

Natural Solutions

for healthy, empowered living

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

YOU HAVE CHOICE

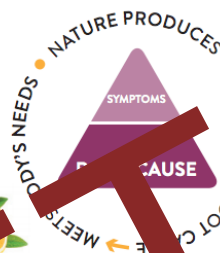
Modern Approach

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



Natural Approach

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

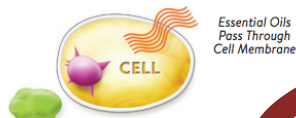


ESSENTIAL OILS ARE EFFECTIVE



MAGNIFIED

Peppermint leaf oil sac



Essential Oils Pass Through Cell Membrane



28 cups
Peppermint tea

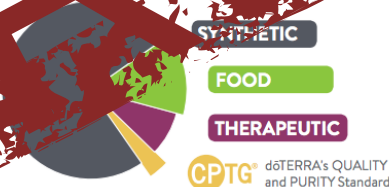
1 drop of
Peppermint oil

Natural, Effective, and Safe

- Natural aromatic compounds extracted and distilled from plants for health benefits.
- Contain hundreds of different compounds, providing complex and versatile abilities to combat threats without building up resistance.
- Work with the body to address issues and root causes, not just symptoms.
- Affordably priced at just pennies per dose!

doTERRA IS SAFE AND 100% PURE

Why a new standard of care?



Grades of Essential Oils

Most tested. Most trusted.

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

HOW TO USE doTERRA ESSENTIAL OILS



AROMATIC

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



PEPPERMINT

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



TOPICAL

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



DEEP BLUE®

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



INTERNAL

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



doTERRA ON GUARD®

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

* These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.

This is a 45 min. introduction
 GOAL: For individuals to become empowered w/ a book & a box!

Natural Solutions

for healthy, empowered living

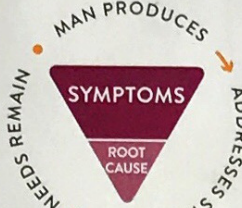
Do you need safe, effective, and affordable health solutions?

We have excellent Trauma Care! We're 52nd in proactive self care
BUILD THE PROBLEM! YOU HAVE CHOICES

Modern Approach

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

on guard



OR

Natural Approach

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

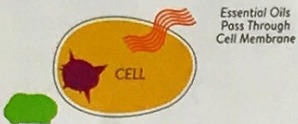


*Stats! Preschoolers + anti-depressants
 Most major diseases are on the rise*

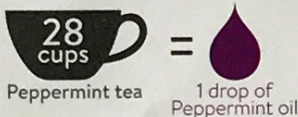
ESSENTIAL OILS ARE EFFECTIVE



Peppermint leaf oil sac



Essential Oils Pass Through Cell Membrane



Natural, Effective, and Safe

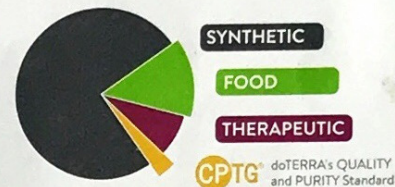
- Natural aromatic compounds extracted and distilled from plants for health benefits.
- Contain hundreds of different compounds, providing complex and versatile abilities to combat threats without building up resistance.
- Work with the body to address issues and root causes on a cellular level.

- Affordable. Pennies per dose!

How much is your co-pay?

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dōTERRA ON GUARD®

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

All 3 ways!

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*Be Prepared for Anything!

Live Empowered

shelf#1

Be Refreshed with Self-care

shelf#2

Be Healthy with Daily Habits!

shelf#3

#1 MUST ↑

Hold up the 3 GUIDES!

We invite people to change other's lives!

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!

I dare you not to tell anyone!



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!

We recognize that we're not just in a health crisis, but a financial crisis...



build AN INCOME & MAKE AN IMPACT

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!

Every time you buy a bottle of doTERRA 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 doTERRA Co-Impact Sourcing® and doTERRA Healing Hands Foundation® initiatives at doTerra.com > Our Caring

doTERRA improves lives every day all around the world.

20-25 mins
Let's make this about YOU!

