
dōTERRA Convention

May 2019 | Düsseldorf, Germany

Notes by Annika Hoffmann und Katchie Ananda (Elena Brower's team)
Additional notes by Elena Brower



Please see additional NOTES by ELENA BROWER
on the new products and concepts.

It was an incredibly inspiring two days; we were uplifted, proud and honored to be a part of such a meaningful company. We saw friendly, grateful faces, families, wellness advocates and leaders with one thing in common: their passion and love for doTERRA and Essential Oils. Great vibe, much networking and many new ideas.

doTERRA is a CAUSE - not just a business.

A win/win for everyone who comes in contact with the oils, doTERRA created over 120,000 jobs just last year. With every Oil we purchase, we help others - the most ethical way to do business in today's world.

"YOU are the most important part of doTERRA."

doTERRA focuses on people.



WHAT'S NEW

There are new exciting products, new research and opportunities and ideas are being developed. Our Utah Headquarters just celebrated a 10 year anniversary, and Europe is growing - an astonishing 68% increase in sales in the EU.

Over 10 million bottles were sold to date (last year: 4 million).

NEW OFFICES. Munich opens in June

NEW WAREHOUSE.

After Rotterdam and London, a 3rd warehouse will be in Budapest soon.

NEW PRODUCTS.

Magnolia Touch, Manuka Touch, Pink Pepper, Turmeric, Kids Collection, Green Mandarin, Litsea, Yarrow|Pom, Hydrating Body Mist, On Guard Mouth Wash.



doTERRA is working on our NEW WEBSITE and BACK OFFICE TOOLS!
NEW RANK TRACKER APP. NEW ECOMMERCE PLATFORM.
NEW MANUFACTURING in CORK. MORE RESEARCH.
MORE BUDGET for MEDICAL CARE.
NEW TIMES for EU HOTLINE (we will soon be able to call in the mornings!)



GOALS

Create daily healthy habits | Help where you can | Spread the love | Keep rolling |
Make small steps, make better choices

*"We are committed to change the world by empowering
and saving people."*



WHAT MAKES THE DIFFERENCE

David Stirling Founding Executive, Chairman, CEO
Discovering doTERRA's Global Vision

Getting the best and helping the most

David talked about doTERRA's success as a company. The new Utah office has a day care center. doTERRA keeps rolling, more to come. After Milton Keynes (London),

many more new offices are to open. Moscow has new headquarters; Munich is about to open in June.

*We are committed to change the world by empowering
and saving people*

Other companies focus on business first, doTERRA focuses on people. Our holistic approach to health and healthier living comes from creating daily healthy habits.

Quality makes the difference:

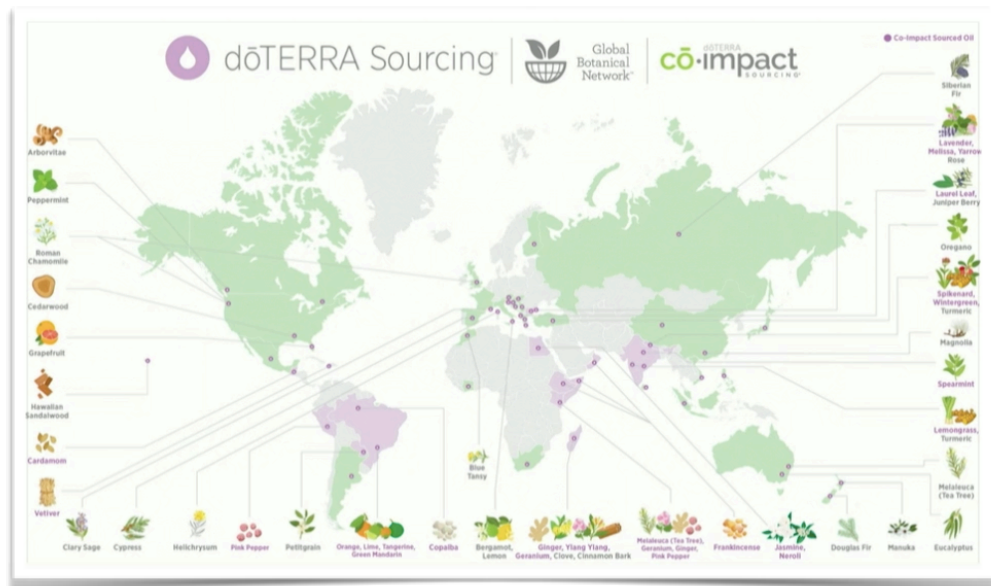
<https://www.youtube.com/watch?v=WsY-xGCZSng>

FARMER -> DISTILLER -> SIGNIFICANT TESTING -> CONSUMER

doTERRA is the world's largest Essential Oil Company. It is privately held, debt-free. When doTERRA goes into a community we are there to stay. We are helping people. We create jobs.

