

第一步驟 填寫個人資料

申請人姓名	郵遞地址	<input type="checkbox"/> 與付款地址相同
合夥人姓名 (如需要)		
公司名稱 (需提交業務證明文件, 如適用)	城市, 國家	
身份證號碼	主要電話號碼	
付款地址	手機號碼	
城市	電子郵件地址	
國家	生日日期	合夥人生日日期
介紹人	推薦人 (如與介紹人不同)	
電話號碼或會員號碼	電話號碼或會員號碼	

第二步驟 選擇一項入會套裝和忠誠度折扣

<p>期間限定</p> <p><input type="checkbox"/> 家庭保健精油入會套裝 • HK\$1,600 • 125PV</p> <p><input type="checkbox"/> 芬芳調理入會套裝 • HK\$1,350 • 105PV</p> <p><input type="checkbox"/> 新星入會套裝 • HK\$1,400 • 121PV</p> <p><input type="checkbox"/> 營養品入會套裝 • HK\$1,388.00 • 160PV</p> <p><input type="checkbox"/> 家庭精油套裝 • HK\$2,875.00 • 300PV</p> <p>快速跳級方案: 連續 1-3 個月 10%</p>	<p><input type="checkbox"/> 優惠精油套裝 • 省下 HK\$882.00 • HK\$5,350.00 • 480PV • 加送 100 點產品點數</p> <p>快速跳級方案: 連續 4-6 個月 15%</p>	<p><input type="checkbox"/> 精油分享入會套裝 • 省下 HK\$747.00 • HK\$11,150.00 • 1120 PV • 加送 200 點產品點數</p> <p>快速跳級方案: 連續 7-9 個月 20%</p>	<p><input type="checkbox"/> 鑽石套裝 • 省下 HK\$2,505.00 • HK\$21,700.00 • 2200 PV • 加送 400 點產品點數</p> <p><input type="checkbox"/> dōTERRA® 分享套裝 • 省下 HK\$2,541.00 • HK\$21,000.00 • 2000 PV • 加送 400 點產品點數</p> <p>快速跳級方案: 連續 10-12 個月 25%</p>	<p><input type="checkbox"/> 入會資料夾 • \$280.00 • 0 PV</p> <p>*新會員入會訂購指定入會套裝, 下個月亦有 100PV 的 LRP 訂單就會得到這些額外點數。 *產品點數會在 60 天入會後加到帳戶上。</p> <p>快速跳級方案: 連續 13 個月或以上 30%</p>
<p>40% 會員折扣優惠 </p>				<p>40%</p>

忠誠顧客獎勵計畫點數: 成為忠誠客戶, 您可以獲得多達 30% 回饋點數來兌換免費產品。

第三步驟 每月的忠誠顧客獎勵計劃 (可選擇)

受歡迎的產品			
數量	產品	PV	
	保衛複方洗衣精	23	
	基本精油套裝	20	
	保衛複方淨白牙膏	5.5	
	iQ 魚油	33.5	
	能麗耐力複方	27.5	
	VERAGE™ 精油肌膚保養系列	89	
數量	產品	PV	
	檸檬精油	12	
	薰衣草精油	26	
	保衛複方精油	41	
	樂活複方精油	40	
	乳香精油	90	
	舒緩複方乳霜	34	

每月的忠誠顧客獎勵訂單的出貨日期為 _____ (1 - 28)

備註: 您的忠誠顧客獎勵訂單將在您入會後的下一個月寄出

寄至以上之地址
 香港辦公室取貨

每月一物俱樂部: 設定每月15日前出貨並有125 PV 以上將可免費得到當月的贈品 (每個帳戶該月最多只獲每月一物一次)。

第四步驟 了解入會守則並簽名

是的! 我要加入成為 dōTERRA® 公司的會員。請使用以下的卡號來付所需費用。我已閱讀並理解有關收集, 使用, 和提供個人信息的通知。我不反對 dōTERRA® 公司使用我的個人資料。我已了解並同意所有的健康倡導者規定以及 dōTERRA® 公司之準則。我承諾若我在未來有興趣加入成為會員, 我將不違反 dōTERRA® 公司之準則。這份表格也可於網站 www.doterratools.com 下載。

申請人簽名	合夥人簽名	日期

信用卡資料會在訂單審批被撕碎。電子信用卡的資料將被儲存在 dōTERRA® 的系統裡。

信用卡號碼	後 3 碼	有效日期	<input type="checkbox"/> 現金
信用卡姓名	您要把此卡資料存於 dōTERRA® 的帳戶裡作以後購貨時使用?		<input type="checkbox"/> 是 <input type="checkbox"/> 否

<< Sign the Back

2014 dōTERRA® Int'l, LLC, 389 S 1300 W, Pleasant Grove, UT 84062, 800-411-8151, 801-615-7205 (Fax), service@doterra.com (E-mail), www.doterra.com