1. WHAT ARE YOUR TOP HEALTH PRIORITIES?

I want to feel less:

- 1 Tummy Upset
- 2 Tension
- 3

I want to feel more:

- 1 Rested
- 2 Energy → LLV
- 3

2. ARE YOU READY TO DISCOVER SIMPLE SOLUTIONS?

1 doTERRA BREATHE® RESPIRATORY BLEND

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

2 DIGESTZEN® DIGESTIVE BLEND

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

3 PASTENSE® TENSION BLEND

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

4 MELALEUCA

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

5 LAVENDER

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

6 doTERRA SERENITY® RESTFUL BLEND

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

7 FRACTIONATED COCONUT OIL

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

8 AROMATOUCH® MASSAGE BLEND

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

9 FRANKINCENSE

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

10 LEMON

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

11 DIGESTZEN TERRAZIME®

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

12 Pricey Oil - Helichrysum to showcase in

3. BE HEALTHY WITH DAILY HABITS

12 doTERRA LIFELONG VITALITY PACK® (LLV)
Maximum nutrition for energy, focus, relief, and well-being

#1 PRODUCT satisfaction guarantee

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

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

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

doTERRA Lifelong: 2 capsules each with morning and noon meals

DigestZen TerraZyme®: Digestive support: 1-3 capsules each meal

Lemon: Cleansing: 2-3 drops in water 2-3x/day

Frankincense: Cellular support: 2-3 drops under tongue and swallow

doTERRA On Guard®: Immune support: 2-3 drops in water

doTERRA Balance®: Grounding: 2-3 drops on bottoms of feet

PB Assist®: Probiotic defense: 1 capsule a day

STAT Kids & Adults!

