

NATALIE ROSE

# Services & Support Guide



[www.essentiallylowtox.com](http://www.essentiallylowtox.com)

# *Introduction*

## WHAT IS WELLNESS



Wellness is the act of practicing healthy habits on a daily basis to attain better physical and mental health outcomes, so that instead of just surviving, you're thriving. To understand the significance of wellness, it's important to understand how it's linked to health.

While there are common elements among them, wellness is distinguished by not referring to a static state of being (i.e., being happy, in good health, or a state of wellbeing). Rather, wellness is associated with an active process of being aware and making choices that lead toward an outcome of optimal holistic health and wellbeing.

Make your home a sanctuary. Fill it with the things that bring you joy and surround yourself with the reassured peace-of-mind that comes from knowing you've done everything you can to nurture the earth and protect your loved ones.

# *SMART* GOALS

WHEN SETTING GOALS, MAKE SURE IT FOLLOWS THE SMART STRUCTURE. USE THE QUESTIONS BELOW TO CREATE YOUR GOALS.

S	<u>SPECIFIC</u> WHAT DO I WANT TO ACCOMPLISH?	
M	<u>MEASURABLE</u> HOW WILL I KNOW WHEN IT IS ACCOMPLISHED?	
A	<u>ACHIEVABLE</u> HOW CAN THE GOAL BE ACCOMPLISHED?	
R	<u>RELEVANT</u> DOES THIS SEEM WORTHWHILE?	
T	<u>TIME BOUND</u> WHEN CAN I ACCOMPLISH THIS GOAL?	



# Section 1

## SETTING YOUR GOALS

We are here to help you every step of the way, please reach out and chat!

[BOOK YOUR FREE VITALTY ZOOM CALL HERE >>](#)

30 DAYS .....

ACTION PLAN

- 
- 
- 
- 

60 DAYS .....

ACTION PLAN

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- 
- 
- 

90 DAYS .....

ACTION PLAN

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- 
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# *5 STEP* PROCESS

01

## STEP ONE

LEARN & EARN  
ATTEND CLASSES AND LEARN THE BASIC  
ABOUT THE POWER OF PLANTS! POTENCY,  
PROTOCOLS, PROGRAMS.

02

## STEP TWO

CONNECT SUPPORT PEOPLE  
BOOK YOUR PRIVATE VITALITY CALL TO ASK  
QUESTIONS AND DISCOVERY THE DOTERRA  
LIFESTYLE.

03

## STEP THREE

DIFFUSE, APPLY, FLAVOUR  
SET UP YOUR FIRST WELLNESS STATION AND  
USE OILS EVERY DAY!

04

## STEP FOUR

MONTHLY GOUP GIVEWAYS  
SUBMIT YOUR 30 DAY TRACKING WELLNESS  
AND BE IN THE DRAW TO WIN, WIN, WIN!

05

## STEP FIVE

SHARE YOUR STORY  
ITS NATURAL TO INSPIRE OTHERS WHEN  
YOUR FEELING YOUR BEST! INVITE OTHER  
LIKE MINDED LADIES TO EARN REWARDS!

# Section 2

## LET'S ASSESS

SET YOUR SPIRIT FREE WITH NATURAL WELLNESS  
EMOTIONS + BODY + MINDFULNESS

How will you rate the following					
	Never	Rarely	Sometimes	Always	
PHYSICAL	I feel good about my body	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	I exercise to keep my body healthy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	I get 7-8 hours of sleep every day	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	I include nutritious food in my diet	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	I spend time in nature	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

How will you rate the following					
	Never	Rarely	Sometimes	Always	
EMOTIONAL	I can manage my feelings properly	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	I am able to cope when stress	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	I have a positive outlook and energy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	I allot time for my hobbies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

# *3 STEP* PROCESS

STEP ONE

MOOD TRIGGERS  
& RESPONSE

ARE YOU LISTENING TO  
YOUR INNER VOICE?

STEP TWO

BREAKING THE CYCLE  
SELF-SABOTAGE

TRACKING 30 DAY HEALTH PRACTISES

STEP THREE

IMPROVED ENERGY LEVELS  
METABOLIC PROCESSES

WORK - REST - PLAY





# Section 3

## PLANNING AHEAD

LIVING WELLNESS AREAS TO REDUCE YOUR TOXIC LOAD!  
SWAP ONE SPACE AND START SMALL!



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2

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3

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YES. / NO

# CHECKLIST

AS YOU READ EACH QUESTION, SIMPLY TICK "YES" IF YOU AGREE OR "NO" IF YOU DISAGREE WITH THE STATEMENT.

