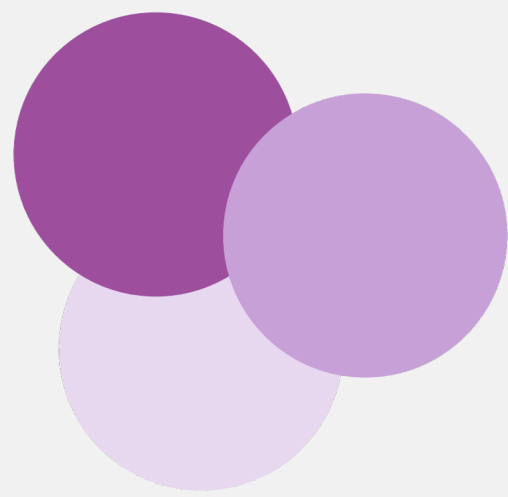


CONVERSATION GUIDE Oils (HEK/FEK)



Your oils have arrived

How exciting – let's get started! What have you tried so far?

Let's go through all the products that came in your package. I'll tell you what you can do with them, how to use them and what you should pay attention to.

Let's start with the pure oils:

Lavender

Herbal oil – harvested in Bulgaria, France and Albania

The all-rounder. "If you don't know which oil to choose, go for lavender."

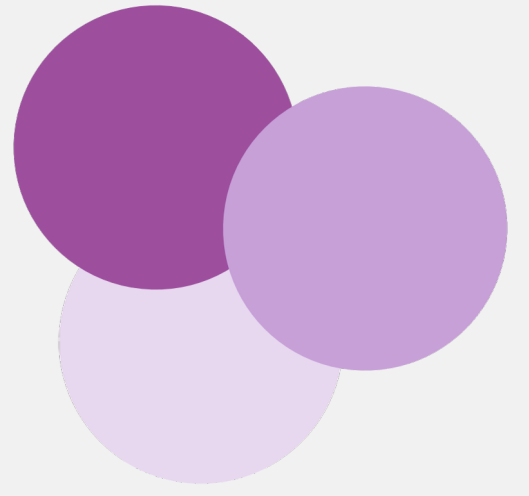
- For sleep, calming, skin, minor wounds and burns
- In the evening with Wild Orange in a diffuser
- Spray on the pillow
- On the soles of the feet
- Use as a spray plaster for grazes

Peppermint

Herbal oil – from the USA & India

- Concentration, digestion, Headaches, tension, muscles, freshness boost
- Drink in water to cool down in summer or use as a body spray in a spray bottle
- Drink as tea in winter
- 1 drop = equivalent to 28 cups of freshly brewed tea

Do not apply to the chest of small children and be careful with the eyes!



Lemon

Citrus oil – from Italy

- Extracted from lemon peel, supports the body's own detoxification/cleansing processes. Drink in water in the morning (not from plastic bottles, cups or straws!).
- 1 teaspoon of honey with 1 drop of lemon for sore throats
- Fat-soluble – ideal for extractor hoods, cookers, sticker residue, descalers

Oregano

Herbal oil – from Turkey

- Strongly antiviral & antibacterial, warms, promotes blood circulation, is our natural antibiotic
- Diluted to the soles of the feet or internally in the FluBomb (show empty capsule, recipe is available as a bonus on the Boards Page)
- Never apply undiluted to skin or mucous membranes (exception: selectively on warts)

Tea tree

(Melaleuca – botanical name, often found in recipes)

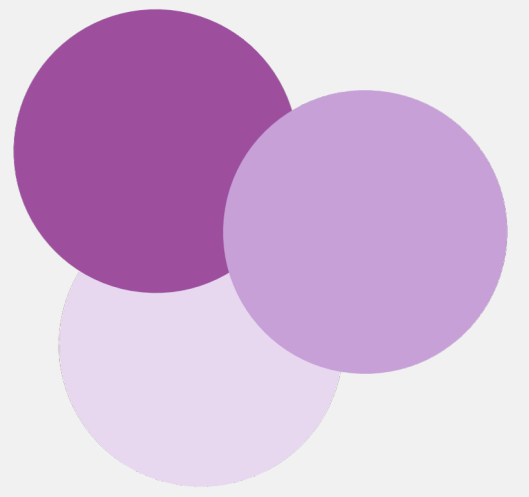
Leaf oil – from Australia

- Against inflammation, spots, herpes, nail and skin fungus
 - Ingredient in FluBomb
- Oxidises quickly – seal tightly! Shelf life approx. 1 year

