

Welcome

I'm Leslie Gail the founder of Simply Essential Now, a holistic health and wellness business, a Diamond leader with doTerra, and a mom of two. I am so excited you are here exploring opportunities to join our global team of high vibe and healthy inspired men and women from all over the world. Grab a hot tea or glass of wine and come

explore with me 

Oh and if you are here because you want to get started right away with your natural health toolkit [CLICK HERE](#)



I believe women today want to have the calm confidence that comes with making informed decisions for themselves and their family. To be truly empowered - we need not only information **but the key tools** to rock a healthy, glowing life.. And most important to many - is to feel part of a community, a sisterhood if you will, of people who are living the same lifestyle.

Click [HERE](#) to start your essential oil journey
leslie@simplyessentialnow.com

What I'm about to share with you is the opportunity to have just that. This guide will give you a preview of the vibe we live on our Everyday Essentials Team! I'm excited to introduce you to [doTERRA](#) and how it is the key tool we use to live a beautiful + natural life!



Here's Why over 9 million people use doTERRA

PRODUCT: Co-Impact Sourcing {DT}

I completely love doTERRA's Co-Impact sourcing model because it empowers people to improve their lives here and where the plants are grown worldwide. I'm glad DT doesn't go into these areas, setup shop and compete against the farmers who's livelihood is dependent on their crops. DT is working directly with growers all over the world to obtain essential oils directly from the source. This has an extremely positive ecological, economical and environmental global impact. In short, co-impact sourcing is what makes doTERRA unique. It is doTERRA's trademark and it means that their sourcing impacts both the farmers and the users. It means that doTERRA guarantees a fair price to the farmers in exchange for a higher quality product, which in turn makes the essential oils be of the highest quality. It's one of doTERRA's most important missions that they have been working on for several years. It ensures that they will be able to maintain the medicinal quality of the oils while helping the world for the good in the process.

First, they search the globe to find the best plant material, harvested and distilled for oil potency and quality. Many of the essential oils come from countries facing economic and environmental challenges, like Guatemala, Haiti, and Somalia. Through this, they are creating jobs and providing

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income in countries where there it is much needed, developing long-term relationships with artisans and distillers around the world. They work with trust-worthy, long-term buyers and they in turn, can invest in quality equipment and employees and keep a stable price and a stable product. The growers organize themselves in to cooperatives and work together and receive fair and on-time payments throughout the year. In these areas, doTERRA's Healing Hands foundation is financing things like hospitals, schools, water projects and more to improve the community and empower growers, families and communities now and in the future. This provides hope to many families and ensures the long-term supply of the best plant materials to consistently deliver the highest quality product.

The three goals of co-impact sourcing are:

Product Responsibility – keeping up with the demand of essential oil users is a huge challenge, especially when doTERRA refuses to compromise on quality. As the growers learn to trust doTERRA, they learn better and better to improve the quality of the oils.

Plants Responsibility – they have a responsibility to ensure that the essential oils are available in the future – so that means they are helping the growers think ahead to the future and responsibly maintain their land. In the past, many of the growers were barely surviving and making poor long-term decisions in an effort to survive. Now they can implement practices to increase their yield while also maintaining the land for future use.

People Responsibility – doTERRA tries very hard to be a giver, not a taker. The goal of co-impact sourcing is to get more money in the pockets of the people actually doing the work. They pay throughout the year so that the growers can buy food and proper equipment.