01	ATTEND GLOW 101 BASIC OIL TRAINING	YES <input type="checkbox"/>	NO <input type="checkbox"/>
02	OPEN AND LABEL OIL STARTER KIT	YES <input type="checkbox"/>	NO <input type="checkbox"/>
03	SET UP YOUR FIRST WELLNESS STATION	YES <input type="checkbox"/>	NO <input type="checkbox"/>
04	SET UP DOTERRA REWARDS TEMPLATE	YES <input type="checkbox"/>	NO <input type="checkbox"/>
05	COMPLETED 30 DAY GUT CLEANSE	YES <input type="checkbox"/>	NO <input type="checkbox"/>
06	WATCHED MASTERMIND FEMININE FLOW 90MIN	YES <input type="checkbox"/>	NO <input type="checkbox"/>
07	DOWNLOAD BODY CHALLENGE WORKBOOK	YES <input type="checkbox"/>	NO <input type="checkbox"/>
08	BOOKED VITALY ZOOM CALLS X 3	YES <input type="checkbox"/>	NO <input type="checkbox"/>



# Section 4

## CHECKLIST

### Physical activities for the week

- ☐ Exercise and/or go for a walk
- ☐ Eat healthy food and snacks
- ☐ Get 7 hours of sleep per night
- ☐ Enjoy stillness and/or meditate
- ☐ Spend time in nature

### Emotional activities for the week

- ☐ Journal
- ☐ Listen to favorite music
- ☐ Spend time with family/friends
- ☐ Practice meditation
- ☐ Do something fun



ITS THE SMALL DAILY THINGS WE DO THAT CREATE A HEALTHY CHANGE.

ORGANIC LIVING SUPPORTS THE NATURAL HEALING PROCESSES OVER TIME!



*YOUR GO TO*

# RESOURCE LIST

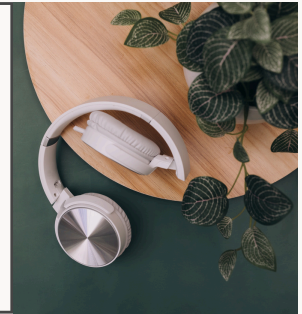
[WWW.ESSENTIALLYLOWTOX.COM](http://WWW.ESSENTIALLYLOWTOX.COM)

WE HOLD REGULAR ZOOM WORKSHOPS TO SUPPORT YOUR OIL JOURNEY, CHECK YOUR INBOX FOR EVENTS AND BLOG LINKS TO LEARN, LIVE AND LOVE THE OILS!



[HTTPS://WWW.DOTERRA.COM/AU/EN\\_AU](https://WWW.DOTERRA.COM/AU/EN_AU)

DOTERRA HAS YOUR BACK! THE OIL COMMUNITY IS AMAZING AND CORPORATE CONVENTIONS AND BUSINESS TRAINING IS WORLD CLASS, ASK YOUR MENTOR FOR DATES AND SEE DOTERRA MONTHLY EMAIL NEWSLETTER.



[HTTPS://WWW.N-ESSENTIALS.COM.AU](https://WWW.N-ESSENTIALS.COM.AU)

BULK SUPPLIES AND ADDITIONAL COSMETIC SKINCARE PACKAGING.



[HTTPS://WWW.WELLNESSNOOK.LIFE](https://WWW.WELLNESSNOOK.LIFE)

BOOKS AND EBOOKS ARE ESSENTIAL TO MASTER ALL THE DIMENSIONS OF NATURAL WELLNESS! ONLINE RESOURCES CAN BE A GREAT PLACE TO START YOUR COLLECTION.





## Section 5

# ACTION STEPS

MASTERING YOUR SELF CARE BUILDS RESILIENCE!  
AVOID MICROBACTERIAL & HORMONE RESISTANCE...

# 1

## COSMETIC SWAP

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# 2

## CLEANING SWAP

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# 3

## COOKING SWAP

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*more bang  
for your  
buck!*

# LOYALTY REWARDS PROGRAM



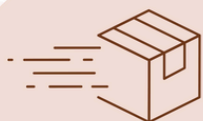
# LOYALTY REWARDS PROGRAM

The Loyalty Rewards Program (LRP) provides free product credits (points) for monthly purchases ordered on the program. As a participant in the Loyalty Rewards Program, you will immediately begin to earn points that can be used as cash to purchase products.



