

How dōTERRA's loyalty rewards program works

If you want to grow your oils collection – to support a lower-tox home environment, and support your physical and emotional health – at the lowest price, the loyalty rewards program is the best way to do it.

The loyalty rewards program (LRP) has enabled me to grow my oils collection, without having to fork out huge amounts of money for the pricier oils, and means I now get 30% of every order I place back in points towards free product.

There's a lot of excitement that happens every month when the purple box arrives on my door step, and every few months when I get free products using the points I've accumulated.

dōTERRA

WHY DO THE LOYALTY REWARDS PROGRAM?

✓ YOU EARN A PERCENT BACK

Depending on the enrollment kit that you start out with, signing up with the LRP program means that you will receive at least 10% back on your LRP orders. The longer you participate in the program, the larger percent you get back on your purchases until you reach 30% at 13 months.

✓ LRP POINTS AND FREE PRODUCT

The percentage you earn back through ordering on the program is added to your account through product credits. You can use these points to purchase free product.

✓ REQUIRED TO EARN POWER OF 3 AND FAST START BONUSES

In order to qualify to earn the Power of 3 Bonus and Fast Start, you must have in place at least a 100PV order each month. If you are active in the business in sharing, enrolling, and building these bonuses only help you continue to build your business—and having the automatic LRP order set up means that you are also getting back some of what you have put in in free product.

✓ PRODUCT OF THE MONTH (POM) BENEFIT

If your monthly LRP is set to at least 125PV, you join the Product of the Month club, and receive a free product with your LRP order.

Tip: Remember that your LRP automatic order must be processed before the 15th to receive the FREE Product of the Month.



You don't need to buy crazy amounts of oils to make this program valuable for you. More than 65% of doTERRA customers globally purchase at least one oil every one to three months, because most of us are using these oils multiple times a day to support different aspects of our health, and sharing them with friends.

What a lot of doTERRA customers do is put the Life Long Vitality Pack on their monthly LRP order, that way each time they order their supplements they earn points towards free oils, therefore reducing the amount they pay for their doTERRA products over time.

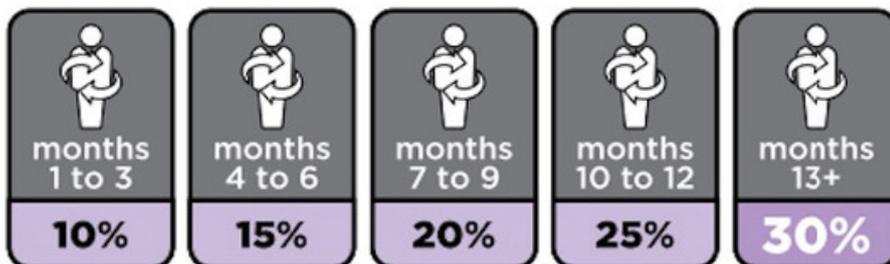
I'm going to talk you through exactly how the loyalty rewards program works, but if you'd like a quick 2 minute overview, here is a video that explains it:

[Click here to watch video](#)

All doTERRA oils have a 'product value' or PV.

When you create your first LRP order – and if it is over 50PV – then in months 1-3 you receive 10% of that product value (PV) back into your office, in points...

Loyalty Rewards Credits



Additional Benefit: Product of the Month

One monthly Loyalty Rewards order totaling 125 PV or more that processes on or before the 15th of each month, will include a **free product!**

If, for example, you buy a bottle of one of my favourites, Jasmine touch roll-on, Jasmine has a PV of 47.

You receive 10% of that 47PV to collect into your 'back office' the following month. So you receive 4.7 PV to save + collect in your back office.

The volume of points you get back over time increases, to up to 30% points back if you purchase a minimum 50PV order every month for 13 months.

So, if you buy the same bottle of jasmine having processed a minimum 50PV order each month for 13 months, you would then get 30% of that jasmine PV to save + collect in your back office.

So you get 14.1 back on that single bottle, triple the amount you earned a year earlier.

Another one of my favourite perfume is Whisper women's blend, this retails at \$55 and is \$44 wholesale, but is only 27 PV, which means when you have 27 PV in your back office, you can get a \$44 bottle of whisper for free.



Collecting points

Free product of the month

When you spend over 125PV and your LRP shops between the 2nd and 15th of the month, you receive doTERRA's free product of the month, which automatically gets added to your order. There is a different one every month and they are typically valued between \$20 to \$50 a month.

Q&A

What if I can't make a 50 PV order because I can't afford it that month?

You only need to process a 1pv order to 'hold' or 'maintain' your % points back level, then when you increase to over 50pv again, you continue your trajectory to 30% points back.

When do I become eligible to join the LRP?

You must be a doTERRA customer for one month before you can receive your first LRP shipment, you can, however, set this up any time after you have joined to ship in advance.

Is this a lock-in deal?

No - you can cancel your LRP any time, you just need to call head office in your region and they will cancel it on the spot. You want to make sure you spend any points you've accrued before you do that though or you will lose them.
(doTERRA Australia head office number: 02 8015 5080)

If I want to build a business with doTERRA, do I need to be on LRP and what will my monthly overheads be?

You do need to be on LRP if you would like to build a business with doTERRA. Your only overhead will be the 100PV order you will need to process monthly - feel free to reach out if you'd like to know more about this.

How do I create my LRP?

[Watch this video](#)

Don't forget

Your LRP is set to ship on your chosen date, monthly, so you need to update your LRP template each month after your order ships to make sure you receive different products the following month.

If you have any questions or need help setting up your LRP template, don't hesitate to reach out to the person who enrolled you, we are here to help.