Resources on this:

- You can watch this video that explains Co-Impact sourcing a little more:
<https://www.youtube.com/watch?v=Q70EFAddZdl&list=PLDhokBn2yAbSi8iLMRP0rtLELnjYu8GYt&index=46>
- This 3 min video explains CPTG very well:
https://www.youtube.com/watch?v=Owl_bPalwrow&feature=youtu.be
- <http://www.joomag.com/magazine/living-magazine-spring-2014-living-magazine-with-us-prices/0977750001394139638?short> pagesd 24–25
"Testing For Quality"
- <http://www.joomag.com/magazine/living-magazine-fall-2014-living-magazine/0114789001412094338> pages 12–13 "Where do essential oils come from"
- <http://www.joomag.com/magazine/living-magazine-winter-2015-living-magazine/0707716001418678768> pages 10–13 "Co Impact Sourcing"

doTERRA has exclusive contracts with growers worldwide and they have the world's foremost essential oil chemist analyzing every batch with the most sophisticated analysis equipment to ensure our oils are not only absolutely pure but also of medicinal quality. Their quality practices surpass those of any other company with independent laboratories running a plethora of other physical and scientific tests on each batch before, during, and after each run.

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PEOPLE / CULTURE:

This was initially what led me to feel pulled to doTERRA. Culture is so important and it's the only thing that creates a lasting, successful company and I have always made sure to associate myself with the best. I was very drawn to doTERRA for the leadership at the top - 7 executives with over 150 years of experience in the essential oil industry. I believe there is an element of energy that goes into the oils with the intention that exists. The leadership of doTERRA is powerful, heart lead. DT attracts the very best people - over 90,000 join every month!

PAY:

The DT comp plan is built for long term residual income. This is a great video that not only shows how strong doTERRA is compared to other network marketing companies, specifically YL:
<https://vimeo.com/157021238> [pw = beautiful]

Our Team Culture:

When you enroll with myself or a wellness advocate on the *Everyday Essential team* - you are not only supported by that person, but you are supported on a larger level through our global team!

Upon starting your journey - we have an incredible system of support + value waiting for you:

We're excited to welcome you with:

- ❑ The Everyday Essential eBook {packed with EO recipes}
- ❑ A 1:1 welcome call + natural lifestyle design guide
- ❑ A 3 month educational email campaign
- ❑ Access to our private [Everyday Essential Facebook Community](#)
- ❑ An Essentials of the Earth book filled with uses and protocols for essential oils and specific health ailments
- ❑ A welcome package filled with some of our favorite doTerra products

♥ The way we live, the choices we make, the products we use, the food we eat, the company we keep etc...it's all an expression of our core beliefs. Do you share the same

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belief as me -that your body was designed to heal itself? I've seen it time and time again ...
when given the right support ... it does. Beautifully. ♥
However, I remember feeling like you may be feeling. Where do I even start?

To simplify ... the dōTERRA customer wholesale account works just like Costco. You open up your account and then you purchase your natural health products + the world's most beautiful essential oils at your discount whenever you feel like shopping. The products arrive at your doorstep within a few days AND you can opt into ordering monthly to access the greatest rewards program ever!

This is the way over 9 million people in dōTERRA purchase. The majority of people begin by purchasing a starter kit but you could also open the account for \$35us and add whichever items you'd like at the wholesale price. {All of the starter kits dōTERRA offers have the wholesale membership included}.

Also - you should know that there is never an obligation to order monthly or do the business... absolutely no strings attached. But if you are part of the 10% that want to build a dōTERRA biz - the option is there for you ... we can chat more about that during our welcome call if it interests you.

Starter Kits:

With all the starter kits - you receive the oils/products shown at a bundled savings, your wholesale customer account which gives you 25% off everything for a full year AND you become part of our high vibe community with instant access to our team resources,, popular eBook library + Facebook community.

I've listed out the most popular starter kits on the next few pages

Healthy Start Kit

HEALTHY START



\$160 (100PV)

\$25 savings

What's INCLUDED:

Brevi® Diffuser | 5mL DigestZen® | 5mL Oregano
5mL On Guard® | 5mL Breathe® | 5mL Deep Blue®
5mL Peppermint | 5mL Lemon | 5mL Lavender
5mL Frankincense | 5mL Tea Tree
Wholesale Membership



Breathe It In. | A

First, try using **Peppermint** aromatically. Put a drop in your palms, rub your hands together, and cup them over your nose. Breathe in deeply.