PRODUCT PRICE LIST			
ESSENTIAL OILS	UNIT	RETAIL	WHOLE PV
CPTG CERTIFIED PURE THERAPEUTIC GRADE®			
Arboretum	5 mL	\$29.33	\$22.00
Basil	15 mL	\$26.67	\$20.00
Bergamot	5 mL	\$36.67	\$27.50
Birch	5 mL	\$20.27	\$15.00
Black Pepper	5 mL	\$29.33	\$22.00
Blue Tansy	5 mL	\$26.67	\$20.00
Cardamom	5 mL	\$34.67	\$25.00
Cassia	15 mL	\$25.33	\$19.00
Cedarwood	15 mL	\$37.33	\$11.00
Citron	15 mL	\$34.67	\$24.00
Citronella	5 mL	\$28.00	\$21.00
Clary Sage	15 mL	\$48.67	\$34.50
Clove	15 mL	\$34.67	\$14.00
Copaiba	5 mL	\$44.67	\$35.00
Coriander	15 mL	\$38.67	\$26.00
Cypress	15 mL	\$20.67	\$15.50
Douglas Fir	5 mL	\$26.00	\$19.50
Eucalyptus	15 mL	\$18.67	\$14.00
Fennel	15 mL	\$20.00	\$15.00
Frankincense	15 mL	\$93.00	\$49.75
Geranium	15 mL	\$36.00	\$27.00
Ginger	15 mL	\$52.00	\$39.00
Grassfruit	15 mL	\$28.33	\$20.00
Helichrysum	5 mL	\$100.00	\$75.00
Jasmine Touch	10 mL	\$56.00	\$42.00
Juniper Berry	5 mL	\$25.33	\$19.00
Lavender	15 mL	\$28.00	\$21.00
Lemon	15 mL	\$13.33	\$10.00
Lemongrass	15 mL	\$13.33	\$10.00
Lime	15 mL	\$17.33	\$13.00
Margam	15 mL	\$25.33	\$19.00
Melaleuca	15 mL	\$25.33	\$19.00
Melissa	5 mL	\$80.00	\$15.00
Myrrh	15 mL	\$69.33	\$52.00
Neroli Touch	10 mL	\$69.33	\$52.00
Oregano	15 mL	\$32.00	\$24.00
Patchouli	15 mL	\$39.33	\$29.50
Peppermint	15 mL	\$27.33	\$20.50
Peppermint Beadlets	15 mL	\$58.33	\$15.00
Pettigrain	15 mL	\$34.67	\$26.00
Roman Chamomile	5 mL	\$60.00	\$45.00
Rosemary	15 mL	\$34.67	\$24.00
Rose Touch	10 mL	\$100.00	\$75.00
Sandalwood	5 mL	\$82.33	\$61.75
Siberian Fir	5 mL	\$24.67	\$20.00
Spearmint	15 mL	\$38.67	\$29.00
Spikenard	5 mL	\$60.00	\$45.00
Tangerine	15 mL	\$20.00	\$15.00
Thyme	15 mL	\$36.67	\$27.50
Vetiver	15 mL	\$46.00	\$34.50
Wild Orange	15 mL	\$44.00	\$33.00
Wintergreen	15 mL	\$25.33	\$19.00
Ylang Ylang	15 mL	\$47.00	\$35.25
PROPRIETARY doTERRA ESSENTIAL OIL BLENDS			
AromaTouch®	15 mL	\$34.67	\$26.00
doTERRA Balance®	15 mL	\$24.67	\$20.00
doTERRA Breathe®	15 mL	\$26.67	\$20.00
doTERRA Cheer®	5 mL	\$13.33	\$10.00
Citrus Bliss®	15 mL	\$20.00	\$15.00
ClaryCalm® Roll On	5 mL	\$12.67	\$24.50
doTERRA Console®	5 mL	\$49.33	\$37.00
Deep Blue®	15 mL	\$48.67	\$32.00
Deep Blue® Roll On	10 mL	\$55.33	\$44.00
DigestZen®	15 mL	\$41.33	\$31.00
DigestZen® Softgels	60 ct	\$26.00	\$19.50
Slm & Sassy®	15 mL	\$49.33	\$37.00
doTERRA Forgive®	5 mL	\$26.67	\$20.00
Immortelle®	10 mL	\$92.67	\$69.50
Infinite®	10 mL	\$46.00	\$34.50
doTERRA Motivate®	5 mL	\$30.67	\$23.00
doTERRA On Guard®	15 mL	\$42.67	\$32.00
doTERRA On Guard® Beadlets	125 ct	\$20.00	\$15.00
doTERRA On Guard® Softgels	60 ct	\$32.67	\$24.50
doTERRA Passion®	5 mL	\$56.33	\$42.00
doTERRA Peace®	10 mL	\$24.67	\$18.50
doTERRA Purity®	5 mL	\$17.33	\$13.00
doTERRA Serenity®	15 mL	\$40.00	\$30.00
Slm & Sassy®	15 mL	\$32.67	\$24.50
Slm & Sassy® Softgels	90 ct	\$45.00	\$34.50
TerraShield®	15 mL	\$14.00	\$10.50
ESSENTIAL OIL ACCESSORIES			
Aroma Lite Diffuser	Single	\$19.93	\$19.95
Fractionated Coconut Oil	15 mL	\$16.00	\$12.00
Lumo® Diffuser	Single	\$93.33	\$70.00
Petal Diffuser	Single	\$42.67	\$24.00
WELLNESS			
Alpha CRS®	120 Veg Caps	\$92.67	\$69.50
doTERRA a2z Chewable™	60 Tablets	\$26.00	\$19.50
doTERRA a2z Chewable™ IQ Mega® Pack	2 Pack	\$52.67	\$39.50
Bone Nutrient Essential Complex	120 Caps	\$23.33	\$17.50
DDR Prime®	30 Caps	\$73.33	\$55.00
DDR Prime® Softgels	60 Caps	\$73.33	\$55.00
Deep Blue Polyphenol Complex®	60 Veg Caps	\$79.33	\$59.50
DigestZen®	100 Tablets	\$18.67	\$14.00
IQ Assist® GI Cleansing Formula	60 Softgels	\$34.67	\$26.00
IQ Mega®	150 mL	\$46.00	\$34.00
doTERRA Lifelong Vitality Pack®	3 Bottles	\$106.00	\$60.00
Microplex VMz®	120 Veg Caps	\$52.67	\$39.50
Mito2Max®	60 Caps	\$52.67	\$39.50
PB Assist® - Probiotic Defense Formula	30 Veg Caps	\$44.00	\$24.00
PB Assist® Jr	30 Softgels	\$32.67	\$24.50
Phytoestrogen Essential Complex	60 Caps	\$52.67	\$39.50
TerraGreens®	30 Servings	\$37.33	\$28.00
DigestZen TerraZyme® Digestive Enzyme Complex	90 Veg Caps	\$50.00	\$37.50
Trim Kit (4 Slim & Sassy® 2 Shakes)	Choc/Vanilla	\$200.00	\$150.00
Trim Shake Chocolate	40 Servings	\$52.67	\$39.50
Trim Shake Vanilla	40 Servings	\$52.67	\$39.50
V Shake	40 Servings	\$52.67	\$39.50
VEO Mega®	120 Softgels	\$66.00	\$49.50
Zendocrine® Detoxification Complex	60 Veg Caps	\$32.67	\$24.50
PERSONAL CARE			
Anti-Aging Eye Cream	5 oz	\$60.00	\$45.00
Brightening Gel	1.8 oz	\$44.00	\$34.50
Citrus Bliss® Hand Lotion	2.5 fl oz	\$9.27	\$6.95
Hand & Body Lotion	6.7 fl oz	\$20.00	\$15.00
HD Clear® Facial Lotion	1.7 fl oz	\$45.33	\$34.00
HD Clear® Foaming Face Wash	11.8 fl oz	\$28.00	\$21.00
HD Clear® Roll On	1.8 fl oz	\$44.00	\$34.50
Hydrating Cream	2 Part	\$80.00	\$60.00
Reveal Facial System	4 fl oz	\$24.00	\$18.00
doTERRA Salon Essentials® Healthy Hold Cream	4 fl oz	\$16.00	\$12.00
doTERRA Salon Essentials® Protecting Shampoo	8.4 fl oz	\$16.00	\$12.00
doTERRA Salon Essentials® Root to Tip Serum	30 mL	\$46.67	\$35.00
doTERRA Salon Essentials® Smoothing Conditioner	8.4 fl oz	\$30.67	\$23.00
doTERRA Salon Essentials® Foaming Hand Wash	4 fl oz	\$19.00	\$14.50
Spa Refreshing Body Wash	8.4 fl oz	\$17.00	\$12.75
Spa Exfoliating Body Scrub	8 oz	\$26.00	\$19.50
Spa Detoxifying Mud Mask	4 oz	\$23.33	\$17.50
Spa Replenishing Body Butter	7 oz	\$23.33	\$17.50
Spa Lip Balm (Original, Herbal, or Tropical)	16 fl oz	\$8.67	\$6.50
Spa Rose Hand Lotion	3.3 fl oz	\$20.00	\$15.00
Lightening Serum	1 fl oz	\$66.00	\$49.50
Verge® Skin Care Collection	Kit	\$12.66	\$8.50
LIVING			
doTERRA Breathe® Respiratory Drops	30 Lozenges	\$19.33	\$14.50
doTERRA Breathe® Vapor Stick	4 oz	\$13.33	\$10.50
doTERRA Breathe® Essential Oil Blend	15 mL	\$16.00	\$12.00
doTERRA Breathe® Rub	4 oz	\$19.00	\$14.50
doTERRA Breathe® Concentrate	12 oz	\$39.33	\$29.25
doTERRA On Guard® Foaming Hand Wash	11.8 fl oz	\$26.00	\$19.50
doTERRA On Guard® Foaming Hand Wash & 2 Drops	Combos	\$30.00	\$22.50
doTERRA On Guard® Natural Whitening Toothpaste	4.2 oz	\$11.33	\$8.50
doTERRA On Guard® Protecting Throat Drops	30 Lozenges	\$19.33	\$14.50
doTERRA On Guard® Sanitizing Mist	9 fl oz	\$8.67	\$6.50
doTERRA Serenity® Restful Complex Softgels	60 Softgels	\$26.00	\$19.50

