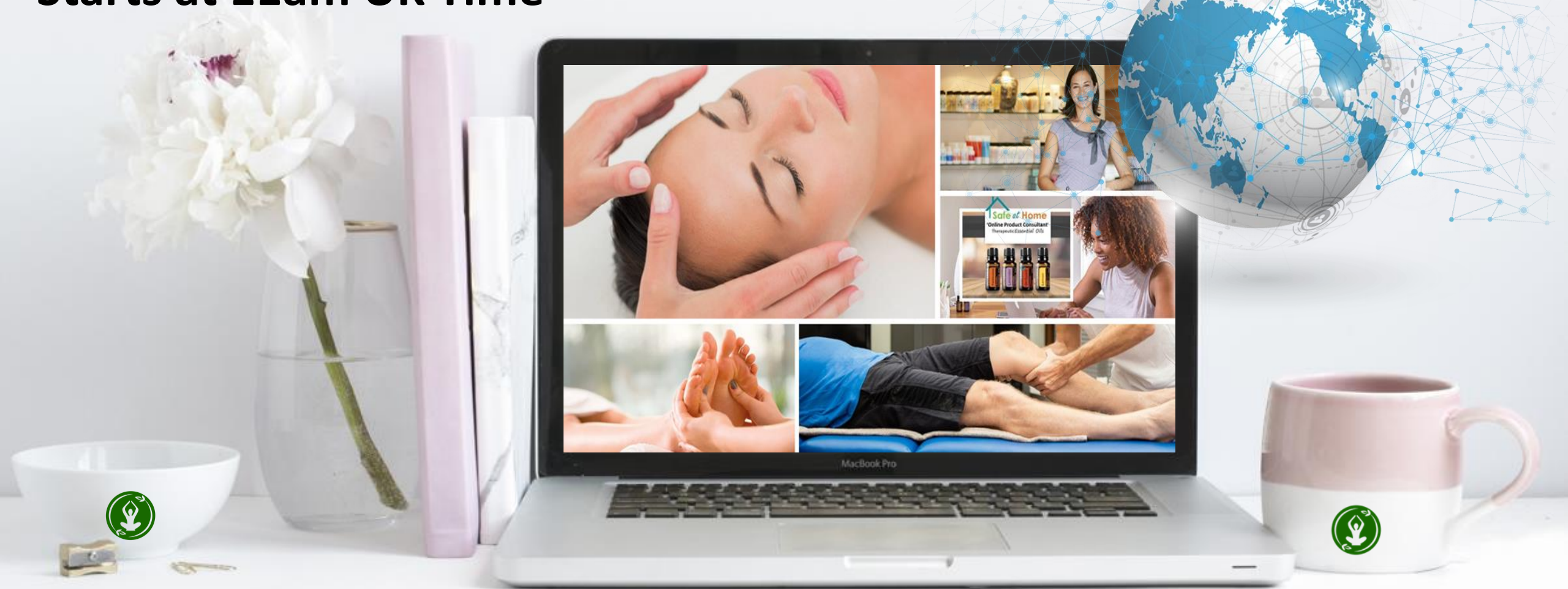


How to GROW your Health & Wellness Practice

Starts at 11am UK Time

BUSINESS *Made Easy!*



We CAN Help You!

Already have a business



Looking to start a business



WHY do 60% will fail within the first 3 years!

- ✓ **Insufficient capital**
- ✓ Poor day to day management
- ✓ **Inadequate business planning**
- ✓ Ineffective marketing
- ✓ Inability to adapt & Innovate!



Growth INHIBITORS

- 1- Empty Diary - Not being creative!
- 2- Undercharge to get more clients!
- 3- Insufficient new enquiries
- 4- Strong competition
- 5- Full Diary! Maxed out 24/7- waiting list! *Burn out!*
- 6- Scalability - you can't scale what you can't control
- 7- Thinking 'seeing clients' is the only way to serve them!
- 8- Unsure what to do for the best! Inexperience in business
- 9- You've created a job for yourself and not a business
- 10- Trading time for money!



The quickest and easiest way to increase your chances of being successful are through alliances!



**strategic
PARTNERSHIPS!**



Benefits of Strategic Partnerships!

Once you have clients the focus changes to how do you retain them. You do this by exploring different ways you can provide more value!

Access to NEW clients: By partnering with another company that aligns with your services, you can now secure new clients with additional needs!

Expand Geographic Reach: It is more important now than ever to develop the ability to operate remotely (online) Partnering with a company that has a global reach opens up a world of opportunities!

Share resources: You can have access to their resources! This is particularly beneficial where those resources are of a technical nature providing you with new and innovative solutions without the need for additional investment!

The nearly instantaneous economic recession triggered by the Covid-19 shutdown has wreaked havoc on businesses large and small



- ✓ Uncertain times
- ✓ Business owners needing to reassess their position!



