



New Qualifying Founders' Club Members!



Boyd and Sandy Truman—Boyd and Sandy are so excited to be involved with dōTERRA! They have enjoyed using essential oils for the past 14 years with family and clients and have experienced the many benefits they offer. Now, with the unsurpassed quality of dōTERRA essential oils, they are having even greater success keeping their seven children healthy and strong.

Boyd is an avid traveler and entrepreneur who is most passionate about alternative health and healing as a Certified Wellness Practitioner, while Sandy is a cosmetologist and has been involved in the health and beauty industry for over 20 years.

Together they are committed to helping those around them understand the empowerment that comes along with using Certified Pure Therapeutic Grade™ essential oils for health and wellness.

Thank you, doTERRA Executive Team—you are the best!



Team dōTERRA—Jason and Rachel Nacey—Jason and Rachel started their venture with one goal in mind—to become founding consultants of the greatest company on earth. Never being exposed to network marketing before, Jason and Rachel quickly learned some of the fundamental points to being successful—commitment and passion for the product with a willingness to share with others.

Building a dōTERRA business was difficult for them in the beginning because Rachel wanted to share her excitement with others by telling them everything she knew about the oils and the business—better known as the “fire hose effect.” Oops! Jason taught her to tell people only enough to keep them asking questions and wanting more. Jason and Rachel work their business as a team and feel truly blessed to have each other and their team. Working together as dōTERRA “business partners” has brought them even closer together.

One of their favorite sayings is, “Far and away the best prize that life has to offer is the chance to work hard at work worth doing” by Theodore Roosevelt.

The first 25 Independent Product Consultants who qualify as Founders' club members will share a pool of 2% of total market sales volume in the first year of operation, and 1% in subsequent years. For more information about dōTERRA's Founders' Club, or to see its members, [click here](#).

Product Highlight: Frankincense



The origins of frankincense can be traced several thousand years to the Arabian Peninsula. Wise men carrying myrrh, frankincense, and gold as gifts for the Christ child came from the east, most likely Arabia. Transported by donkeys and later by caravans of camels, this precious substance was moved along the frankincense trade route, which stretched from Egypt to Jerusalem, through the Dhofar region of what is today Oman, through Yemen, and then to the north along the coast of the Red Sea.

The frankincense tree is a member of the *burseraceae* family (native to the middle east) and its resin is harvested by making a limited number of small cuts to the bark of the tree. The liquid that runs from the trunk when pierced is milky-white but later turns amber when solidified. These tear-shaped resin beads are harvested and carefully steam distilled to extract the essential oil. dōTERRA's frankincense is sourced from Oman and is high in alpha-pinene and low in alpha-thujene, allowing for a beautiful warm, syrupy-spice aroma to intoxicate the senses. Oman has long been known to produce the highest quality frankincense in the world.

Frankincense has been used since antiquity as incense in India, China, and in the west in religious ceremonies. In ancient Egypt, it was used in rejuvenating face masks, cosmetics, and perfumes. It has been used medicinally in the east and west for a wide range of conditions, including nervous and digestive complaints.

Next to lavender, frankincense is the essential oil with the broadest range of use. Cherished for its skin toning and regenerative effects, frankincense is frequently used for skin and wrinkle care. It has a very calming effect on the nervous system and proves to have great benefit for anxiety, depression, and stress-related conditions. Frankincense is also a helpful aid during the cold and flu season and may stimulate the body's natural immune defense when rubbed on the bottom of the feet.

We invite you to enjoy the bounteous benefits of frankincense this holiday season and throughout the year.

dōTERRA International Update

dōTERRA is pleased to make our products now available for international purchase. Individuals in foreign markets may now sign up, receive wholesale pricing, international delivery, and earn commissions. It is important to note that this program is limited to personal use. Traditional business practices such as retail selling are prohibited in foreign markets until dōTERRA is legally registered in those markets. For this reason, participation in foreign markets is denoted as "Not For Resale" (NFR) activity.

International Independent Product Consultant (IPC) Registration—Consultants may now register new IPC's in any international market. Until further notice, please register non-U.S. consultants (without U.S. SSN or TIN), under our Canada sign-up process. U.S. nationals living overseas should still register as U.S. Consultants.