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

This is a 45 min introduction
The GOAL: for the person to become empowered
"With a book & a box"

HOSTESS: { With a book & a box, I've become a solutions provider in my home. }

Welcome - Story - Introduce the Presenter

Today we will cover 3 things:

1. What is an EO - 15 mins
2. How to use them - 25 mins.
3. How to get them in your home - 10 mins.

3 COOL THINGS ABOUT OILS!

- 1) Safer
- 2) Less Expensive
- 3) Most Effective

YOU HAVE CHOICES...

- We have excellent Trauma care!
- We are 52nd in proactive self care - We are left wanting!
- Powerful Statistics...
- Modern Approach give examples that make sense re: symptoms, synthetics, side effects. ie aspirin, icy hot
- Are we healthier? Make someone answer
- Name your favorite side effect!
- NATURAL APPROACH → ON GUARD experience

Cool cells stats! 1 drop contains 40 million-trillion molecules
We have 100-trillion cells, one drop contains enough molecules to cover every cell in our bodies.

How TO USE dT OILS...

- Pass around Peppermint (Use it ALL 3 ways)
- 3 of our top oils work for you! ...peppermint, deep blue, on guard

How many hours of work have you or your employees missed w/ sick days?

pg. 2 #medicines cabinet envy
→ flip to the wish list for clarity

pg. 3

→ Let's make this about you!

How Do you GET THESE IN your HOME?

I connect people to solutions. I'm inviting you to become that solutions provider in your home & all you need is a book & a box!

USE COMPARISON TO ASSOCIATE & CLARIFY...

Choose the best kit

The confused mind says "NO"