

Loyalty

Rewards
Program





Content

Welcome

Customise

Rewards

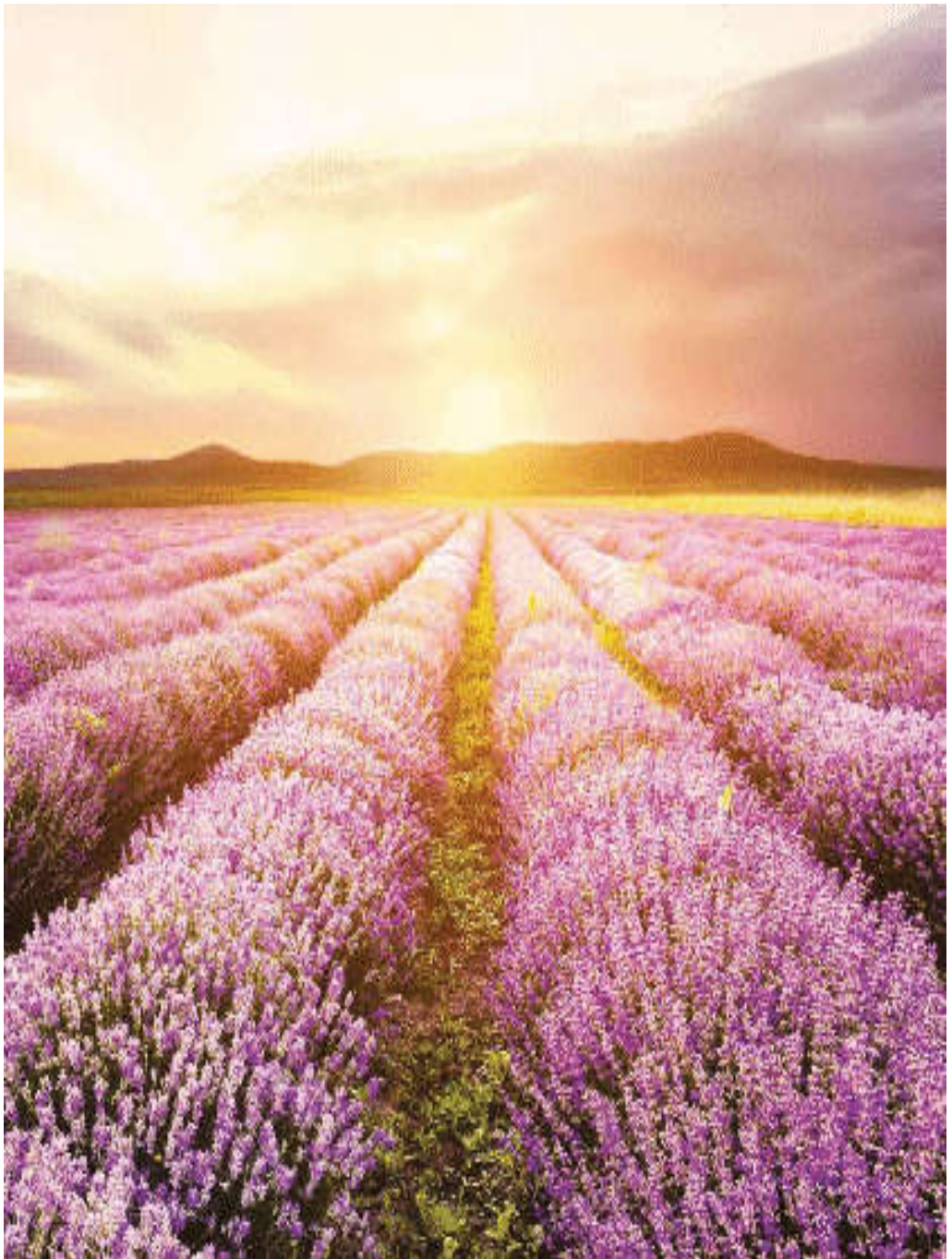
Starting

Oils—Singles & Blends

CO-Impact Sourcing

Personal Products

Need To Know



Loyalty Rewards Program

EARN

Earn Loyalty Rewards
Credit Points & Commissions

SAVE

25% Wholesale Discount

REDEEM

On Average Up To \$240
Worth Of Free Oils Every Year

FREEDOM

FREE to Join
No Lock In Obligation
No Hidden Costs
Customise Orders Anytime

Welcome



To the Wellness Revolution!



