

# doTERRA

*Loyalty Rewards Program Guide*  
aka: LRP eBook



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ESSENTIAL OIL PARLOUR

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# Loyalty Rewards Program

The Loyalty Rewards Program allows you to earn points for your purchases. This is a monthly recurring order that you can customize each month.

## EARN POINTS

- You will earn points for every LRP order that is over 50 PV.
- You will receive 100% of your shipping costs back in points.
- Start by earning 10% of the total order PV in points, and your percentage increases the longer you order, up to 30% back.

## FREE PRODUCTS

- Order 125 PV or more by the 15th of the month, and you will receive the free Product of the Month.

## CUSTOMIZED FOR YOU

- Pick what you want, based on your own needs, each month.
- You can order as much as you want, even if it's just one item.
- Cancel any time you like.



## what is it?

THE LRP PROGRAM WAS CREATED BY DOTERRA AS A WAY TO CELEBRATE YOUR COMMITMENT TO TAKING CARE OF YOU. IT IS A MONTHLY SUBSCRIPTION PROGRAM THAT CAN BE CHANGED OR CANCELLED AT ANYTIME. YOU CAN LOOK AT THE POINTS EARNINGS BELOW. 1 POINT = \$1



## what to order?

VERAGE SKINCARE OR ESSENTIAL COLLECTION  
LIFELONG VITALITY VITAMINS + SUPPLEMENTS  
SPA LINE + HAIRCARE PRODUCTS  
ON GUARD CLEANING PRODUCTS  
ESSENTIAL OILS, DUH

month 1-3

RECEIVE 10% BACK  
ON ALL ORDERS  
OVER \$0PV

month 4-6

RECEIVE 15% BACK  
ON ALL ORDERS  
OVER \$0PV

month 7-9

RECEIVE 20% BACK  
ON ALL ORDERS  
OVER \$0PV

month 10-12

RECEIVE 25% BACK  
ON ALL ORDERS  
OVER \$0PV

month 13+

RECEIVE 30% BACK  
ON ALL ORDERS  
OVER \$0PV

- Automatic shipment of your favourite doTERRA products
- Receive up to 30% of the PV value of your monthly LRP order in points
- Redeem your LRP points for doTERRA products
- Change your order up to the day before your ship date each month
- LRP orders can ship any day between the 1st and 28th of each month
- Easy way to meet your monthly PV and bonus qualification requirements
- View and use your LRP points online in your my doterra.com back office

# Benefits of THE LOYALTY REWARDS



## program

- 💧 Purchase all of your essential oils, supplements, and self-care products at 25% off.
- 💧 Earn FREE product every month! The average person earns over \$200 in free oils every year through LRP.
- 💧 Much like Amazon's Subscribe & Save program, you can pick and choose what you need each month!
- 💧 There is NO cost to join.
- 💧 Your products show up on your doorstep each month and you can feel good about your natural lifestyle.

# Getting Started On The *Loyalty Rewards Program*

## *Create your order*



You can set up your LRP order by logging on to your online account and starting a Loyalty Rewards Order.

## *Earn free Product of the Month*



Place a LRP order of 125PV or more by the 15th of each month to qualify for your free Product of the Month!

## *Change your order if needed*



Want to switch up your products for this month? Edit your LRP order for the month before the shipping date.

## *Earn points with purchases*



Every product has a Point Value and a dollar value. LRP credits are calculated based on Personal Volume (PV)

## *Redeem your points!*



Log in to your account to redeem your points

Products you usually buy at the grocery store... delivered to your doorstep.

- + earn up to 30% back each month in free oils
- + customize your box monthly
- + infused with powerful essential oils



## SUBSCRIPTION BOX IDEAS

50+pv = rewards  
100+pv = potential cash back  
125pv+ = free product of the month