BIBAgreement_INT_HKCH_0113167732010508.2

若閣下日後不欲收取任何 dōTERRA Hong Kong 之宣傳物品或訊息, 請在方格內加上 ✓ 號。

本合約之立約人為:

- (1) dōTERRA® International, LLC (簡稱「dōTERRA」)。
(2) 約首揭之申請人。

1. 義務與聲明

本人瞭解身為 dōTERRA® 之健康倡導者 (簡稱「WA」):

- 本人已屆滿所居住國家規定之法定年齡，具有行為能力，可接受本合約條款之約束。
- 本人擁有依據本健康倡導者合約條款，販售 dōTERRA® 產品與服務之權利。
- 本人擁有建立 dōTERRA® 銷售組織之權利。
- 本人將於所屬下線行銷組織中，培訓並激勵下線健康倡導者。
- 本人將遵循所有聯邦、州、郡和市政府法律、法令、規定和規範，並應依任何聯邦、州、郡和市政府法律、法令、規定和規範之要求，提交各種報告及繳交所有扣繳款項或其他扣除額。
- 本人將誠實履行健康倡導者之義務。
- 本人目前並非 dōTERRA® 健康倡導者，最近十二個月內亦不曾具有此身份。
- 本人日後僅使用 dōTERRA® 提供之銷售合約及訂單，進行產品與服務之銷售，且本人將遵循 dōTERRA® 訂定之所有政策與程序，履行和處理該等合約與訂單。

2. dōTERRA® 產品與服務介紹

本人同意依據 dōTERRA® 官方文件之規定，介紹 dōTERRA® 獎金制度以及 dōTERRA® 產品與服務。dōTERRA® 產品之描述、價格與預期效用，詳見附件一。

3. 獨立訂約人身份

本人同意，身為 dōTERRA® 之健康倡導者，本人為獨立訂約人 [非 dōTERRA® 員工、代理商、合作夥伴、法定代理人或特許經銷人]。本人未獲授權且日後亦不會代表、代售或以任何 dōTERRA® 實體之名義開立與承擔任何債務、費用或義務，或開設任何支票帳戶。本人瞭解，本人應確保自己從事 dōTERRA® 事業經營之態度與方法，以符合獨立產品顧問合約、dōTERRA® 政策手冊以及 dōTERRA® 銷售獎金制度 (以上合稱「契約」) 之規定。本人同意，本人將單獨負責支付個人所有費用，包括但不限於差旅、食宿、文書、辦公室、長途電話及其他費用。本人瞭解，本人在稅務上將無法享有 dōTERRA® 公司不負責代扣任何款項，亦不得從本人之紅利和佣金代扣或扣除任何款項，但法律規定之扣繳項則不在此限。本人同意接受 dōTERRA® 公司間所有收付款合約、適當課稅管轄區及相關規定與程序之約束。

4. dōTERRA® 政策

本人已詳閱並同意遵循 dōTERRA® 政策手冊與 dōTERRA® 銷售獎金制度，兩者均已納入本健康倡導者合約，以供參照，並構成契約之一部分。本人瞭解，本人必須誠信良好，未曾違反契約任何條款，方有資格領取 dōTERRA® 之任何紅利與佣金。本人瞭解，契約含本健康倡導者合約、政策手冊及 dōTERRA® 銷售獎金制度，得依 dōTERRA® 之自由裁量隨時修訂；本人並同意只要於 30 日前發出通知，上述任何修訂皆得適用於本人。修訂通知應公布於 dōTERRA® 官方內容中，包括該公司之官方網站。本人繼續經營 dōTERRA® 事業或接受紅利或佣金，即代表本人接受所有修訂。

5. 期間與終止

本契約有效期間及期滿後每次續約均為一年。除一方當事人通知另一方當事人終止契約之意外，本人瞭解並同意，契約每年期限屆滿期限後，均自動續約。本人瞭解並同意，本人必須每年支付續約金，以延續本人與 dōTERRA® 簽訂之契約。本人同意，dōTERRA® 簽訂之契約每年

期限屆滿前 90 日，自動從本人信用卡帳戶扣款 25 美金。一旦本人違反契約條款 (包括任何修訂條款)，dōTERRA® 得隨時終止本人帳戶。若本人契約因故取消或終止，本人瞭解本人將永久喪失健康倡導者之一切權利，不再具有販售 dōTERRA® 產品或服務之資格，且不得自前屬之下線銷售組織領取佣金、紅利或其他報酬。一旦契約取消、終止或不續約，本人同意喪失並放棄所擁有之一切權利，包括但不限於對前屬下線組織之財產權、對前屬下線組織之銷售等活動所產生之佣金、紅利與其他報酬之財產權。若契約未續約或因故取消或終止，本人同意立即停止使用所有 dōTERRA® 商標、服務標章及受著作權保護之資料。本人亦同意於本契約期間及本契約終止或取消後 (1) 年內無論終止或取消理由為何，本人不會招攬或招募 (定義詳見 dōTERRA® 政策手冊) 本人現屬或前屬下線組織之任何 dōTERRA® 健康倡導者，或因加入國際 dōTERRA® 擔任健康倡導者之而熟識之任何 dōTERRA® 健康倡導者。有關契約終止後之產品退貨事宜，詳見政策手冊。