122,095 provided jobs so far!

Health Care | Schools | Quality



Most importantly: YOU make the difference!
We create the impact, with our TEAM building, our full engagement.

*“When the power of many come together to form the
power of one”*



STORIES

It's always about the individual, and how to make one life better.

The most wonderful and touching stories were shared on stage at the doTERRA convention. They all had one aspect in common: “Essential Oils have changed our life.” We heard how executives and doTERRA team members were able to help people and share the oils, while spreading the message of love. We heard how the oils literally changed lives and people who didn’t have a job before, now have an education and employment with doTERRA.

It's all about giving, sharing and healing.

Mark Wolfert’s father just turned 98 because he was able to defeat his illness with the help of the Oils a few years ago.

Veronica has five children, and lost her husband in an accident. She now harvests pink pepper and is able to feed her children because of doTERRA. This is her story:

<https://www.youtube.com/watch?v=AOQr8WA0x18>

An autistic boy said “mom” for the first time at the age of 5 after consistent use of Frankincense and InTune.



A doctor prescribes PastTense to his patients for headaches, instead of pharmaceutical drugs, because he knows it is so effective. With PastTense people can often go back to the office quickly and will not miss a day of work or family life.

FUTURE PROJECTS and DONATIONS

Fundraising Healing Hands Cycle Club

Our goal is to raise \$25,000 USD+ and dōTERRA will match 1:1 the first \$25,000 raised! dōTERRA also covers 100% of all operating and administration costs of the dōTERRA Healing Hands Foundation, therefore, 100% of your donation goes directly to the projects. Please help us reach our goal by donating towards the cause. <http://healinghandscyclingclub.com>

RAIN DANCE PROJECT justdiggit.org

A global movement to restore mother earth. Justdiggit develops landscape restoration projects on a large scale using community based rainwater harvesting, agro-forestry and climate resilient agriculture. Justdiggit creates positive global on- and offline awareness campaigns and education programs to inspire, unite and activate an entire generation to cool down our planet. Justdiggit believes it is time to share positive and hopeful insights when it comes to climate change. People must be aware that we can restore ecosystems and that solutions exist.



BUSINESS OPPORTUNITIES

Grow your own business

Justin Harrison

“Secret meeting“

When you invite many people, friends and family to an Oil workshop and nobody shows up: fail again, and fail faster (like Katchie often says: make a bloody new mistake).

Steps:

- 1) Use your products - be your own best customer
- 2) Recognise that people are attracted to doTERRA because of hope | belief | knowledge | confidence | action that leads to results
- 3) Invest in daily personal growth
- 4) “He who tells the stories rules the world.“ Master the art of telling your story.
- 5) Invite and promote
- 6) Keep it simple
- 7) Live the doTERRA culture, put others first. The most miraculous part is not the oils, it's YOU
- 8) Use a system -> Empowered success
- 9) Plan, action, check and adjust
- 10) Have fun!

*Our privileges are not for our pleasure, our privileges
are for our purpose!*

$Fi/T (G) = M$

Focused intensity over time multiplied by good equals mass success.

One day or day one. You decide.

NEW PRODUCTS FOR EUROPE

Please see Elena Brower's NOTES with additional information.



KIDS COLLECTION

Please see Elena Brower's NOTES with additional information

DOTERRA KIDS

KIT is \$95 wholesale / 126.67 retail / 85PV

MIND / BODY / HEART

MIND CATEGORY

THINKER

Focus - school, homework

Vetiver

Peppermint

Clementine

Rosemary

CALMER

Restful - sleep

Lavender

Cananga (Ylang Ylang family)

Buddha Wood

Roman Chamomile



BODY CATEGORY

STRONGER

Protective - like On Guard

Litsea

Rose

Cedarwood

Frankincense

RESCUER

Soothing - muscles

Copaiba

Spearmint

Zenthosylum

Lavender



HEART CATEGORY

STEADY

Grounding - feet and anywhere

Amyris (from Dominican Rep)

Balsam Fir

Coriander

Magnolia

BRAVE

Courage - heart and belly

Amyris

Wild Orange

Cinnamon

Osmanthus

