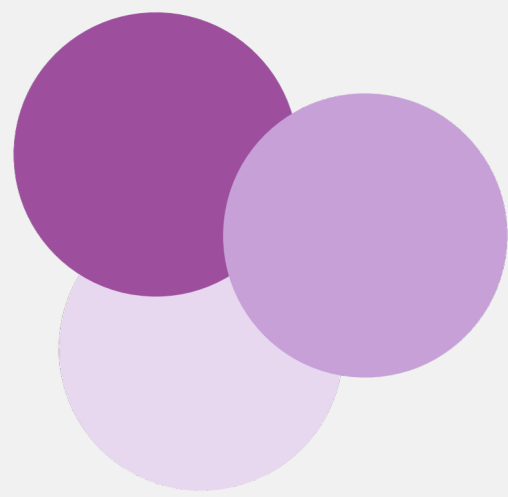


CONVERSATION GUIDE - Oils (HEK/FEK)



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 show you what you can use them for, how to use them and what to keep in mind.

Let's start with the single oils:

Lavender

Herbal oil – sourced in Bulgaria, France and Albania

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

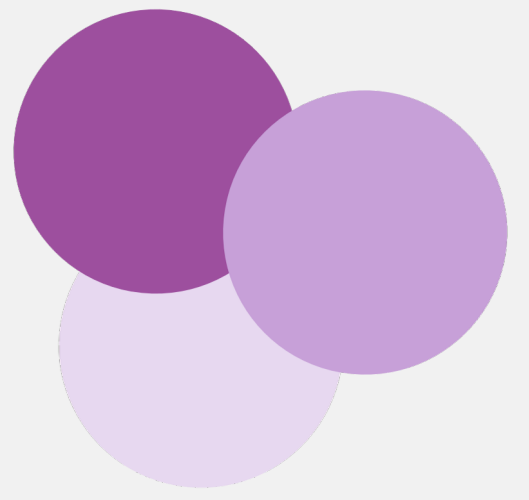
- For sleep, relaxation, skin, minor wounds and burns
- In the evening with Wild Orange in a diffuser
- Use as a pillow spray
- On the soles of the feet
- Use as a soothing spray for minor scrapes

Peppermint

Herbal oil – from the USA & India

- Concentration, digestion, headaches, tension, muscles & a refreshing boost
- Add to water for a cooling boost in summer
- Add to warm water in winter
- 1 drop = equivalent to 28 cups of freshly brewed tea

Do not apply to the chest of small children and avoid contact with the eyes.



Lemon

Citrus oil – sourced from Italy

- Extracted from lemon peel; supports the body's natural detoxification and cleansing processes
- Add to water in the morning (avoid plastic bottles, cups and straws)
- 1 teaspoon of honey with 1 drop of Lemon for a sore throat
- Fat-soluble – great for cleaning extractor hoods, stovetops, sticker residue and limescale

Oregano

Herbal oil – from Turkey

- Strongly antiviral & antibacterial, warms, promotes blood circulation, is our natural antibiotic
- Apply diluted to the soles of the feet or use internally in the FluBomb (show an empty Veggie Cap; you'll find the recipe as a bonus on the page)
- Never apply undiluted to skin or mucous membranes (exception: selectively on warts)

Tea tree

(Melaleuca – botanical name, often found in recipes)

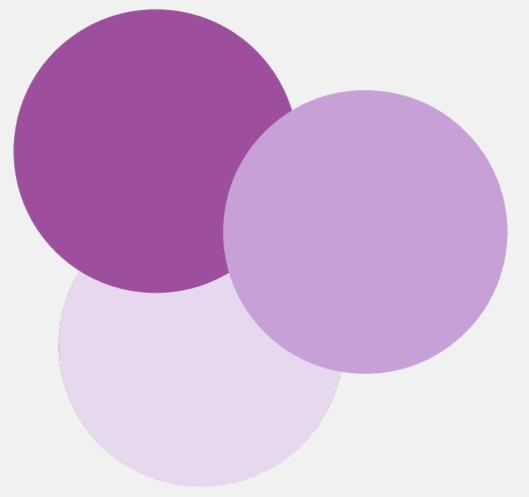
Leaf oil – from Australia

- For inflammation, blemishes, cold sores, 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
 - supports cell regeneration & the immune system
 - Very precious, very costly to produce
 - For the skin, nervous system, or directly in the mouth
 - Boosts & enhances other oils
 - Can also be added to your day cream or applied to the crown of the head. It can even be used with babies.
- (Baby Jesus – frankincense, myrrh, gold...)
- Also available as Frankincense 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, ravensara, cardamom)

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

→ Supports clear, easy breathing; great for feelings of tightness and in moments of stress or 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, sports, migraines, growing pains & tension

→ Do not take internally!