# WHAT ARE THE BENEFITS?

*more bang for your buck*



100PV

GET SHIPPING  
FEES BACK IN  
POINTS



EARN POINTS  
BACK FOR YOUR  
PURCHASE



GET  
FREE  
OILS!



EARN MONEY  
FROM OTHER  
ORDERS\*



IMPROVE YOUR  
WELLNESS WHEN  
YOU USE OILS DAILY

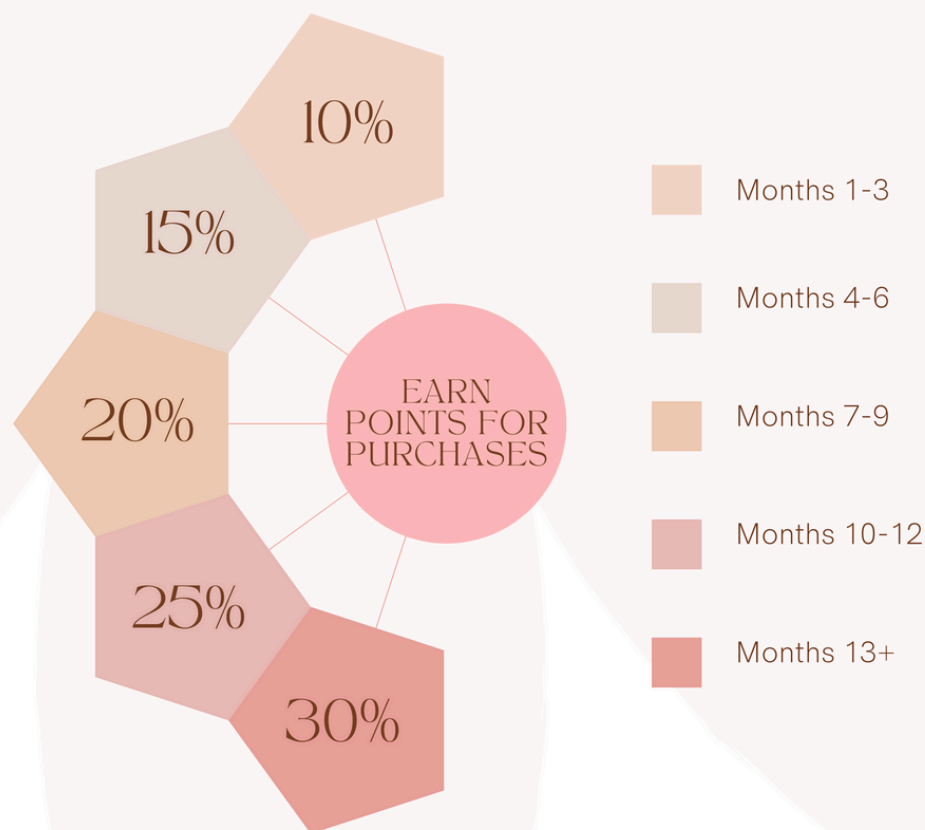
## *Perks*

- *Totally optional + cancel anytime*
- *Customize your order every month*
- *Earn FREE points from purchases\**
- *Redeem your points for free products*
- *Earn shipping cost back in points\**
- *FREE product from monthly promos*
- *Spend 1PV to maintain percentage threshold*

*\*Conditions apply*

# HOW DOES THE LOYALTY REWARDS PROGRAM WORK?

Each month you get to customize your very own wellness box. Choose what products you wish to order, however great or small. Any monthly order over 50PV will earn you points. As you continue to order on a monthly basis the percentage of points you get back will increase. After 12 months of ordering you will reach the 30% threshold!





# MONTHLY PROMOTIONS & FREEBIES

Every month DōTERRA offer new promotions and freebies.

The freedom of the LRP is you can partake in all or some based on your oil needs in any particular month. The LRP is completely customizable to suit your needs and budget.

Choose what level works best for you each month.

1PV

MAINTAIN  
PERCENTAGE  
LEVEL

50PV

EARN POINTS  
BACK FOR YOUR  
PURCHASE

100PV  
FREE SHIPPING

EARN  
COMMISSIONS

125PV

EARN THE FREE  
PRODUCT OF  
THE MONTH

200PV

EARN THE FREE  
PROMOTION  
PRODUCTS

If you place an LRP order between the 1st and 15th of the month which reaches 125PV, you will qualify for the Product of the Month Club. The Product of the Month Club is a permanent promotion, with a new free product each month!

