tall, thin stems with clusters of small purple flowers are visible. The background is a soft-focus expanse of more lavender plants under bright, natural light.

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INTELLIGENT ORDERING

There are so many privileges you now have access to and this chapter will tell you how to access them, as well as how to ‘drive’ your membership back office online.



SIGNING IN TO YOUR ACCOUNT

Log on to your back office by visiting www.doterra.com and hovering over “Login” at top right.

If it's your first time visiting your online account (also referred to as a back office), enter your doTERRA ID into the section that reads: First time logging in?

For your doTERRA ID, refer back to the welcome email sent to you by doTERRA.

HEADS UP!

PV = Product Volume

Think of it like a points system. For example, Wild Orange is AU\$14, but is 11.5PV

[The points system is a currency equaliser - Wild Orange is 11.5PV everywhere in the world, but price varies according to currency.]

REWARDS PROGRAM

One of the most awesome things about doTERRA is the Loyalty Rewards Program. This is a generous incentive by which doTERRA reward us, their loyal customers, for our ongoing ordering. The LRP is the best and smartest way to order your oils, earn free product points, and receive free products every month in the mail.

If you prefer to place standard orders, rather than set up a Loyalty Rewards Program (LRP) order, you'll still get your 25% discount off the retail price, but you'll miss out on

- 10-30% back in FREE product credits
- Additional discounts on popular products
- FREE product of the month*
- FREE product credits for your shipping costs

LRP ORDER QUICK TIPS

- No-hassle, automatic shipment of dōTERRA products you use on a monthly basis
- Fully customisable - change what products you order and how much you spend each month
- If you need to have a light dōTERRA month, you can order as little as 5PV and maintain your percentage and your current points
- You can change your order as many times as you want up until midnight (USA Mountain Time) before the processing date
- Change the processing date any time
- Cancel any time by calling customer service
- You can have more than one LRP each month

EARN PRODUCT CREDITS

doTERRA's Loyalty Rewards Program provides free product credits for monthly purchases ordered on the program. As a participant in the Loyalty Rewards Program, you will immediately begin to earn product credits that can be used as cash to purchase doTERRA products. The longer you participate, the more credits you can earn—up to 30% of your total monthly LRP purchases!

MONTHS	MONTHS	MONTHS	MONTHS	MONTHS
1-3	4-6	7-9	10-12	13+
10%	15%	20%	25%	30%

IMPORTANT

1. You need to update your monthly order at least 24 hours before the shipment date
2. No LRP will be processed after 28th of the month

	PV EXCEEDS	1PV	50PV	100PV	125PV
maintain LRP rewards points	✓	✓	✓	✓	✓
earn reward points & increase %			✓	✓	✓
get paid financial bonuses				✓	✓
free product of the month*					✓

* If ordered on or before the 15th of the month

► [WATCH](#) Loyalty Rewards Program Video by Alice Nicholls



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GET YOUR OILS PAID FOR

doTERRA wants you to have these Essential Oils so badly, it has created a way for you to get them for FREE!

TELL YOUR FRIENDS

Inevitably, someone is going to ask you why you smell so amazing, or how your house smells so beautiful or how your family managed to escape all the winter bugs this year.

Or someone is going to mention their headache or indigestion or insomnia and you're going to say "I've got an oil for that, want to try it?"

And when you show them how to set up an account so that they get the same prices you do and they buy some products, doTERRA will pay you money. Real money - not points - that you can use to pay for your order (or anything else).

Two ways to set up their account and make their first purchase:

1. Send them your link

In the "Website" tab of your account, you'll find the link to your very own doTERRA website. Copy and paste it into a message or email to your friend and they can set up their own account by clicking "Join Now".

2. Set it up on their behalf

It's easy - sign into your account, dashboard tab. Click "Enrol a new Wellness Advocate" over on the right and follow the prompts.

+ Local store

+ Wholesale prices

+ Enter **your** doTERRA ID into the Enroller and Sponsor fields

IMPORTANT!

When you're done, contact the person who enrolled you and tell them you need help getting your new team member "placed" and set up with all the information they need to get started.

HOST A WORKSHOP

Want to turbo charge your 'sharing' efforts and get even *more* of your products paid for? Invite some people over for a workshop about the amazing things Essential Oils can do.

You can either ask your enroller to come and present the workshop on your behalf or order the *Local Empower Kit* from the Leadership Kits section in your back office shop. The *Local Empower Kit* comes with everything you need to present workshops - invites, price lists, enrolment forms, sample bottles of Wild Orange and even workshop outlines - simply read the information on the outline so that your participants get the information they need.

►[READ](#) How to earn bonuses by telling others about doTERRA products

HOW MUCH MONEY CAN I REALLY MAKE?

Unlimited income. For real. There are people making multiple six and even seven figure incomes in their doTERRA home business. We can introduce you to some of them locally.

Of course, earning enough income with doTERRA to run a household or buy a private island takes commitment and extended effort. For most people, getting monthly product order paid for and perhaps some extra pocket money is fabulous.