BBC News
14 mins • 🌐

UK Prime Minister Boris Johnson has announced a new Covid lockdown in England, with people told to stay at home and schools shut for most pupils from... See more

BREAKING • 14 MINS

BREAKING

BBC NEWS

BBC NEWS
New lockdown for England as cases surge

👍👎🗨️ 7.9k 2.6K comments • 3.8K shares

Impact of COVID-19 - lockdown on health

Research by the BMA concludes that **over a million planned operations and treatments as well as over twenty thousand cancer treatments have been cancelled or delayed** between April and the end of June this year because of the pandemic!

It is estimated that more than **two and a half million first time outpatient appointments were cancelled** during the same time period.

Bereavement, isolation, loss of income and fear are triggering mental health conditions or exacerbating existing conditions!

Countries reported widespread disruption of many kinds of critical mental health services!



The Impact on business!



The old ways of doing business are no longer reliable or sustainable!

From \$6 Billion to Bankrupt



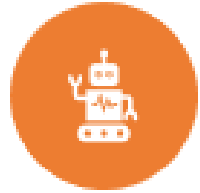
Netflix and tech innovation put the obsolete business out to pasture!



Provide additional health solutions for your clients,



Help you find more of your perfect clients using social media!



How to develop your practice online by working smart!



Show you how to Future-Proof Your Practice
Don't depend on one part of your practice for complete success



Create sustainable growth in your practice,
Providing financial independence



...the perfect business partner!



doTERRA

BUSINESS

PARTNERSHIPS

Together we're able to achieve more than any individual therapy could on it's own!





- Approaching \$3Billion per year in global sales - operating in over 120 countries
- 2016 International company of the year – debt free
- Established 2008
- Prime Meridian, Integrative Health Centre's – Combines conventional medicine with Complimentary Holistic practices
- Humanitarian organisation





Making a Difference...

- ✓ Over \$30 million donated through doTERRA Healing Hands Foundation, plus millions more in doTERRA Healing Hands Initiatives in global markets
- ✓ 112,044 emergency relief kits distributed
- ✓ 428 approved Wellness Advocate partner projects
- ✓ Projects in 76 countries

The doTERRA Healing Hands Foundation supports global initiatives in seven main areas:

- ✓ Anti-human trafficking
- ✓ Clean water
- ✓ Children
- ✓ Disaster relief
- ✓ Empowerment of women
- ✓ Global health
- ✓ Self-reliance

100% of doTERRA Healing Hands Foundation donations go directly to aid because doTERRA donates all administrative costs and overhead, currently valued at over \$1 million annually, to the foundation

Medical Advisory Board

doTERRA has assembled a medical advisory board of top experts in fields ranging from dentistry to orthopedic surgery. doTERRA works directly with these healthcare professionals and the larger medical community in developing and advancing the uses of essential oils in clinical environments.



Dr. David Hill, D.C.

For many years Dr. David Hill, D.C. has utilized the benefits of essential oils in modern health practices, and as a physician he is a well-known expert in essential oils and integ...



Dr. Brannick Riggs, MD

Dr. Brannick Riggs has been practicing medicine for 13 years. In 2001, he graduated from the University of Arizona College of Medicine in Tucson while receiving some of his traini...



Dr. Paul Winterton, MD

Paul W. Winterton is a Board Certified Orthopedic Surgeon. He earned his medical degree from Harvard Medical School in 1993 and completed his Orthopedic Surgical Residency at the M...



Dr. James Geiger, MD

Dr. Geiger has been an anesthesiologist since 1986. He graduated from the University of San Francisco and worked in a San Francisco hospital doing cardiac anesthesia for his father...



Dr. Joshua Yorgason, MD

Dr. Yorgason, a native of Salt Lake City, Utah, is an ear, nose and throat surgeon. He obtained his medical degree at Columbia University in New York, and did his residency at the ...



Dr. Jessica Herzog, MD, FAAP, ABHIM

Dr. Herzog is a board certified Holistic Integrative Medicine physician and pediatrician who is devoted to true wellness. She currently practices in York, PA, and lives with her two...



Dr. Gregory Woodfill, DO

Dr. Gregory L. Woodfill is a board certified Obstetrician and Gynecologist. He completed his medical training at Michigan State University College of Osteopathic Medicine in 1997 a...