→ For ongoing discomfort: Deep Blue Polyphenol Complex Deep Blue Polyphenol Capsules

→ Also available as a stick and a rub/cream, providing either a warming or cooling sensation depending on your needs.

ZenGest

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

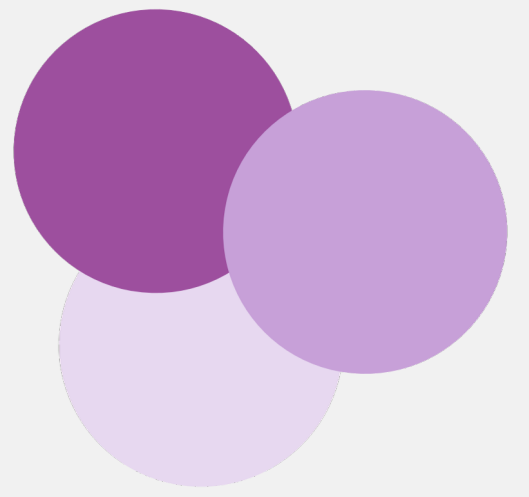
Herbal oil blend – from Germany, India, Hungary, among others

→ "Alcohol-free ouzo"

→ After heavy or fatty meals, for gastrointestinal problems, travel sickness

→ Add to a small amount of water or apply diluted around the navel in a clockwise motion

→ Also on the sinuses for a blocked nose



OnGuard

(cinnamon, clove, orange, rosemary, eucalyptus)

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

- Protective & immune-supporting blend – smells like Christmas
- Add to water and gargle
- 1 drop in 1 teaspoon of honey for a scratchy throat
- for extra support while travelling
- Apply diluted along the jawline for tooth discomfort

There's a whole On Guard range: toothpaste, cleaning concentrate, laundry detergent, hand sanitizer, lozenges and softgels. I even use the small hand sanitizer spray as a deodorant or to freshen up smelly shoes.

Additional oils as part of the Diamond Club:

Wild Orange

Citrus oil – from Brazil

- Uplifting, mood-boosting = 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

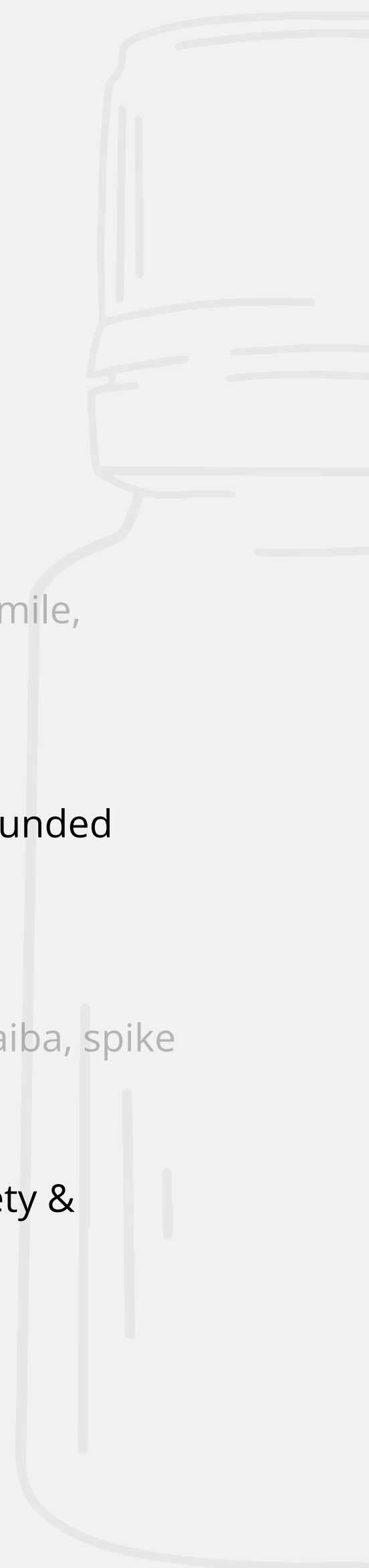
- Centering, grounding & stabilizing
- Also wonderful for helping children feel calm and grounded
- Do not take internally