Here is an example of the bonus doTERRA will pay you if you introduce someone to doTERRA products and help them set up their account. It's called the Fast Start Bonus and it is doTERRA's 'thank you' to you for spreading the word and helping them get started using their essential oils.

Suppose you have a friend in Australia who enrolls with you and orders the Home Essentials Kit, which has a PV of 235. The very next week, doTERRA will pay you 20% of the PV of that kit in Australian dollars. That's AUD\$47 that will hit your bank account.

If you host a workshop and four people enrol and order Home Essentials Kits, that's \$188, which will cover your 125PV LRP order that month depending on what you order.

Stay with me into the next chapter if you're curious about what it takes to make \$100K a year (or \$1 million a year!) by building a doTERRA business.

MAKE SURE YOU GET PAID

1. SET UP YOUR LRP ORDER

To qualify to earn bonuses from doTERRA, set up your Loyalty Rewards (LRP) Order and keep 100PV worth of products in your cart at all times. This signals the computer that you qualify to be paid.

In order to be paid, you yourself must place an LRP or enrolment order of 100PV or more in the month that you enrol someone else.

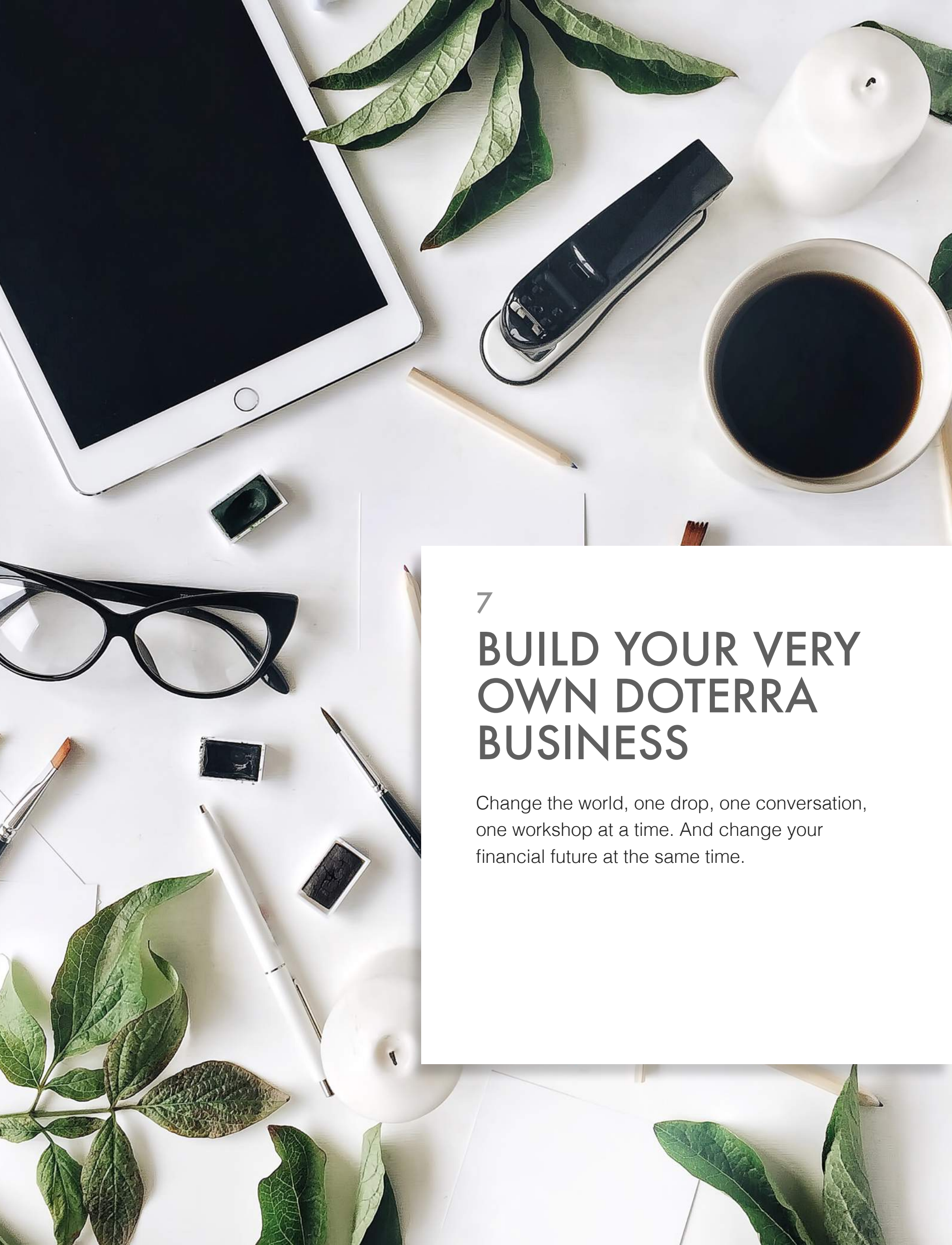
2. GET PAID INTO YOUR BANK ACCOUNT

To have your earnings deposited into your bank account (rather than sitting in your doTERRA account) when you begin sharing the oils, you will need to submit your Direct Deposit Authorisation form to doTERRA.