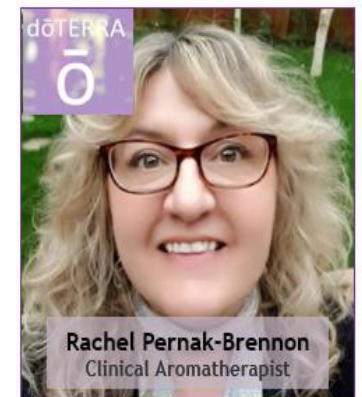
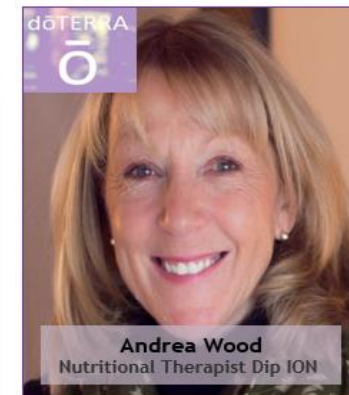
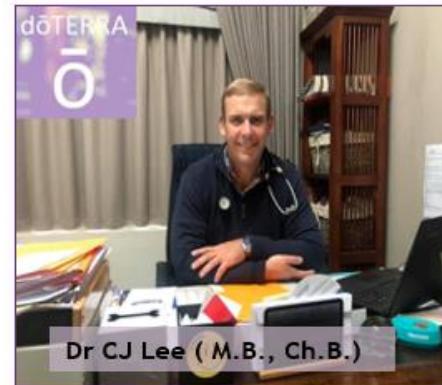
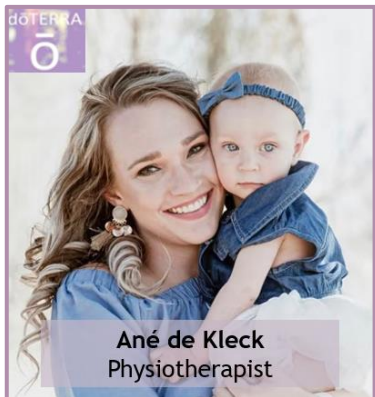
Dr. Amy Wolthoff, MD

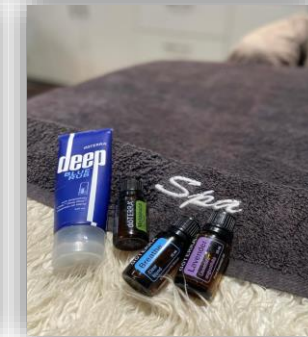
Dr. Amy Wolthoff grew up in Grapevine, Texas (a suburb of Dallas). In 2009, she received her Doctor of Medicine from the University of Texas Health Science Center in San Antonio, T...

Medical Partnerships

doTERRA's dedication to working with modern healthcare has led to growing partnerships with world-renowned medical facilities. These facilities use doTERRA essential oils every day to improve outcomes for patients and the work environment for the staff. The medical partnerships empower doTERRA to discover more effective and safe uses of essential oils as complements to modern medicine.

doTERRA attracts Health Care professionals...





Dr AJ Steyn (M.B. Ch.B.)



We put people before profits!

doTERRA Education

doTERRA provides free education designed to help and support you and your clients...

dōTERRA
EMPOWERED
you



Boosting the Immune System

A healthy immune system works like body armor, protecting us from the threats that constantly bombard us. They're on your hands, on the food you eat, and in the air you breathe. Like air, we don't pay much attention to the immune system until something slips through a gap in the armor. When we feel under the weather, we suddenly realize how much depends on it.



BOOSTING THE IMMUNE SYSTEM TIPS

- Take one to two doTERRA On Guard® Softgels daily when seasonal threats are high to strengthen immune function.*
- Take a drop of Copalba and Frankincense under your tongue each morning for daily immune support.*
- Keep a bottle of doTERRA On Guard Sanitizing Mist in your bag during the day and use regularly to eliminate bacteria and other germs on the skin.



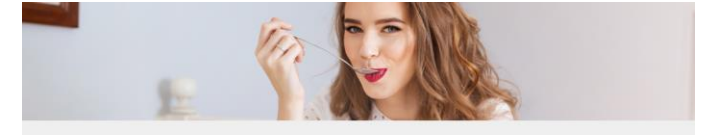
Healthy Eating

Contemplating a diet change can be overwhelming. But don't worry, it can be simple. Just keep these two rules in mind: eat mostly plant-based foods and cut down on processed foods.



HEALTHY EATING TIPS:

- Exchange juices and sodas for water with a drop of Lemon essential oil.
- Eat the rainbow: incorporate multicolored fruits and vegetables in your daily diet.
- Supplement your diet with the doTERRA Lifelong Vitality Pack® to make sure you're getting crucial vitamins and minerals.
- Limit your intake of highly processed foods.
- Drink water throughout the day to stay hydrated.



Digestion and a Healthy Gut

Having a healthy gut is an important part of living a healthy life. A healthy gastrointestinal tract is better able to break down food and absorb critical nutrients. An upset or knotted stomach can halt all your activities. When your gut is healthy it supports the health of your entire body, from your immune function to your emotions.



DIGESTION AND HEALTHY GUT TIPS:

- Rub DigestZen Touch on abdomen.
- Take one to two drops of Peppermint to alleviate occasional stomach upset.*
- During a long car ride, diffuse or place a drop of Ginger in the palm of your hand and inhale.
- Take one drop of Lemon in water for cleansing and digestive benefits.*
- Take one to three DigestZen TerraZyme veggie capsules with meals throughout the day to promote the digestive process and absorption of nutrients.
- Add a few drops of DigestZen® to water to take internally.