As you begin to unlock the power of essential oils, you
Will discover an entire community of people who are:

Passionate about holistic wellness

Conscious consumers

And are **Saving Money!**

By joining one of the most generous, flexible
and hassle-free Loyalty Rewards Programs.
Your journey will allow dōTERRA's Loyalty
Rewards Program to help revolutionise your
Health, Home and Life



dōTERRA Cheat Sheet

LR Loyalty Rewards
LRP Loyalty Rewards Program
OV Organisational Volume
PV Personal Volume
CPTG Certified Pure Tested Grade
LLV Lifelong Vitality
AUNZ Australia and New Zealand



Two

Ways to order

Completely optional & the ability to cancel at any time



STANDARD ORDER

Receive 25% wholesale discount

Order anytime

LOYALTY REWARDS ORDER

Receive 25% wholesale discount

Receive 10-30% back in Loyalty Rewards

Optional to join and can cancel at any time

Customise monthly order

FREE product of the month option

FREE shipping for orders over 100pt

Additional discounts on popular products

Qualify to receive income



For more information please see pages 26-27 or visit doTERRA.com.au and doterra.co.nz

Customise



Your benefits

Whether you're new to essential oils, or have been using them for years dōTERRA's Loyalty Rewards Program caters to all needs and all budgets

If you place a 100pv + LRP order your shipping costs are free. This is on every order over 100pv even if you do multiple orders per month.



Loyalty Rewards Eligibility	Personal Volume (PV) of Order			
	1-49pv	50+pv	100pv	125pv
Maintain Rewards Points and Level	✓	✓	✓	✓
Earn Reward Points		✓	✓	✓
Advance Loyalty Rewards Level (%)*		✓	✓	✓
Earn Fast Starts & Commissions**			✓	✓
Free Product of the Month on Loyalty Rewards orders placed before the 15th				✓
Free Shipping			✓	✓

* The longer you participate in the Loyalty Rewards Program the more credits you can earn, up to 30% of your total monthly Loyalty Rewards PV purchased eg. (200pv = up to 60 points earned)

** These reward options are available for those who choose to benefit by enrolling and/or sponsoring other Wellness Advocates or Customers.

Rewards



Explained

BONUS FREE PRODUCTS

We say yes, please! Earn Loyalty Reward Points every time you shop

dōTERRA Loyalty Rewards



EXAMPLE ORDER

200 PV =



Up to **60** points to redeem on
Products equivalent to these

FREE



Shipping



Rewards Program

What's better than having the world's leading essential oils delivered right to your door? How about we deliver them for FREE?

Free Shipping

We offer FREE shipping on all Australian and New Zealand Loyalty Rewards and enrolment orders of 100PV or more.

Free Shipping FAQ

Which orders qualify for free shipping?

All Australian and New Zealand Loyalty Rewards Program (LRP) orders and enrolment orders of 100PV or more qualify for free shipping.

Can I place an order through the call centre and still get free shipping?

Yes, free economy shipping applies to all Australian and New Zealand enrolment and LRP orders of 100PV+. Orders can be placed through the call centre or online.

Do Global Access Country accounts qualify for free shipping?

Yes, GAC accounts qualify. However, GAC orders must still be LRP order or Enrolment Orders of 100PV or more, and ship to a valid Australian or New Zealand address. It does not include export shipping.

Do NFR (Not For Resale) orders qualify for free shipping?

No, NFR orders don't qualify.

Do retail orders qualify for free shipping?

No, only Australian and New Zealand Loyalty Rewards Program orders and enrolment orders of 100PV or more qualify for free shipping.

What shipping method will be used with free shipping?

Our free shipping option uses standard shipping, which takes approximately 3-7 business days for delivery within Australia and between 1-5 business days for delivery to New Zealand.

How much does shipping cost?

dōTERRA shipping costs are as follows:

Australian Loyalty Rewards order of 100PV or more: \$0

Australian enrolment order of 100PV or more: \$0

Standard: \$7.95

Starting Steps



New to essential oils? We've got you covered with dōTERRA's Wellness Boxes, carefully curated with your specific needs in mind.