In Australia: [<http://bit.ly/1ML3D2r>]

For other countries, go to doterratools.com
> select your country > Forms and Flyers > MORE > Direct Deposit Authorisation

Save this PDF to your computer, fill in the blanks, save it and then email it to dataentry@doterra.com.



7

BUILD YOUR VERY OWN DOTERRA BUSINESS

Change the world, one drop, one conversation, one workshop at a time. And change your financial future at the same time.

HOW YOU CAN MAKE MONEY

Building a doTERRA business involves introducing people to Essential Oils and helping them set up their account and Loyalty Rewards Program order...over and over. It's not rocket science and anyone who is willing to do the work can do it.

As more and more people join your team and more products are being purchased by your growing 'tree' of enrollees, you'll move up the ranks and earn more income.

Along the way, someone you have enrolled will read this information and the light will go on for them - the power of these products to truly help people, the amazing work the company does, the power of the compensation plan and all the ways they can change their life by building their own doTERRA business.

So you'll add mentoring this person to your list of things to do...and all the work *they* put in, builds your business, too. So, you see, this business model is truly beautiful - you create your own success by helping others create success. Supportive. Collaborative.

Speaking of support and collaboration...you will never be alone building your business.

- Weekly team calls
- Mentoring from team leaders
- Launch training
- Online mastermind community
- Personal development opportunities

How quickly your business grows will depend largely on:

- + how much time and energy you commit
- + your willingness to learn new skills
- + your courage to tackle the learning curve
- + whether you believe in yourself

If you have plenty of each of these things, it's possible to build a six figure business in a year. For some it takes less time, for most it takes longer. The key is to keep going and know the results will follow.

THE MAGIC OF RESIDUAL INCOME

Let's be clear...this is NOT like having any other part time job or even building a regular home business. Normally, if you stop working, the income stops, too.

In a doTERRA network marketing business there is a tipping point where the business will continue to generate income, even if you get sick, have to care for someone, go campaigning for a cause you are passionate about, go traveling the globe...

So if you want financial freedom, you can build it here with us.

WHAT IS POSSIBLE?

Yes, these are real statistics.

Yes, we can introduce you to people at every rank who are making this level of income.

Yes, they worked hard to build their businesses, but those with big incomes could now retire and continue to live on the income of their business.

Rank	Structure	Average Monthly Earnings	Average Annual Earnings	Percent of Leaders
Silver		\$2,100	\$25,500	63%
Gold		\$4,700	\$56,000	21%
Platinum		\$8,800	\$105,000	5%
Diamond		\$16,000	\$193,000	8%
Blue Diamond		\$36,500	\$438,000	2%
Presidential Diamond		\$106,800	\$1,282,000	1%

*This graph is based on the 2014 Income Earning Statement. To view the full statement, please go to doterratools.com

GET CONNECTED & INFORMED

GETTING STARTED

The moment you decide to explore the business opportunity with doTERRA, you'll be plugged into the resources, training and mentoring that'll help you succeed.

Speak with the person who enrolled you and ask them to guide you through launching your doTERRA business.

Ask them to give you access to the following Facebook groups:

[Team BLISS Essentials](#)

[#freedomtribe](#)

They will also connect you with one of the training programs offered by various team leaders and explain the compensation plan.

[WATCH▶](#) Compensation Plan Video from sharesuccess.com - *simple version*

[WATCH▶](#) Compensation Plan Video from sharesuccess.com - *in depth*

KEEN TO KNOW MORE?

WEBSITE

[WATCH▶](#) doTERRA University

YOUTUBE VIDEOS

[WATCH▶](#) Sisterhood, Freedom & Essential Oils - business opportunity overview

[WATCH▶](#) Are you standing in your own way?

[WATCH▶](#) What to say when people say {Is that a pyramid scheme? and You're not suppose to ingest the oils!}

[WATCH▶](#) Knowing your WHY and attracting the right people

PODCASTS

[LISTEN▶](#) Amplified Network Marketing Podcast with David T.S. Wood

[LISTEN▶](#) The Life Coaching School Podcast with Brooke Castillo

BOOKS

[The Flip Flop CEO](#) by Janine Finney and Lory Muirhead

[Go Pro](#) by Eric Worre



LET'S DO THIS!

We look forward to getting to know you and welcoming you to our doTERRA community. Please don't hesitate to contact your enroller if you are not sure where to find the information you need - or ask in the Facebook groups.

DOTERRA AUSTRALIA CUSTOMER SUPPORT

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(02) 8015-5080 (Australia)

(+64) 32 88 00 11 (New Zealand)

Support hours:

9am - 6pm (AEST) Tuesday - Friday

8am - 2pm (AEST) Saturday