Avoiding Toxins

From birth, the human body is designed to protect against and remove as many toxins as possible. Toxins are all around us—in the food we eat, the air we breathe, the chemicals we clean with. "Toxic load" refers to the volume of toxic substances that have been accumulated in the body at any given time and the overall burden it places on the body systems and vital organs. Minimizing exposure to potentially harmful chemicals on a daily basis is the most effective method for limiting toxic load.



TIPS FOR AVOIDING TOXINS:

- Clean out under your sink: replace traditional cleaning products with doTERRA On Guard Cleaner Concentrate
- Use natural personal care products when possible, such as the Verage® skin care line
- Keep your air fresh and clean by diffusing essential oils like doTERRA On Guard® and Lemon
- Eat whole foods and decrease the amount of processed foods in your diet

doTERRA Daily Health Habits

Challenge



Natural Healthcare

A safe alternative for all the family...

doTERRA Education



Foundational...

- ✓ Preventative Health Care - Daily Wellness protocols
- ✓ Natural Health alternatives to help with existing issues
- ✓ Helping you to support clients create their own proactive self-care

dōTERRA
EMPOWERED
you

doTERRA Products



Reducing the toxic load
Natural alternatives



Protecting smoothing and nourishing...



Zero Parabens



Only the best natural ingredients



Rest, relaxation, managing stress!

Yoga Collection



Nutritional support



Energy & Stamina



Pain management



Children's supplements



Digestive Support



Healthy Home



Woman's Health



'Kids Essential Oils Collection'

Designed to empower parents to confidently support the health and wellness of little ones.



Helping you to support your clients with proactive self care in a changing world!

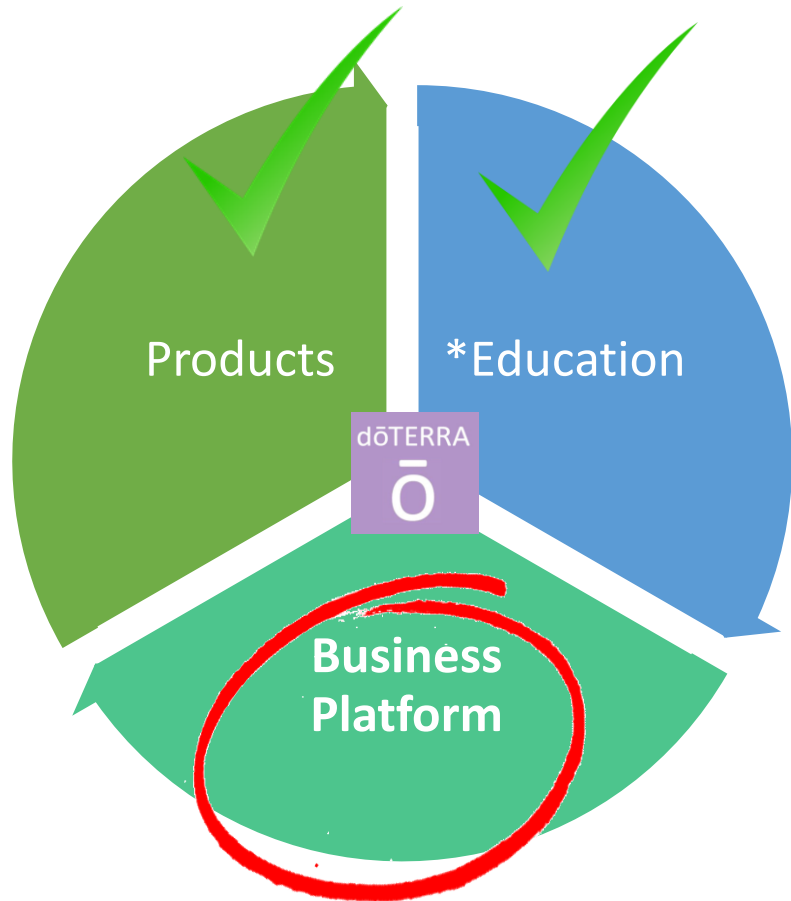


doTERRA Products



doTERRA Education

doTERRA Business



Collectively this is what provides you with an opportunity to have a greater **IMPACT** in the lives of your clients and to become more successful yourself!

doTERRA - it keeps getting better!