Frankincense

Resin oil – from Somalia, Oman and Ethiopia

- King of oils, cell regenerating, immune strengthening
- Very precious, very costly to produce
- For skin, nervous system, pure in the mouth
- Booster & enhancer for other oils
- can also be added to day cream or applied to the crown of the head, can also be used on babies (Baby Jesus – frankincense, myrrh, gold...)
- Also available as incense capsules, containing boswellic acid and oil to combat inflammation in the body. There is also a stick, which I like to use on my face for skin regeneration.



Oil blends from the Home Essentials Kit

Air

(peppermint, eucalyptus, tea tree, lemon, ravenara, cardamom)

Herbal & leaf oils – from India, the USA, Madagascar

→ Opens the airways, dilates the bronchi, for tightness, fright, shock

→ Soles of the feet, chest (not for small children), spine, sinuses

→ Air Stick: ideal for on the go

Watch out for the eyes! Do not ingest!

Deep Blue

(mint, rosemary, copaiba, eucalyptus, tea tree, helichrysum, chamomile, blue tansy, osmanthus, etc.)

Herbs & flowers – including Nepal, USA

→ For muscles, joints, musculoskeletal system, sport, migraines, growing pains, tension

→ Do not take internally!

→ For chronic pain: Deep Blue Polyphenol Capsules

→ There is also a stick and ointment/cream available here, which warms or cools depending on the symptom (inflammation, tension)

ZenGest

(ginger, peppermint, tarragon, fennel, caraway, coriander, aniseed)

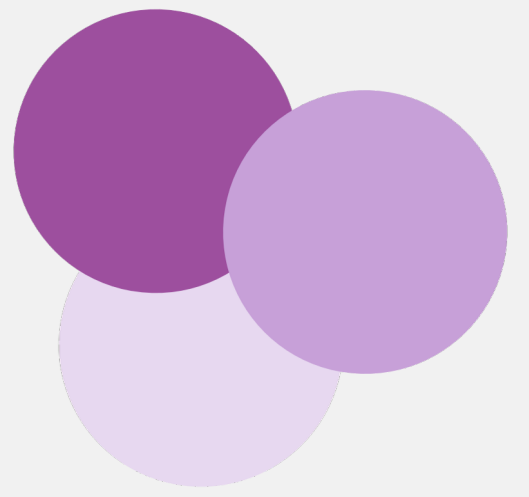
Herbal oil blend – from Germany, India, Hungary, among others

→ "Alcohol-free ouzo"

→ After fatty meals, for gastrointestinal problems, travel sickness

→ Drink in a sip of water or diluted in a clockwise direction around the navel

→ Also on the sinuses for a blocked nose



OnGuard

(cinnamon, clove, orange, rosemary, eucalyptus)

Citrus & herbal oils – from Madagascar, the USA and elsewhere

- Defence blend, immune blend – smells like Christmas
- gargle in water for sore throats
- 1 drop in 1 teaspoon of honey for a scratchy throat
- Dilute and apply externally to the throat as a preventive measure when travelling
- diluted externally on the jaw for toothache

There is a whole range: toothpaste, cleaning concentrate, washing powder, hand sanitiser, sweets, softgels; I use the small hand sanitiser spray as a deodorant or for "smelly" shoes

Additional oils as part of the Diamond Club:

Wild Orange

Citrus oil – from Brazil

- Good mood, mood enhancer, summer in a bottle
- Drink in water, diffuse, hand inhalation
- Photosensitive – caution in sunlight