Take a Sip. | L

Next, use **Lemon** internally. Put a drop in a glass of water, and take a refreshing sip.

Transform Your Life With Natural, Nontoxic Products



Peppermint | 5mL
Refreshing, cooling, invigorating
● Apply to chest before exercise
● Add a drop to your toothbrush
● When tense, massage into temples



Lemon | 5mL
Cleansing, inside* and out
● Add a drop to a glass of water
● Use to wipe down surfaces
● Inhale to improve mood



Deep Blue® | 5mL
Soothes targeted areas
● Massage into muscles
● Use before or after working out
● Apply after a long workday



Put Some On. | T

Now, apply **Deep Blue®** topically. Put a small amount in your palms, rub them together, and massage into the neck and shoulders. How do you feel?



doTERRA Breathe® | 5mL
Feelings of easy breathing
● Rub on chest or back
● Diffuse at bedtime
● Inhale directly from palms



DigestZen® | 5mL
Soothes stomach upset*
● Add to water or tea
● Rub on stomach
● Take after a large meal



Lavender | 5mL
Calming, soothing, and relaxing
● A drop on your pillow
● Add two drops to nighttime tea
● Apply to skin irritations



Frankincense | 5mL
Supports cellular health*
● A drop under the tongue
● Apply to blemishes
● Diffuse for emotional grounding



doTERRA On Guard® | 5mL
Boosts immune system*
● Diffuse during fall and winter
● Rub on the bottoms of feet
● Add to water with honey to soothe throat*



The Brevi® Stone Diffuser
Sleek oil diffuser
• Create an uplifting environment
• Purify the air in the kitchen or bathroom
• Use in your bedroom for a relaxing atmosphere



Tea Tree | 5mL
Cleanses, purifies, and rejuvenates
● Apply to skin irritations
● Use as a natural surface cleanser
● Apply to hair and nails



Oregano | 5mL
Powerful immune-boosting support*
● Take for antioxidant support*
● Dilute and apply to bottoms of the feet
● Take for immune support*

KIT PRICE: \$160us {you save \$55 in this bundled pricing}

The Essential Collection gives you the top 10 oils in mini bottles [about 70 drops per bottle]

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Healthy Essentials Kit

PERFECT FOR STRESS, ANXIOUS FEELINGS AND OVERALL HEALTH.

LARGER BOTTLES 15ML (250 drops) + PETAL DIFFUSER

FREE WHOLESALE MEMBERSHIP + MY GUIDANCE & SUPPORT!



Deep Blue Soothes Sore Muscles & Tension

Adaptiv Calming • Stress • Anxious Feelings

On Guard Immune Support • Oral Health

DigestZen Digestive Support • Indigestion

Breathe Respiratory Support • Snoring • Sleep

Balance Grounding • Anxious Feelings

Copaiba Supports Cardiovascular, immune, digestive, and nervous system

Peppermint Head Tension • Energy • Cooling

Lavender Calming • Sleep • Anxious Feelings

Lemon Cleansing • Seasonal Threats

You get the Top 10 oils in the larger 15 ml size (280 drops per bottle) + a diffuser!

KIT PRICE: \$249us {you save \$86 in this bundled pricing}

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Healthy Habits Kit

DAILY HEALTHY HABITS THAT HELP YOU FEEL A DIFFERENCE!
FREE WHOLESALE MEMBERSHIP + MY GUIDANCE & SUPPORT!