Your Clients

- ✓ Invitation to attend a FREE online essential oils class
- ✓ Preventative Health Care - Daily Wellness protocols
- ✓ Natural Health alternatives to help with existing issues
- ✓ FREE ongoing Education
- ✓ Discounted Products - 25% off the entire range!
- ✓ Option to receive an additional 10-30% off purchases in FREE product points - so up to **55% off retail prices!**
- ✓ Eligibility to receive doTERRA's FREE Product of the Month
- ✓ Client personal ordering site
- ✓ Client Facebook group

Wellness Advocate

- ✓ Everything your clients receive!
- ✓ doTERRA business platform - back office Website track client sales, commissions etc
- ✓ No stock to hold - No payments to take
No deliveries to organise - weekly/monthly comm/s
- ✓ Business Support Resource site
- ✓ Strategic Planning
- ✓ Personal one-on-one support
- ✓ doTERRA Integration - client launch support
- ✓ FREE continued educational classes
- ✓ Free weekly business training webinars
- ✓ Step by Step Business Guide

Making a Difference with doTERRA



Nicola Hodkinson - Massage Therapist

My clients fill out a consultation form on their first appointment which lists ailments that they may suffer with e.g. eczema, headache, blood pressure etc doTERRA has enabled me to discuss other alternative options that may benefit the client.

Dawn Banks - Reiki Practitioner & Accredited Aromatherapy Advisor

When I see my Reiki clients I tend to diffuse the oils mostly using Balance and Lavender. I also give samples should they be interested after a Reiki session. doTERRA has certainly helped increase my client base both in Reiki and Emotional Aromatherapy.



Beth Keytel - Tension and Trauma Release Provider (TRE)

I diffuse doTERRA essential oils during my practice depending on the needs of my clients. I tend to diffuse 'Balance' mostly due to its grounding and calming effects it has on my clients. Essential oils and the benefits of using them provide topical conversation during the therapy. Providing samples of the oils also provides additional opportunities to help.

Making a Difference with doTERRA

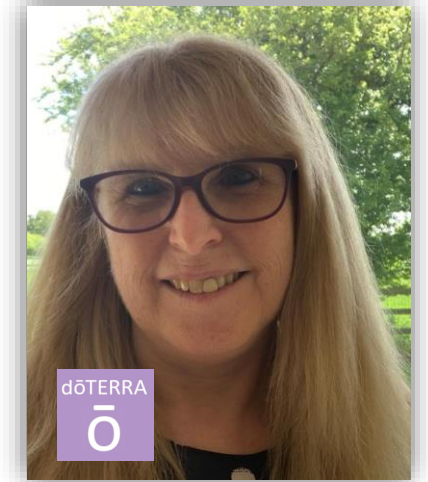


Lily Vanea - Sports Therapist and Aromatherapist

I am using a lot dōTERRA essential oils. Peppermint has anti-inflammatory, antispasmodic and analgesic properties which is good for sore muscles. I am also using lavender which my clients, they love it because of the wonderful soothing properties not just relax the muscle but also to calm the mind. After treatment they always schedule another!

Gaynor Mentipty- Aromatherapist & Reiki Master

During therapies I use an iTOVi scanner, this helps me to create the perfect wellness plan for my clients using innovative and institutionally recognized technology. I can then suggest the most appropriate essential oils to support my clients. I wanted to maximise the results for my clients by using the purest and most effective oils available, so I partnered with doTERRA



Fern Ferreira - Therapeutic Hypnotherapist & Reiki Master

doTERRA's pure essential oils are outstanding. They have made a huge difference personally, and also in the lives of my children. I also use the oils to support my clients who suffer from various health issues, this often provides alternative support to using conventional options. I feel very privileged to be partnered with doTERRA, a company with integrity and high ethical values.



Making a Difference with doTERRA

Tania Jooste - PhD (Microbiology) MscMedSc (Medical Virology) EAA Cert (CCHH)

I help women and men gain healthy habits through supporting their gut health. Emotional Aromatherapy and doTERRA essential oils play an integral role in the protocol to move my clients towards improved wellness.

Carol Rickards - Pilates Instructor & Emotional Aromatherapy Advisor

I always start a new client with a private session and anatomy assessment listing any ailments that they may have. This allows me to discuss essential oils with them during the session and provide them with samples.

I diffuse doTERRA oils during sessions it always generates interest! Hand sanitiser is always used as they enter the studio and Deep Blue Rub & Air are always on hand for clients to use before and after their session to support any aching muscles & to keep the airways open. Using doTERRA products is a wonderful way to offer my clients something extra and it helps me to expand my business.

Faranak Amini – Low carb/Keto Nutrition & Treatment Specialist

As part of the initial consultation that I do with my clients, I go through their medical history and lifestyle habits which gives me an understanding of their everyday challenges. I usually come across a lot of digestive issues such as acid reflux, heartburn, bloating, etc and doTERRA'S Zengest blend has been the absolute best for my clients. I usually recommend doTERRA Zendocrine for detoxification and gut health to get rid of toxic load in the body. I am so grateful to have been introduced to doTERRA which provided me with the tools to be able to add value and support my clients, family and friends to be healthier in a natural way.



Taking your business ONLINE!



It is more important now than ever to develop the ability to operate remotely!

This will provide you with greater opportunities for attracting and servicing new clients!



Online Client acquisition - Marketing Strategy



Help you find more of your perfect clients!