Balance

(spruce, ho wood, frankincense, blue tansy, blue chamomile, osmanthus in fractionated coconut oil)

Tree & resin oils – from Canada, Nepal

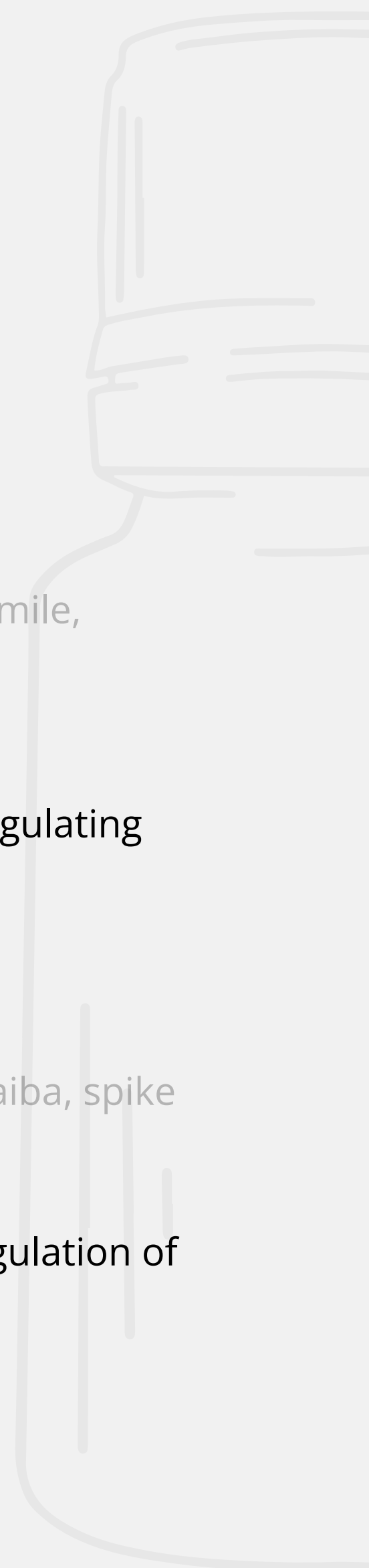
- Centring, grounding, stability
- On soles of the feet, wrists, neck, also excellent for regulating children
- Do not take internally

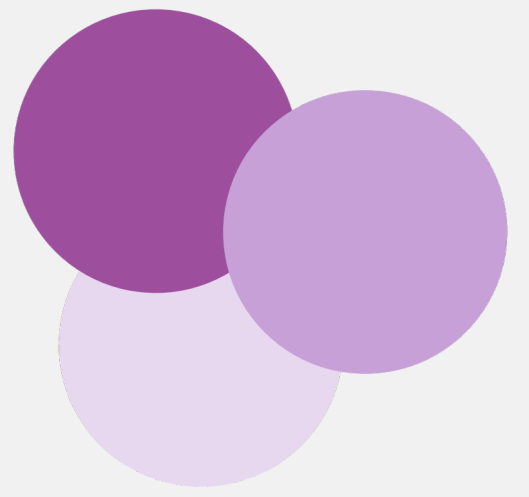
Adaptive

(lavender, magnolia, neroli, Wild orange, rosemary, copaiba, spike lavender, spearmint)

Herbs & flowers – from Brazil, the USA, Bulgaria

- Emotional balance, stress regulation, adaptability, regulation of anxiety and panic
- Diffuser, inhalation from the hand or roller
- Do not ingest





Shelf life & storage

Citrus oils: approx. 12 months (oxidise due to oxygen content)

Teatree: approx. 1 year – seal well

All other oils: at least 3–5 years, store in a cool, dark and dry place

Not suitable for internal use

→ Air, Deep Blue, Balance, Adaptive

Other important basics

Photosensitive oils

→ Lemon, Wild Orange, Bergamot, Grapefruit, Lime, Litsea

→ Avoid sun exposure after skin contact!