From high activity to harmony, discover the ease of choice with dōTERRA's Wellness Boxes. These stylish compact boxes are a combination of just the right products, all for you.

Not sure where to start? Simply follow the comprehensive easy-to-use routine laid out for you on the enclosed wellness card. Enjoy!



The Wellness Box EXPERIENCE

- ✓ May only be purchased through Loyalty Rewards order
 - Product of the Month is received FREE when:
 - ✓ You are a Loyalty Rewards member
 - ✓ Personal Volume (PV) is 125 or more
- ✓ Your Loyalty Rewards order is processed by the 15th
- ✓ Receive in the Wellness Box a how to instruction Card or booklet to help you use your oils.
- ✓ Save up to 15% off the Wholesale Price—that's Up to 55% savings on Retail Prices.



Active Sports Bundle

Looking to bring out your inner athlete? Try our Active Sports Bundle to support your journey! You don't need to be a professional, you just need to get active! The Active Sports Bundle includes:

- Copaiba essential oil 15 mL
- Ice Blue® Rub 120 mL
- Lemongrass essential oil 15 mL
- Wintergreen essential oil 15 mL
- Eucalyptus essential oil 15 mL
- dōTERRA Motivate® Encouraging Blend 5 mL
- Peppermint Beadlets
- Fractionated Coconut Oil

*Includes a useful instruction card to help you get started!

Item: 60208666 Retail: \$258.67 AUD Wholesale: \$194.00 AUD PV: 125
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Bedtime Bliss Bundle

Satisfy your craving for a restful night's sleep with these products to support your wind-down routine!

We all crave that feeling of a restful night's sleep – sometimes, we just need a little help to get there. Stylishly packaged in a compact, pink box we've combined products to support your night time wind down. Rest, rejuvenate, and take on the world!

The Bedtime Bliss Bundle includes:

- Lavender Peace® Restful Blend 15 mL
- dōTERRA Touch® Peace 10 mL
- Balance® Grounding Blend 15 mL
- Cedarwood essential oil 15 mL
- Vetiver essential oil 15 mL
- Fractionated Coconut Oil

*Includes a useful instruction card to help you get started!

Item: 60208669 Retail: \$229.33 AUD Wholesale: \$172.00 AUD PV: 125.00



Seasonal Essentials Bundle

Deciding what products you need to prepare for the change in season just got easier! We've taken the guesswork out for you and combined your favourite products ideal for braving the change all into one box. Now is the time to stock up with our Seasonal Essentials Bundle! The Seasonal Essentials Bundle includes:

- Easy Air Clear Blend 15 mL
- Easy Air Touch Clear Blend 10 mL
- Easy Air Clear Drops
- On Guard Touch Protective Blend 10 mL
- On Guard Sanitising Mist 27 mL
- Peppermint Essential Oil 15 mL
- Eucalyptus Essential Oil 15 mL
- Tea Tree Essential Oil 15 mL
- Lavender Essential Oil 15 mL

*Includes a useful instruction card to help you get started!

Item: 60208653 Retail: \$246.66 AUD Wholesale: \$185.00 AUD PV: 129
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Easy

As One, Two, Free



Simple steps to customising your order and redeem your credit points



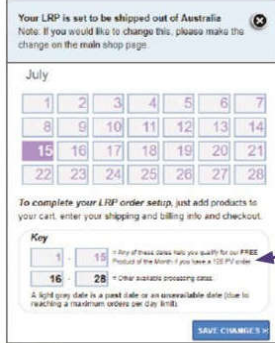
Step 1:

To start your first Loyalty Rewards order you go to the dashboard tab and click the add new order button



Step 2:

It will give you the option of setting your order date for each month like this



Remember to qualify please order between these dates

For more information please see pages 26-27 or visit dōTERRA.com.au and dōTERRA.co.nz. Results may vary due to products and order size purchased



Remember

- ✓ You may place multiple LR orders in the month
- ✓ To qualify for points your total LR orders must be 50pv or more per month
- ✓ Keep 100pv at all times in your account to earn commissions
- ✓ When your LR order totals 125pv and processed on or before the 15th of each month, you will receive the Product of the Month—FREE

Step 3:

Then every month before your order date happens—just click on the order number under the Scheduled Loyalty Rewards section