- ✓ Show you how to run ads effectively on social media
- ✓ How to create an endless flow of client enquiries
- ✓ We can even run them for you!
- ✓ Introduce you to an effective system to deal with the enquiries
- ✓ This is the exact same system we have used to build a global network of clients



Business Platform Back Office

27th Oct 17 - No Clients

The screenshot shows the mydoTERRA office back office dashboard. A red circle highlights the user name 'REA, PETER - 48739' in the top navigation bar. Another red circle highlights the 'Total Membership: 5,282' in the 'My Business' section. A third red circle highlights the 'My Earnings' section, which includes a line graph showing earnings from 06/2020 to 10/2020. The 'My Earnings' section also includes a table with columns for Month, PV, and OV.

Month	PV	OV
11/2020	199.50	239,073.46
12/2020	354.50	208,155.64

My Earnings Graph Data (Approximate):

Month	Earnings
06/2020	10,000
07/2020	10,000
08/2020	10,000
09/2020	10,000
10/2020	10,000

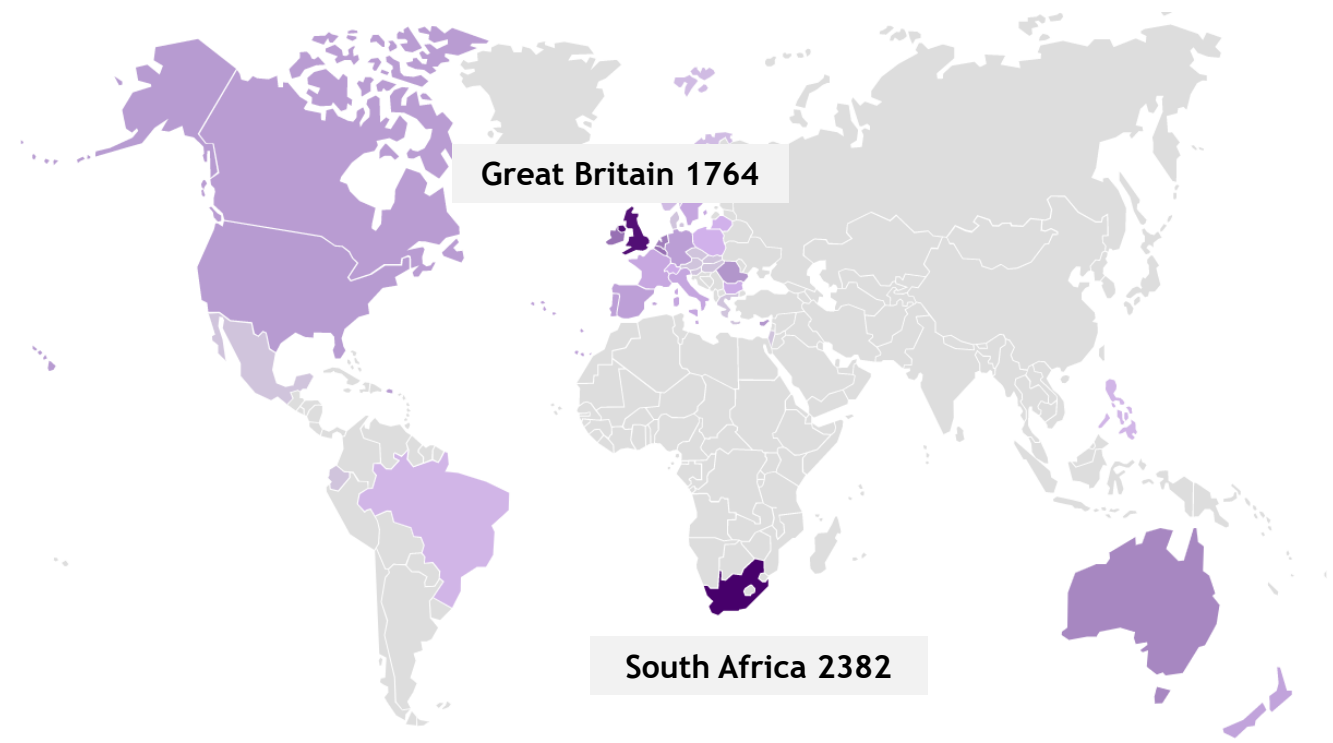
Track Everything
from your
back-office!

mydōTERRA office

My Business

Member Map

*This is not about thinking locally!
doTERRA is in over 100+ Countries



This is an opportunity to work smart, having global reach & touching thousands of people lives!



Growth in Europe

dōTERRA
— EUROPE —



After joining dōTERRA, 68% of all customers reorder, continue to share dōTERRA products, or build a dōTERRA business!