\$195 | 125 PV

Lifelong Vitality Energy • Nutrition • Health

TerraZyme Healthy Digestion & Metabolism

PB Assist+ Pre & Probiotic for healthy GI Tract

Deep Blue Rub Sore Muscles & Tension

On Guard Immune Support • Oral Health

Lemon Cleansing • Seasonal Threats

Lavender Calming • Sleep • Anxious Feelings

Balance Grounding • Anxious Feelings

Frankincense Cellular Health • Discomfort

*Why take
Lifelong Vitality?*

General wellness and vitality
Antioxidant and DNA protection
Energy metabolism
Bone health
Immune function
Stress management
Cardiovascular health

22 Essential vitamins & minerals
Healthy hair, skin, and nails
Eye, brain, nervous system
Liver function and digestive health
Lung and respiratory health
Gentle on stomach
Non-GMO, gluten-free, dairy-free

KIT PRICE: \$195us / {you save \$220 in this bundled pricing} + 100 free credits

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Simple Steps to get Started

Step 1: [Click Here](#) & then click to **Become a Member**

Step 2: Choose the **Wholesale Customer** option [unless you're wanting to do the business - then you would choose the **Wellness Advocate** option. Both are the same price, but if you want to do the business, I will mentor you! The Enroller + Sponsor ID box should already be filled for you. But if not - enter **676234** in the box and New Focus will appear

Step 3: Fill in your personal info

Step 4: Choose whichever starter kit you're drawn to and add any additional items at the 25% off price to your cart. {Here are the [US](#) kits} *Note: If you don't want to begin with one of the starter kits - you can create your own by selecting the Introductory Packet {\$35 in the US} and then adding a few items to your cart to begin with by typing them into the field that says "Enter additional item # or product name" You can [view the entire doTERRA Product Catalog here](#)

Step 5: Finalize your shipping and payment options. Click "Process Order Now & Continue"

On the last screen, you'll be given the **option** of creating a monthly customized order called Loyalty Rewards. This is how you maximize your wholesale membership by receiving free product!

My MEMBERSHIP PERKS

LOYALTY REWARDS (LRP) VS. STANDARD

Maximize your wholesale benefit by placing a completely customizable LRP order each month.

MONTH 1-3	MONTHS 4-6	MONTHS 7-9	MONTHS 10-12	MONTHS 13+
10%	15%	20%	25%	30%
25% WHOLESALE DISCOUNT				25%
35%	40%	45%	50%	55%

benefits	Standard	LRP			
		1 PV	50 PV	100 PV	125 PV
receive 25% wholesale discount	✓	✓	✓	✓	✓
receive shipping costs in free product credits		✓	✓	✓	✓
receive 10-30% back in free product credits			✓	✓	✓
qualify to receive income				✓	✓
receive the free product of the month*					✓



👉 This program is OPTIONAL but AWESOME!

Do you own your own retail space?

Perhaps you own a health food store, a gym, a salon, spa or clinic and you're interested in offering your customers/clients the purest, most potent, therapeutic grade essential oils?

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OFFICIAL RETAILER

dōTERRA®

CP^{TG} Certified Pure Therapeutic Grade®

Here's how it works:

1. You sign up with a wholesale account {wellness advocate account} and order the products at 25% off and sell for the full retail price. If you are ordering monthly - you can do this through doTERRA's Loyalty Rewards Orders and earn free product points off every order. There is no set amount you have to purchase each month on this - just one item a month.
2. If you would like to also build out a residual stream of income - you can offer your customers the opportunity to sign up for a wholesale customer account through you. (this is how over 3 million people in doTERRA purchase globally). The retail spaces that are doing this really well - have a presence of doTERRA for sale in the store to create buzz. They also have 1-2 oil education classes happening in store each month to invite customers to (that's where customers will typically sign up for wholesale)

If you are interested in setting this up - I (or someone on my team local to you) will meet with you so you can experience the oils first. We will help you create a great retail presence in your store and will also come and teach your first couple of in store classes for you if you are interested in the residual stream of income!

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Take a peek at [Source to You](#) where you can see firsthand what truly makes DōTERRA one of a kind♥

So happy you stopped by! I am looking forward connecting with you



Leslie

Peace, love + Oils

Join us ♥

leslie@simplyessentialnow.com

♥ *Leslie and our global team*

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