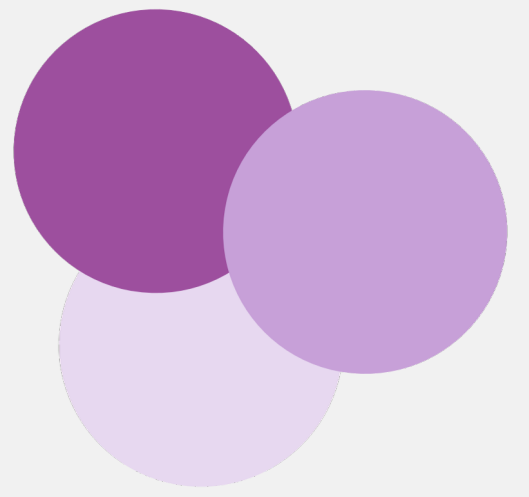
Adaptive

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

Herbs & flowers – from Brazil, the USA, Bulgaria

- Emotional balance, stress support, adaptability, anxiety & moments of panic
- Diffuser, inhalation from the hand or roller
- Do not ingest





Shelf life & storage

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

Tea Tree: 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 use undiluted on the skin or 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

→ Neutral scent, stays liquid & absorbs quickly

Children & sensitive individuals

→ *Always dilute well – follow the dilution guidelines you've received*

→ *For babies under 6 months: Lavender, Copaiba & Frankincense only*

→ *Do not use Rescuer on babies*

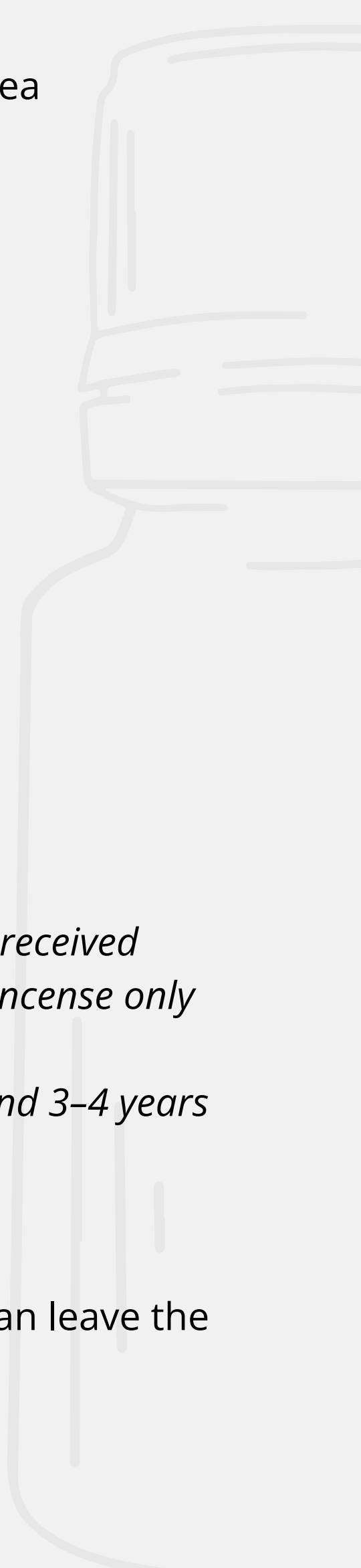
→ *The Kids Collection is officially recommended from around 3–4 years of age*

Pets

→ When diffusing around pets, always make sure they can leave the room if they want to.

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 an essential part of my daily routine. They've made such a difference in my life, and I see the same with my customers every day. Give them 3–4 months and see for yourself what changes you notice!

If you order your products through the Loyalty Rewards Program (LRP), you can enjoy a number of benefits and save money at the same time.

Loyalty Rewards Program (LRP) – briefly explained

The Loyalty Rewards Program (LRP) is dōTERRA's loyalty program. When you place a qualifying order each month, you can receive:

- Product Points back – starting from 50 PV, with the percentage increasing up to 30%
- Shipping costs credited back as points
- A monthly free product from 125 PV and, for loyal customers, special oils that aren't available for regular purchase

 **The great thing is that you can customize your order every month based on what you actually need** – Lemon oil, toothpaste, shampoo, supplements... whatever works for you.

You collect points on everyday products you would be buying anyway.

It's not about a subscription – it's about creating a healthy lifestyle that works for you. You can cancel the Loyalty Rewards Program at any time. If you do, make sure to redeem your collected points beforehand so you don't lose them.

We've covered a lot today – that was quite a bit of information!

Remember, you can always ask questions in our customer group.

The goal is to help you feel confident using your products and know what you can reach for when you or your family need support. Use the products proactively as part of your everyday wellness routine – not just when something comes up.

In our next conversation, you'll get access to our different themed customer groups and our academy.

And of course, if you have any questions, I'm always here for you!