- ✓ Ongoing commissions for you
- ✓ Continued business growth
- ✓ Stable residual income
- ✓ Time freedom
- ✓ Financial Freedom!

doTERRA Compensation Plan

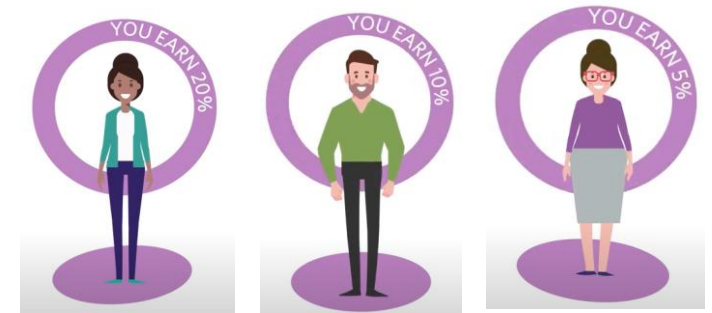
1- Retail Profit - 25% - Purchase at full retail price – No doTERRA acc.

*commissionable volume

2- Wholesale Client Account [Preferred] - 20%

on purchases in the first 60 days *as your client base expands

you will receive additional bonuses of 10% and 5%



3- Ongoing residual income - 2% – 7% every time someone purchases in your overall organisation after 60 days!



* This can equate to a considerable amount which can grow exponentially

Invite your clients to our **FREE Educational Online Class**: They will learn and experience the power of essential oils with us in a fun and relaxing environment, all from the comfort of their own home!

'Introduction to Essential Oils' ONLINE Class

Invite

What are Essential Oils?

Natures Pharmacy

3 Methods of Use

Introducing our new Daily Drop app

The Daily Drop App provides you with a fun and convenient way to get your essential oil education anytime, anywhere. Short videos and simple challenges are right at your fingertips!

1. Why choose doTERRA, what are essential oils
2. Why our oils are the purest, most potent, and the safest oils in the world
3. How to help **BOOST YOUR IMMUNE SYSTEM** to help guard against Bacteria & Viruses that attack your cells!
4. How to take control of your health naturally, helping to reduce the risks of chronic disease & serious illness
5. What oils can be used to help with certain health conditions using our 10 x core oils
6. How to use the oils safely and effectively
7. How to purchase the oils at wholesale prices
8. Working with us to develop an income stream *optional

We run these classes 7 days per week. YOU can invite as many people as you like. We have experienced presenters who host the 1hr class... it's completely FREE!



We want to empower you, your loved ones, your clients, with the gift of health and wellness...

doTERRA are revolutionizing the way business owners can build their Health & Wellness Practice! **We invite you to JOIN US!**



Ready to partner with doTERRA?



Together, we are rapidly sharing hope and healing through doTERRA's worldwide movement.

Membership
OPTIONS

Because the education starts with our Essential Oils, this is where we recommend you start!

Family Essentials Kit

£118.00



The image shows the Family Essentials Kit, which includes a green box labeled 'dōTERRA FAMILY ESSENTIALS KIT' and ten 5 ml bottles of essential oils: Lemon, Breathe, Eucalyptus, Peppermint, Lavender, Spearmint, Tea Tree, Orange, Lemongrass, and Blueberry.

Approx.
ZAR: 2940
Euro: 130
USD: 165
Leu: 670
Canadian: 220
Australian: 226
Sterling: 127
Philippines: 7861

The TOP 10 Oils for your home 5 ml bottles

The dōTERRA Essentials Home Essentials Kit

£243.60
SAVE £83



The image shows the Home Essentials Kit, which includes a white dōTERRA diffuser and ten 15 ml bottles of essential oils: Air, ZenBlast, On Guard, Eucalyptus, Lavender, Tea Tree, Lemongrass, Orange, Lemon, and Blueberry.

Approx.
Euro: 282
ZAR: 4570
R4,570
Leu: 1280
USD: 315
Canadian: 425
Australian: 453
Sterling: 243
Philippines: 15042

3 x times as much oil
15ml bottles + Diffuser

i ♥ oils

A GREAT WAY TO GET STARTED, the TOP 10 Oils for your home + Diffuser - Great Savings

When you get started with one of the Kits Your Business Registration is FREE

Natural Solutions Kit

£565.60

SAVE
£160.00



Essential Oils (15 mL):

- Frankincense
- Lavender
- Lemon
- Melaleuca
- Peppermint
- Wild Orange

Essential Oil Blends (15 mL):

- doTERRA Air[®]
- AromaTouch[®]
- doTERRA Balance[®]
- doTERRA On Guard[®]
- PastTense[®]
- doTERRA Serenity[®]
- ZenGest[®]

OnGuard[®] Collection:

- OnGuard Beadlets
- OnGuard Foaming Hand Wash & Two Dispensers
- OnGuard Softgels
- OnGuard Whitening Toothpaste

Other Products:

- doTERRA Air[™] Vapour Stick
- Correct-X[®]
- ZenGest TerraZyme[®]
- Deep Blue[®] Rub
- Fractionated Coconut Oil
- Lumo Diffuser
- PB Assist[®]
- doTERRA Salon Essentials[®] Protecting Shampoo
- doTERRA Salon Essentials[®] Smoothing Conditioner
- doTERRA Essentials Booklet
- Lifelong Vitality Pack[®] (Available in Vegan)
- Wooden Box

SPECIAL NOTE: When you enrol with this kit and have a minimum 100 PV Loyalty Rewards Order the following month, you will receive 100 PRODUCT POINTS, plus you start your LRP % at 15%

Just for CLARITY!