Placing Individual Orders—There are three options for placing an international order:

- Virtual Office shopping cart
- "Place Order" section (also found in the Virtual Office under consultant services > order processing > place order)
- Contact Member Services at 1-800-411-8151

Select International Shipping--All international (non U.S./Canada) orders must manually select the "International Shipping" option. This shipping rate must be applied to individual orders as well as AutoShip ordering. Shipping rates and delivery times are as follows:

Wholesale Order Value (USD)	USPS Express Mail (5 Day Delivery)	USPS First Class Mail (Delivery Date Unguaranteed)
\$0-\$399	\$39.99	\$24.99
\$400+	\$49.99	\$36.99

*All prices are in United States Dollar (USD)**All prices include picking, packing, shipping, and insurance costs***First Class Mail estimated delivery time is unguaranteed and varies

dōTERRA will ship these orders immediately via United States Postal Service (USPS), and should be received within 5 business days.

Discounted AutoShip Rates--Discounted shipping rates are available to most international destinations when we reach bulk numbers of parcels. For this reason, we are asking our international Consultants to set the 15th of the month as their AutoShip date. As soon as any market reaches 50+ orders on a given AutoShip date, we will be able to discount shipping by as much as 40%.

Commissions--At this time all commissions earned by non-U.S. and Canada Consultants will be credited to your dōTERRA account unless otherwise directed by you. dōTERRA is currently working on a feasible method for paying international commissions. More information is forthcoming.

Customer Service--dōTERRA's ability to fully support foreign consultants will be limited until we are able to open offices in those foreign markets. Support will be available through our Member Services department by dialing 801.615.7200 or emailing service@doterra.com.

We thank you for your patience as we push these efforts forward, and thank each of you for your leadership and support.

dōTERRA Lifestyle



Phillip Bruttig, proud dōTERRA IPC, shows off his newly received license plate!

Had a recent "dōTERRA" moment? Take a picture and send us an email so we can share your positive experiences with others! Send your photos and/or experiences to us at editor@doterra.com.

Member Services Update

dōTERRA Holiday Schedule

In honor of Christmas, our office will close Wed, December 24 at 12:00pm and reopen Friday, December 26 at 8:00am. However, you may continue to place orders through your Virtual Office at www.mydoterra.com, or you may fax them to 1-801-615-7205.

New Pricing for Rosemary 15 ml Essential Oil--\$14.00 (14 PV) Wholesale, (\$18.67 Retail)

We are happy to announce new, lower pricing for our 15 ml Rosemary essential oil. Please make a note of the new pricing for future orders and be sure to check your PV amount on ASR orders to avoid qualification shortfalls at month end. Order forms have already been updated and posted at www.doterra.com.

dōTERRA Lotus Diffuser Back in Stock

The Lotus Diffuser is once again available for individual sale.

dōTERRA Wooden Storage Box Now Available For Sale

Due to many requests, we have released the dōTERRA wooden storage box found in our Basic, Pro, Premium and Premium Lifelong Wellness Kits for individual sale. Item code 3212 \$14.95 (no PV).



dōTERRA Merchandise - Limited Time Offer

Great for gift giving or advertising your dōTERRA business, dōTERRA merchandise will get you noticed in style. Supplies are limited and will be sold on a first-come, first-served basis.

- Low profile, brushed cotton twill hat - stone/black....\$10.00*
- Ladies lightweight microfleece jacket - black....\$25.00*
- Men's athletic sport shirt - tar/black....\$21.00*
- dōTERRA t-shirt - lime....\$10.00*
- dōTERRA shoulder bag - black/lime....\$15.00*

To place your order, call Member Services at 1-800-411-8151. Quantities and sizes are limited, so call today! *Merchandise does not include PV.

Upcoming Meetings & Events

Thursday, December 4

Honolulu, HI
Ohana Honolulu Airport Hotel
3401 N Nimitz Hwy
Introduction to dōTERRA
Dr. David Hill & Justin Harrison
7:00 - 8:30 p.m.

Tuesday, December 9

Santa Barbara, California
Hotel Mar Monte
1111 E. Cabrillo Blvd.
Introduction to dōTERRA
Dr. David Hill & Lil Shepherd
7:00-8:30 p.m.

Monday, December 8

Santa Cruz, California
Best Western Inn at Scott's Valley
6020 Scott's Valley Drive
Introduction to dōTERRA
Dr. David Hill
7:00 - 8:30 p.m.

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* dōTERRA products have not been evaluated by the Food and Drug Administration and are not intended to diagnose, treat, cure, or prevent disease. Although dōTERRA welcomes submissions of personal product testimonials by individuals, no compensation is provided for submissions. Product testimonials reflect personal experience with dōTERRA products. Individual results may vary.