Item Search

PRODUCT LIST ENROLLMENT COLLECTIONS

facebook dotERRA

Australia Products U.S. Products

SCHEDULED LRP ORDERS - AUSTRALIA PRODUCTS

EDIT	Vol	Ship	Amt	
#3996588	116.50	7/15/19	AUD137.99	BUY NOW

Step 4:

Add or delete any items you want for your upcoming shipment

My Cart Monthly LRP Order Processing Date

Ship to: edit Payment: edit Credit Card on File Send confirmation to: edit 09/15/2019 edit

Shipping from: Australia

Visa Billing ZIP:

LRP ID #3996588 Quick Add to Cart

Product	Quantity	PV	Frequency	Price	Use Points?	Remove Item
HD Clear Foaming Face Wash #49420004	2	56.00	MONTHLY	AUD62.00	Select	X
Sales Guide #69219644	1	0.00	MONTHLY	AUD30.00	N/A	X
On Guard Protecting Throat Drops #34050004	3	48.00	MONTHLY	AUD57.00	Select	X

104.00 PV Subtotal AUD149.00 0 Points Used

MY REMAINING REWARDS POINTS = 95.56

APPLY RR BALANCE AUD9.01 available

CONTINUE SHOPPING CLEAR CHANGES SAVE CHANGES CONTINUE

There's An oil for that



Single Oils



Arborvitae, Basil, Bergamot Mint, Black Pepper, Black Spruce, Blue Tansy, Cassia, Cedarwood



Celery Seed, Cilantro, Cinnamon Bark, Citronella, Clove, Copaiba, Coriander



Douglas Fir, Geranium, Ginger, Grapefruit, Green Mandarin, Helichrysum, Juniper Berry

For more information please see pages 26-27 or visit doTERRA.com.au and doTERRA.co.nz.



Lemon Eucalyptus, Lemongrass, Lemon Myrtle, Lime, Madagascar Vanilla, Manuka, Melissa, Myrrh, Patchouli, Petitgrain, Pink Pepper, Rosemary



Sandalwood, Sandalwood (Hawaiian), Siberian Fir, Spikenard, Tangerine, Thyme, Turmeric, Wild Orange, Wintergreen, Yarrow POM, Ylang Ylang

TGA Approved Therapeutic Range



Bergamot, Cardamom, Clary Sage, Cypress, EUCALYPTUS, FENNEL, FRANKINCENSE, LITSEA, LAVENDER



LEMON, MARJORAM, OREGANO, PEPPERMINT, ROMAN CHAMOMILE, SPEARMINT, TEA TREE, VETIVER

Touch Oils



Copaiba, Frankincense, Helichrysum, Jasmine, Lavender, Magnolia, Manuka, Myrrh



Neroli, Oregano, Osmanthus, Peppermint, Rose, Tea Tree, Vetiver



Carrier Oil



Beadlets

Proprietary Blends



Adaptiv, Affirm, Anchor, Ascend, Aromatouch, Balance, Citrus Bliss, Citrus Bloom, Cheer



Clearify, Coast, Console, Desert Sand, Easy Air, Forgive, Ice Blue, Lavender Peace, Motivate, Native Bush



Northern Escape, On Guard, Passion, Peace, Purify, TerraArmour, Zendocrine, ZenGest

Touch Blends



Adaptiv, Cheer, ClaryCalm, Console, Easy Air, Forgive, Hope, Ice Blue, InTune, Motivate, On Guard, Passion, Past Tense, Peace, Salubelle, Whisper, ZenGest

For more information please see pages 26-27 or visit doTERRA.com.au and doTERRA.co.nz.



dōTERRA Sourcing®



Global Botanical Network®

Through dōTERRA's Global Botanical Network of farmers and essential oil producers, dōTERRA has leveraged the experience of skilled partners around the world to create the optimal supply chain for production, distillation and distribution, enabling dōTERRA to supply these essential oils directly to you and your loved ones.

Over
100
essential oils
sourced from
more than
40
countries



An Oil

That you can feel GOOD about

When you choose to purchase dōTERRA's essential oils, you create a massive ripple effect! Thanks to dōTERRA's commitment to Cō-Impact Sourcing and its Principles, many of the oils arriving at your door are aiding in dōTERRA's mission of ending global poverty.