## *200 PV PROMOTION*

Occasionally DōTERRA like to spice things up with a 200PV promotion offering you the chance to stock up on MORE free oils. If you place an LRP order in that month that reaches 200PV, you will qualify for the free promotion oils.

## *POINTS & PERCENTAGES*

Each product has a Point Value (PV). It is this point value you earn a percentage of, NOT the dollar amount. Points can be later redeemed for free products.

# LOYALTY REWARDS ORDER EXAMPLE

## *PV = POINT VALUE*

- Points are "DōTERRA Dollars"
- PV is slightly less in value than the \$ amount
- For every LRP order over 50PV you earn a percentage back
- Use points to purchase FREE products



30  
POINTS  
FOR YOU

5  
POINTS  
FOR YOU



PLACE A  
100PV ORDER

EARN 30%  
BACK IN POINTS

EARN SHIPPING  
BACK IN POINTS

EQUALS 36  
POINTS TO SPEND

# SUMMARY

Maintain your accrued points.  
Shipping reimbursed in points.

1-49 PV

As above PLUS earn 10% back  
on orders. Percentage increases  
every 3 months up to 30%.

50-  
99 PV

As above PLUS earn  
commissions from customers  
IF you decide to do DōTERRA  
as a business.

NOTE: That's completely up to you!

100-  
124 PV

As above PLUS receive a FREE  
bottle of oil each month.  
Order by the 15th to qualify.

125 PV

As above PLUS receive a FREE  
oils & products in the promotion.

200 PV

*Everyone  
Loves  
Free!*



# CREATE A NEW LOYALTY REWARDS PROGRAM TEMPLATE

01

Log into your account on doterra.com, then on the right side of the screen, select the purple "Create New Loyalty Order" button

02

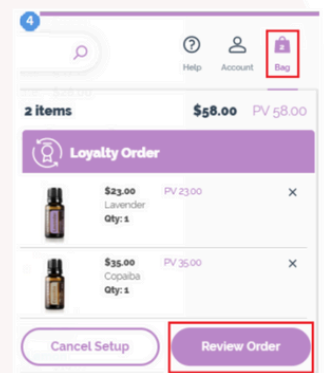
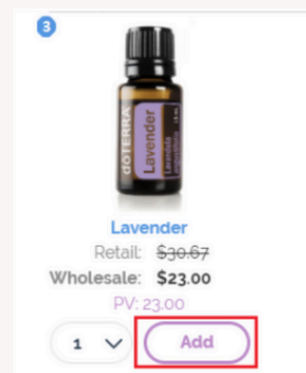
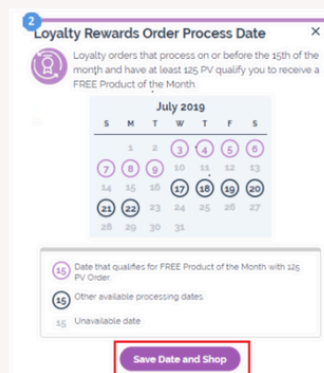
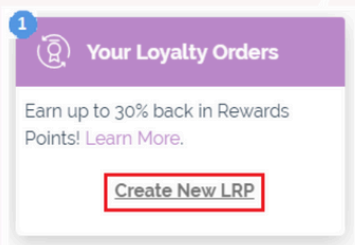
Pick an available date on which you would like your LRP to automatically process. Select "Save Date and Shop."

03

Browse the shopping menu to find products you wish to add to your order. Select the "Add" button to add it to your cart

04

Once you have found all your items, click on the "Bag" in the top Right icon and press "Review Order."



# CREATE A NEW LOYALTY REWARDS PROGRAM TEMPLATE

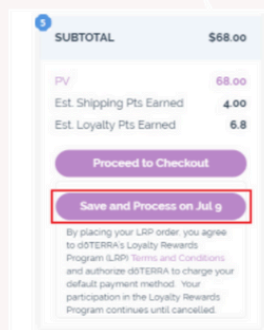
05

From inside your cart, you can:

- Edit your cart contents. See [Editing a Loyalty Rewards Program Order Template](#).
- Edit Shipping, Payment, and Notifications for your order. See [Edit Shipping, Payment, and Notifications in a Loyalty Template](#).
- Check the Personal Consumption box if you do not plan to resell these products. Checking or un-checking this box will affect the taxes on your order. For more details, see [Personal Consumption Information](#).

06

If all of the details for your order look correct, you can select "Save and Process on (date)" to have the order process on the date you selected or "Proceed to Checkout" to process the order immediately. See [Processing Your Loyalty Rewards Program Order](#).





ENJOY SHOPPING!