We are NOT trying to sell you products!

We are NOT trying to discourage you from building your existing business!

We are NOT trying to sell you a training program!

We are offering you an opportunity...



doTERRA the perfect business partner!



BUSINESS PARTNERSHIPS

Together we're able to achieve more than any individual therapy could on it's own!



doTERRA attracts professionals...



Almare Liebenberg
Occupational Therapist

Lezanne Shone
Spa owner/Somatologist
Aromatherapist

Dr AJ Steyn (M. B., Ch.B)

Andi de Klerck
Physiotherapist

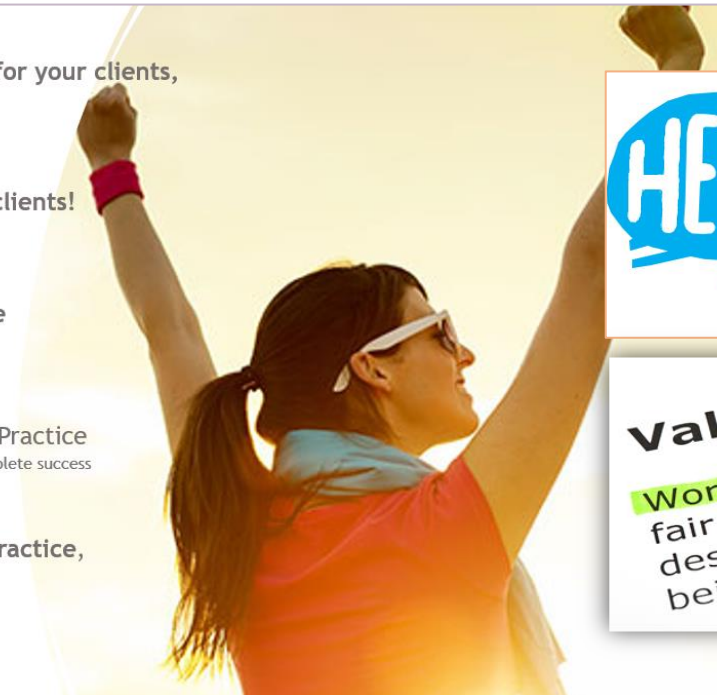
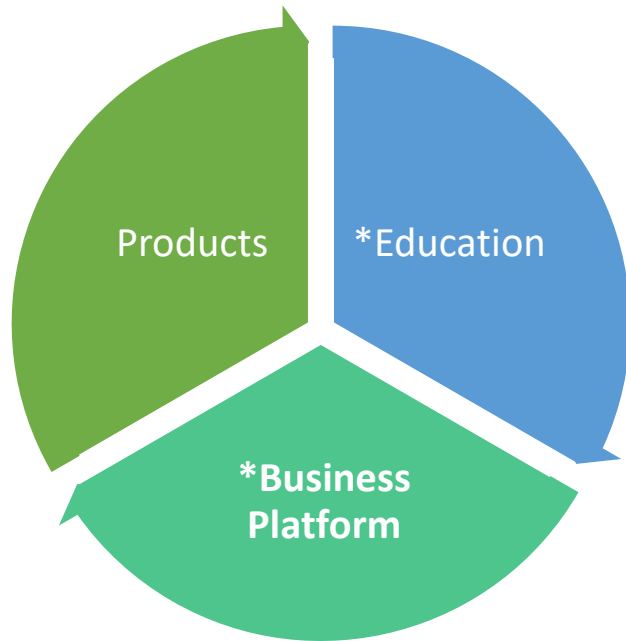
Melanie Cronheid-Gobel
Spa/Spa Services Consultant
Wellness Performance Coach






Marlise Pretorius
Pharmacist

Dr. CJ Lee (M.D., Ch.B.)

Andrea Wood
Nutritional Therapist (Dip. Nut.)

Rachel Pennek-Simonson
Clinical Aromatherapist



-  Provide additional health solutions for your clients,
-  Help you find more of your perfect clients!
-  How to develop your practice online by working smart!
-  Show you how to Future-Proof Your Practice Don't depend on one part of your practice for complete success
-  Create sustainable growth in your practice, with enhanced client relationships

HELP AND SUPPORT

Value
Worth...
fair and suitable eq...
desirability, utility,
being useful or de...



The **value** in helping you to achieve this is **CONSIDERABLE**, and we provide it for **FREE!**



Come and Join us...Let us **HELP YOU!**