### SELF-CARE



verage skin care  
\$84.50  
70pv



essentials skin care  
\$90  
80pv



mud mask  
\$14.50  
12pv



reveal skin care  
\$60  
60pv

### REDUCE TOXIC LOAD



shampoo conditioner  
\$28  
23pv



laundry detergent  
\$27.50  
20pv



cleaner concentrate  
\$14.50  
10pv



foaming hand wash  
\$22.50  
18.5pv



toothpaste  
\$8.50  
5pv

### REST/MOOD



serenity combo  
\$45  
40pv



emotional aromatherapy touch kit  
\$100  
100pv



copaiba softgels  
\$32  
30pv



yoga collection  
\$92  
90pv

### EXERCISE



mito2max  
\$39.50  
30.5pv



deepblue polyphenol complex  
\$59.50  
59.5pv



deepblue rubo  
\$32  
30pv



balance deodorant  
\$8.75  
5pv



aroma touch  
\$28  
28pv

### EAT RIGHT



lifelong vitality  
\$99.50  
60pv



chocolate trimshake  
\$39.50  
25pv



slim&sassy softgels  
\$36  
31.5pv



terrazyme  
\$37.50  
37.5pv



PB Assist+  
\$34.50  
34.5pv



# LOYALTY REWARDS

IN JUST ONE MONTH

*how many points would I earn?*

*Cart  
Total*

PV*	MONTHS 1-3	MONTHS 4-6	MONTHS 7-9	MONTHS 10-12	MONTHS 13+
50	5pv	7.5pv	10pv	12.5pv	15pv
75	7.5pv	11.25pv	15pv	18.75pv	22.5pv
100	10pv	15pv	20pv	25pv	30pv
125	12.5pv	18.75pv	25pv	31.25pv	37.5pv
150	15pv	22.5pv	30pv	37.5pv	45pv
200	20pv	30pv	40pv	50pv	60pv
250	25pv	37.5pv	50pv	62.5pv	75pv
300	30pv	45pv	60pv	75pv	90pv
	10% BACK	15% BACK	20% BACK	25% BACK	30% BACK

pv=  
product  
value

spend points like cash on most doTERRA products

Check out the Live Guide to help you discover the powerful benefits of essential oils + products to support your health goals!



# Why *Loyalty Rewards* is the best way to buy!

You can always order a standard wholesale order for 25 percent off retail pricing, but to get the best value, create an LRP (Loyalty Rewards Program) order for even greater savings and opportunities to receive free product.



dōTERRA  
**Buy 1 Lifelong Vitality Pack®**  
**\$79.50 wholesale**  
 (60 PV)

+ Choose up to 3 Additional Supplements at Reduced Prices



**Microplex VMz®**  
~~\$39.50~~  
 \$20/10PV



**xEO Mega®**  
~~\$39.50~~  
 \$20/10PV



**Mito2Max®**  
~~\$29.50~~  
 \$20/10PV



**Deep Blue Polyphenol Complex®**  
~~\$59.50~~  
 \$20/10PV



**DigestZen TerraZyme®**  
~~\$37.50~~  
 \$20/10PV



**PB Assist+®**  
~~\$34.50~~  
 \$20/10PV



**Kids Kit (IQ Mega® & a2z Chewable™)**  
~~\$39.50~~  
 \$25/10PV

## Loyalty Rewards Program FAQs

### How do I create or change my LRP order?

· Log in to doterra.com. Click "Create New LRP Order" or edit items in an existing LRP order.

### How do I cancel my LRP order?

· You can cancel your LRP order anytime via phone, online chat, or email to service@doterra.com. dōTERRA Customer Service will assist you in redeeming any free product points you've accumulated. If you cancel your LRP order, you will start back at 10 percent rewards when you resume consistent LRP order purchasing.

### What if I want to return product?

· If opened or used, dōTERRA refunds 90 percent of the purchase price and 100 percent full refund of anything unopened within 30 days of purchase.

### Can I have more than one LRP order?

· Yes. If you have a need for more than your monthly order, simply change your LRP order and run it again whatever day(s) of the month you choose. Set up as many orders as you like. Remember to cancel any orders you do not wish to receive the following month.

### When can I use my product points?

· Redeem your product points within a year from when you earn them.

### How do I get 100 percent of my shipping reimbursed?

· 50 percent of your shipping will be reimbursed in product points when placing any LRP order. The remaining 50 percent will be reimbursed in product points if the LRP order is processed online, without calling customer support.

### How do I maximize dōTERRA's specials?

· Place an LRP order of at least 125 PV (personal volume) between the 5<sup>th</sup> and the 15<sup>th</sup>. This sets you up to receive the Product of the Month for free and take advantage of any promotions. Pay attention to the PV versus price, as many specials are PV-related, and start on the 1st of the month.

PRODUCT VALUE (PV) MUST EXCEED	1	50	100	125
Maintain LRP Rewards Points	✓	✓	✓	✓
Earn 10–30% Points & Increase %		✓	✓	✓
Qualify to Receive Income			✓	✓
Receive Free Product of the Month (orders placed between the 1st-15th)				✓

# Standard Order

VS.

# LRP Order



Wholesale discount:  
25% off

Wholesale discount:  
25% off

Receive 10-30% back in points

Additional discounts

FREE Product of the Month

Receive shipping costs back in points

Qualify to receive income

### How do I get 30 percent back in FREE product credits?

- Your Loyalty Rewards percentage grows over time from the first month you order after enrolling.
- Your starting percentage depends on the kit you started with. Whatever percentage you start at, you will increase by 5 percent every 3 months until you reach the maximum of 30 percent LRP Rewards.

### How do I redeem my LRP Points?

- In your virtual shopping cart select "Use Points" on the products you would like to redeem with your Loyalty Rewards Points. New points are added the 15th of the following month after each order placement.