Hot oils

→ Oregano, cinnamon, clove, cassia, thyme

never pure on skin/mucous membranes

Veggie caps

→ For internal use, e.g. for oregano, turmeric

→ Also for FluBomb

Empty roller bottles & fractionated coconut oil

→ Ideal for diluting & gentle application

→ Smells neutral, remains liquid, absorbs quickly

Children & sensitive individuals

→ Always dilute well, see the guidelines you received

→ Under 6 months only: lavender, copaiba, frankincense

→ No Rescuer for babies

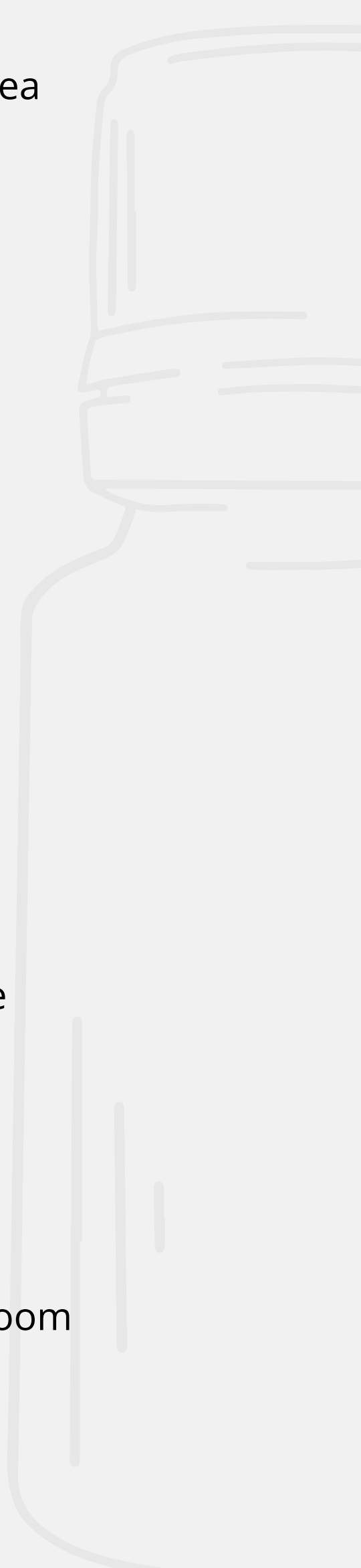
→ Kids Collection officially recommended from approx.
3–4 years of age

Pets

→ If you are diffusing, they should be able to leave the room

Accessory tip:

→ www.aromazeug.de



**We've talked quite a bit about the oils,
but dōTERRA has so much more to offer!**

For me, the nutritional supplements have become indispensable. They have made such a difference in my life, and I see the same thing reflected in my customers every day. Try them out for 3- 4 months and see for yourself what changes they make in your life!

If you order the products through the Loyalty Programme (LRP) in future, you will enjoy a number of benefits and also save a lot of money:

Loyalty programme (LRP) – briefly explained

The Loyalty Rewards Programme (LRP) is dōTERRA's loyalty programme. If you purchase a certain amount each month, you will receive:

- product points back (from 50 PV, the percentage increases up to 30%)
- Shipping costs credited as points
- A monthly gift product from 125 PV and, for loyal customers, special oils that are not available for regular sale

👉 You can customise what you need every month. Lemon oil, toothpaste, shampoo, nutrients... Here you collect points, get toxin-free, clean products without genetically modified substances and save money at Müller, Rossmann, dm.

It's not a subscription, it's a healthy lifestyle. You can cancel the loyalty programme at any time. In that case, it would be a good idea to redeem your collected points beforehand so that they don't expire.

I've now told you everything you need to know. That was a lot of information! You can ask questions in the customer group at any time. This is about self-empowerment and knowing what to do at night when your child has a fever or gastrointestinal problems, etc. Feel free to use the products proactively to stay healthy, not to get healthy.

In our next conversation, you will get access to our various themed customer groups and our academy.

If you have any questions, I'm always here for you!