The Principals of Cō-Impact Sourcing

PEOPLE: dōTERRA works directly with growers to form long term partnerships. These partnerships help ensure fair and timely payments, job opportunities, training and various Healing Hands funded projects to improve the livelihood of the growers and their communities.

PLANTS: The growers are skilled on how to implement sustainable agriculture and natural resource management practices in both

planting and harvesting. Distillers are encouraged to utilise renewable energy and energy-efficient technologies, where possible.

PRODUCT: By developing long-term sourcing relationships with growers and distillers, dōTERRA ensures loyal supply chain partners. dōTERRA can then guarantee the long term availability and consistent quality of the essential oil plants for their essential oils.



Total

Wellness from the inside out

LongLife Vitality Supplements



Microplex VMz®

Food Nutrient Complex

Provides essential vitamins and minerals to help support general well-being



xEO Mega®

Essential Oil Omega Complex

A proprietary blend omega fatty acids, carotenoids and vitamins to help support the health and function of the cardiovascular, immune and cognitive systems



Alpha CRS+®

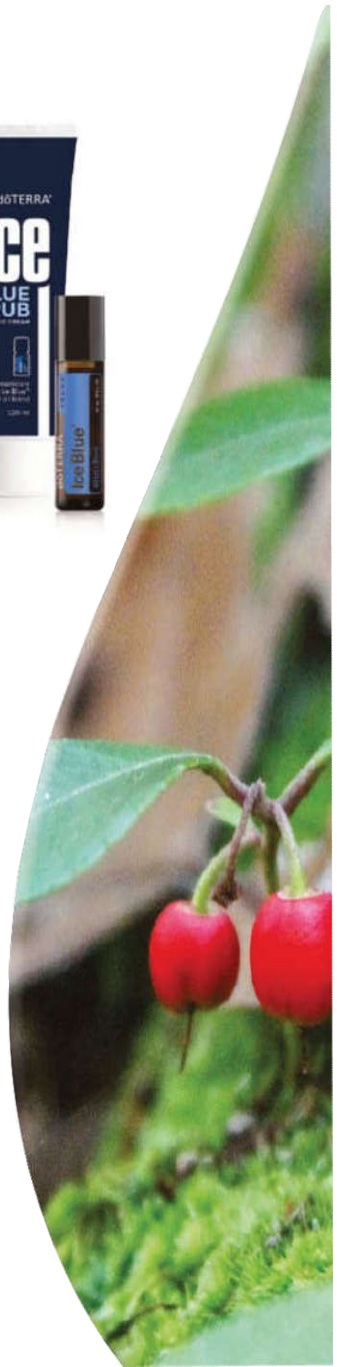
Food Nutrient Complex

A proprietary blend that contains antioxidants which may support general well-being and assist in protecting the body from free radical damage



Essentials

Seasonal Change
OnGuard® and Easy Air® Clear Drops are great-tasting lozenges to have on hand in the car or bag for support at times of seasonal change or whenever you need





Get That

#dōGLOW

Whether you are in need of a bit of pampering or you're looking for an everyday treat for your skin—dōTERRA's Personal Care range and Salon Essentials Hair Care has you covered from head to toe.

Personal Care



For more information please see pages 26-27 or visit dōTERRA.com.au and dōTERRA.co.nz.

Up Your Beauty Game
Add your favourite essential oils to any of dōTERRA's creams or moisturisers, for skin you will want to show off.

Please see pages 26-27 for all safety needs and uses of dōTERRA oils.



Welcome

To the family

OnGuard's Family range of ready to use and hassle free products make cleaning a breeze.



Essentials





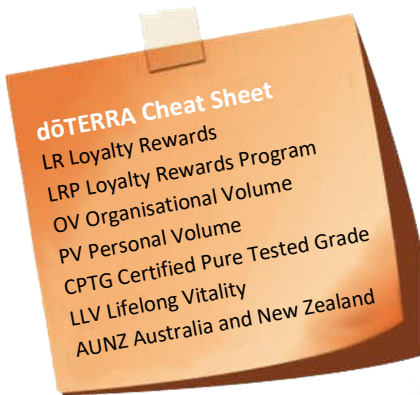
Need

To know more

We've got you covered!