EARN UP TO 30% IN FREE PRODUCT CREDITS <i>Your rewards percentage grows over time.</i>				
25% WHOLESALE DISCOUNT				
PERCENT BACK IN PRODUCT CREDITS:				
10% <small>Months 1-3</small>	15% <small>Months 4-6</small>	20% <small>Months 7-9</small>	25% <small>Months 10-12</small>	30% <small>Months 13+</small>
TOTAL SAVINGS & CREDITS:				
35%	40%	45%	50%	55%



## ORDER 125PV BY THE 15TH EACH MONTH TO RECEIVE YOUR FREE PRODUCT OF THE MONTH

# Loyalty Rewards Program Eligibility

Loyalty Rewards Eligibility	Product Value (PV) of Order			
	1-49PV	50PV+	100PV	125PV
Maintain LRP Reward Points and Level	✓	✓	✓	✓
Earn Reward Points		✓	✓	✓
Increase LRP Level (%)		✓	✓	✓
Earn Fast Starts and Commissions			✓	✓
FREE Product of the Month				✓
Shipping Rewards (Earn 100% of total shipping costs in points)	✓	✓	✓	✓

The longer you participate in the program, the more credits you can earn!

Fast Starts and Commissions are earned by those who choose to enrolling and/or sponsoring other wholesale members.

All online LRP orders will qualify for shipping rewards - basically FREE shipping!

Check out [these awesome videos](#) that review how to set up your LRP and answer any other questions you may have.

# Where's My Points?

After your first 60 days, your LRP % points will show up in your back office account after the 15th of the month.

Every month your LRP % points from the previous month will appear after the 15th!

LRP ID #586371							Quick Add to Cart
Product	Quantity	PV	Frequency	Price	Use Points?	Remove Item	
Lavender - Essential Oil 15ml #30110001	1	21.00	MONTHLY	USCD 22.26	Selec! ▾	X	
Geranium - Essential Oil 15ml #30090001	1	27.00	MONTHLY	USCD 28.62	Selec! ▾	X	
On Guard Natural Whitening Toothpaste #38910001	1	5.00	MONTHLY	USCD 9.01	Selec! ▾	X	
Salon Essentials Shampoo & Conditioner (2 Pack) #36260001	1	23.00	MONTHLY	USCD 29.68	Selec! ▾	X	
Myrrh - Essential Oil 15ml #30160001	1	52.00	MONTHLY	USCD 55.12	Selec! ▾	X	
Serenity - Calming Blend 15ml #31090001	1	30.00	MONTHLY	USCD 31.80	Selec! ▾	X	
ClaryCalm EO Blend 10ml #35270001	1	24.50	MONTHLY	USCD 25.97	Selec! ▾	X	
Roman Chamomile - Essential Oil 5ml #30800001	1	33.00	MONTHLY	USCD 34.98	Selec! ▾	X	
Marjoram - Essential Oil 15ml #30140001	2	38.00	MONTHLY	USCD 40.28	Selec! ▾	X	
DigestZen - Digestive Blend 15ml #31030001	1	31.00	MONTHLY	USCD 32.86	Selec! ▾	X	
Lemongrass - Essential Oil 15ml #30130001	2	20.00	MONTHLY	USCD 21.20	Selec! ▾	X	


**304.50 PV**
Subtotal USCD 331.78
0 Points Used

**MY REMAINING REWARDS POINTS = 225.85** 

When redeeming points, your pv total will drop, so make sure that you are still spending at least 100pv to satisfy your commission requirement. Using points does not contribute to your 100pv need. Think of points as bonus product :) Also note - there is a \$3 fee for every 100 points cashed in

# SHIPPING REWARDS:

You receive 100% of your shipping dollars back in product points with all online LRP orders! So basically all of your monthly orders have FREE SHIPPING!



- Any **online or automated order** placed by a Wellness Advocate or Preferred Member (PM) will receive 50 percent of the value of the shipping costs in Shipping Reward Program (SRP) points.
- Any **Loyalty Rewards or enrollment order** placed through our member services line will receive 50 percent of the value of the shipping costs in SRP points.
- If a **Loyalty Rewards or enrollment order** is placed **online\*** the consultant or member will receive 100 percent of the shipping costs in SRP points (in essence, free shipping).