Simply select the option that suits you best to get the answers you need'

1. Ask your enroller or the person who helped you open your Loyalty Rewards Program account
2. Contact our friendly Member Services team at AU (02)8015 5080, NZ (08)0046 6815 or visit www.doterra.com.au or www.doterra.co.nz for more information.



For more information please see pages 26-27 or visit dōTERRA.com.au and dōTERRA.co.nz.



Terms And Conditions

- You may place multiple Loyalty Rewards orders in the month
- To qualify for points your total Loyalty Rewards orders must be 50 points or more per month
- Loyalty Rewards orders must be at least 50pv per single order to advance Loyalty Rewards levels (%)

-
- Minimum monthly Loyalty Rewards order of 50pv to earn product credits
 - No maximum monthly credit accumulation limit
 - Product credits expire 12 months from date of issue
 - Product credits can be used according to the Products Redemption form
 - Product credits can be redeemed online, through Member Services (02)8015 5080 or in person at Will Call
 - A redemption fee of \$AU3.00 per 100 product credits, applicable taxes and shipping and handling charges will apply
 - Must be a Loyalty Rewards participant for 60 days before credits can be redeemed
 - All product credits will be immediately cancelled with Loyalty Rewards cancellation

For more information please visit www.doterra.com.au and www.doterra.co.nz . Results may vary due to products and order size purchased.

- Product credits have no cash redemption value and are non-transferrable
- Products purchased with Loyalty Rewards credits are not for resale
- Cancellation of Loyalty Rewards order must take place over the phone by calling Member Services at AU (02)8015 5080 and NZ (08)0046 6815
- Orders with a minimum of 1pv will maintain both Loyalty Rewards level (%) and previously accrued points
- Point redemption orders will have no PV

USAGE

Essential oils can be enjoyed in many ways, each oil has different properties and it is important to check the recommended application (aromatic, topical, food flavouring) for each oil.

Aromatic—1-2 drops can be added to a diffusion is one of the simplest methods for enjoying essential oils. Diffusers that use cold water or air are recommended so that the chemical properties of the oil are not altered.

Topically—Check that the oil is suitable for topical use. Start with the lowest possible dose (1-2 drops. Because every person is unique, the dose will vary for each individual based on size, age and individual characteristics.

Some oils are recommended to be diluted to reduce the likelihood of developing skin sensitivity, especially on sensitive skin. It is advisable to use a carrier oil (such as Fractionated Coconut Oil) to dilute more potent oils and when trying an oil for the first time. The recommended dilution ratio is typically one drop of essential oil to three drops of carrier oil: (25% dilution).

Food Flavouring—a few oils are suitable to be added to food and drinks in small amounts (1-2

drops) depending on taste preferences. Remember oils are highly concentrated and a small amount goes a long way. Oils suitable for flavouring include Lemon, Peppermint, Basil, Oregano (use a toothpick—very potent), Lavender, Coriander and Tangerine.

RECOMMENDATIONS

Please seek your health care professionals advice to meet your specific needs and for any concerns regarding safe essential oil usage for you and your family.

WARNINGS

- Avoid contact with eyes, inside of nose and ears
- When applying topically, dilute with Fractionated Coconut Oil for sensitive skin. dōTERRA Touch oils are diluted for your convenience.
- Citrus oils (including Lemon, Wild Orange, Bergamot, Lime, Tangerine, Grapefruit) increase the sensitivity to UV light. Avoid sunlight exposure for 12 hours after applying topically
- Follow the correct usage guidelines for each oil

https://www.dōTERRA.com/AU/en_AU/product-information-pages (Australia) https://www.doterra.com/NZ/en_NZ/product-information-pages (New Zealand)

STORAGE

Store in a cool, dry place away from direct sunlight and heat to maintain optimal quality

Use small amounts and dilute in a carrier oil if appropriate

To avoid any misuse, please store safely and out of reach of children

If you suspect your child has consumed essential oils please contact the Poisons Information Centre on 13 11 26 (Australia) or 0800 POISON (0800 764 766) and <http://www.poisons.co.nz> (New Zealand)



For more information:

Val Leighton and Daryl Trembath

Diamond Wellness Advocate #201171

Phone: **0478 137 033**

E-mail: sales@earthgifts.com.au

Web: <http://mydoterra.com/earthgifts>

Web: <http://earthgifts.com.au>

Research: <http://sourcetoyou.com>