## Example of 100% shipping in SRP points

ORDER SUMMARY	
Item(s) Subtotal	\$142.55
Shipping	\$8.99
? Shipping Rewards Program	+ 9.00
Tax (8.3%)	\$11.75
<hr/>	
Total Amount Due:	\$162.79
<hr/>	
TOTAL PV <b>\$114.00</b>	
<hr/>	
SHIPPING OPTIONS	UPS Ground <input type="radio"/>
	UPS Priority <input type="radio"/>
	UPS Two Day <input type="radio"/>
	UPS Overnight <input type="radio"/>
	dōTERRA Will Call <input type="radio"/>
<hr/>	
? This is for Personal Consumption <input checked="" type="checkbox"/>	

## New dōTERRA US Shipping Rates:

- ~~\$6.99~~ Standard (2 to 5 days)
- ~~\$8.99~~ Priority (1 to 3 days)
- ~~\$11.99~~ Two Day Guaranteed (1 to 2 days)
- ~~\$24.99~~ Overnight (1 day)

## Frequently Asked Questions

### \*What does "online or automated order" mean?

- This is an order placed by an IPC or PM online through their back office that remains untouched by a customer service agent.

### When will points be added?

- SRP points will be added to accounts during the commission run approximately 15 days after the end of each month.

### What orders qualify for Shipping Reward Points?

- Standard orders as well as Loyalty Reward orders can qualify for SRP points as long as they meet the program criteria.

### What if an order is returned?

- If an order is returned, SRP points from the order will be canceled.

### Does the Shipping Rewards Program only apply to standard shipping?

- No, any shipping method will qualify for SRP points as long as the order meets the program criteria.

### Will SRP points expire?

- SRP points will expire based on the same expiration schedule as LRP points.

### What markets can participate?

- United States and Canada



# Customized Boxes

All of the following boxes are based on various health goals. They each equal at least 125PV in order to maximize your reward program perks!

# DIGESTION Support

## THE PRODUCTS THAT WANT TO HELP YOU:

ZenGest	\$42.25	35.00
Peppermint	\$28.25	23.50
Peppermint Beadlets	\$16.00	13.00
Lifelong Vitality	\$95.00	60.00
Terrazyme Add-on	\$25.75	10.50
<b>Total</b>	<b>\$207.25</b>	<b>142.00</b>

## OTHER ITEMS TO CONSIDER:

Ginger Drops	\$12.75	10.00
DigestZen Softgels	\$20.67	15.50
PB Assist	\$36.57	35.50
Peppermint TOUCH	\$18.50	15.50
ZenGest TOUCH	\$28.25	23.50



# IMMUNE

# Support

## THE PRODUCTS THAT WANT TO HELP YOU:

OnGuard	\$43.50	36.00
OnGuard Sanitizing Mist	\$8.25	5.00
Copaiba	\$45.00	37.00
Lifelong Vitality	\$95.00	60.00
<b>Total</b>	<b>\$191.75</b>	<b>138.00</b>



## OTHER ITEMS TO CONSIDER:

OnGuard Throat Drops	\$12.75	10.00
OnGuard Softgels	\$27.50	22.50
Frankincense	\$87.25	67.00



# ATHLETE

# Support

## THE PRODUCTS THAT WANT TO HELP YOU:

Lifelong Vitality	\$84.25	60.00
Mito2Max Add On	\$21.50	11.00
Motivate TOUCH	\$16.00	15.00
Grapefruit	\$19.00	18.00
Peppermint Beadlets	\$13.25	12.50
Balance Deodorant	\$9.25	5.00
OnGuard Sanitizing Mist	\$7.00	5.00
Breathe Stick	\$9.50	6.00
<b>Total</b>	<b>\$179.50</b>	<b>132.50</b>



## OTHER ITEMS TO CONSIDER:

Yoga Collection	\$66.75	53.00
Athletes Kit	\$101.5	72.50
Wild Orange	\$10.50	10.00



# CALM

& HARMONY

Support

## THE PRODUCTS THAT WANT TO HELP YOU:

Balance	\$27.00	22.50
Copaiba	\$45.00	37.00
Peace	\$38.50	32.00
Lifelong Vitality	\$95.00	60.00
<b>Total</b>	<b>\$205.50</b>	<b>151.50</b>



## OTHER ITEMS TO CONSIDER:

Serenity Softgels	\$20.75	17.00
Frankincense	\$87.25	67.00
Essential Aromatics TOUCH Kit	\$130.00	107.50
PB Assist - Add On	\$21.50	11.00
Forgive	\$25.75	21.50
Elevation	\$55.25	45.50
Citrus Bliss	\$23.00	19.00



# PAIN

Support

## THE PRODUCTS THAT WANT TO HELP YOU:

Aromatouch	\$36.00	30.00
Copaiba	\$45.00	37.00
Turmeric	\$36.00	30.00
Lifelong Vitality	\$95.00	60.00
Deep Blue Polyphenol Complex Add on	\$25.75	10.50
Veggie Caps	\$5.25	0
<b>Total</b>	<b>\$243.00</b>	<b>167.50</b>



## OTHER ITEMS TO CONSIDER:

Copaiba Softgels	\$34.00	30.00
Deep Blue Rub	\$41.00	32.00
Marjoram	\$32.33	24.25
Frankincense	\$87.25	67.00
Lemongrass	\$17.00	12.75