6. 轉讓

如未事先取得 dōTERRA® 公司之書面同意前，本人不得轉讓或委派本契約賦予之任何權利或責任。dōTERRA® 公司得隨時自由轉讓本契約。未取得 dōTERRA® 明確書面同意，而企圖轉讓或轉讓契約者，dōTERRA® 得終止契約，本人之 dōTERRA® 事業亦可能因此終止。

7. 違約

本人瞭解，若本人未遵循契約條款之規定，dōTERRA® 得依其自由裁量，對本人施以政策手冊規定之懲處。若本人於契約終止時違反、不履行或違反契約規定，本人將無權再領取任何紅利或佣金，無論產生該等紅利或佣金之銷售活動是否已完成。若本人屆期未支付產品或服務之款項，或因故積欠 dōTERRA® 公司款項 (包括但不限於產品退貨貨但佣金或紅利已支付)，則本人授權 dōTERRA® 自本人之紅利或佣金支票代扣和拒抵適當金額，或自本人信用卡帳戶或本人提供 dōTERRA® 公司建檔之其他帳戶扣款。

8. 責任與賠償限制

對於任何特殊、間接、附帶、衍生、懲罰或懲戒性損害，dōTERRA® 公司及其會員、經理、董事、高級主管、股東、員工、受讓人及代理人 (以上統稱「關係人」)，均不負賠償責任。若任一或兩家 dōTERRA® 公司違反契約，本人得要求之損害賠償金額，最多不得超過個人向公司購買而未售出之存貨價格。若因推廣或經營 dōTERRA® 獨立業務或任何相關活動 (例如但不限於介紹 dōTERRA® 產品或銷售獎金制度、操作機動車輛、租借會議或訓練設施、提出未經授權之請要求、未遵守任何相關之聯邦、州或市政府法律或規範等)，導致或涉及任何債務、損害、罰款、處罰或其他賠償或索賠，本人放棄向 dōTERRA® 公司及其任何關係人索賠之權利，並同意賠償 dōTERRA® 及其關係人之相關損失。

9. 完整合意

本健康倡導者合約、銷售獎金制度及政策手冊 (包括目前版本及 dōTERRA® 日後修訂之版本)，構成 dōTERRA® 公司與本人間之完整合意和契約。本健康倡導者合約和契約未明定之任何承諾、聲明、提議或其他通訊均屬無效。本健康倡導者合約條款如與政策手冊內容 (包括目前版本及日後修訂之版本) 抵觸或不一致，以政策手冊為準。

10. 棄權與可分割性

任一或兩家 dōTERRA® 公司放棄任何違約請求權，必須由相關 dōTERRA® 公司授權之高階主管以書面為之，並簽名負責。但一或兩家 dōTERRA® 公司放棄對本人之任何違約請求權，不得視為構成放棄對後續任何違約行為之放棄請求權。若契約任何條款經認定為無效或窒礙難行，僅可修改該條款至可執行之必要程度，而契約其他條款仍具完整效力。

11. 續存條款

本健康倡導者合約之第 8 條、第 9 條、第 10 條、第 12 條、第 13 條和第 16 條，以及國際 dōTERRA® 商業機密、機密資訊、智慧財產及專屬資料之保密條款 (政策手冊內有詳細規定)，於契約終止後仍持續有效。

12. 衝突解決

本健康倡導者合約或契約發生或涉及任何糾紛、索償、問題或爭議，或發生違約事件，各方當事人應盡最大努力，解決該糾紛、索償、問題或爭議。為達此目的，各方當事人應以誠意溝通協商，瞭解彼此利益所在，努力達成雙方均滿意之公平解決方式。若雙方未於 60 日內達成上述解決方式，則應於任一當事人向另一當事人發出通知後，將所有糾紛、索償、問題或爭議交由美國猶他州普若佛市 (Provo) 由美國仲裁協會管轄之仲裁機構，並依據該協會訂定之《商務仲裁規則》進行最終仲裁。仲裁人裁決之結果，得交由任何管轄法院執行。此仲裁合意於契約終止或期滿後，仍持續有效。不限於本仲裁條款之規定，本仲裁合意於條款不得阻止 dōTERRA® 公司於提交仲裁或其他程序或等候仲裁裁決或其他法律裁決期間，向管轄法院聲請及取得扣押令、暫時限制令、暫時禁制令、永久禁制令或其他可保護 dōTERRA® 公司利益之其他救濟方式。

13. 管轄法律

本契約受美國猶他州法律規範，並以猶他州法院為第一審法院。不限於任何相反之限制法令，本人同意，本人如因任何與契約相關之行動或不行動，而欲對 dōTERRA® 公司提起任何索償或訴訟，則須自發生效索償或訴訟之行動或不行動出現當日起 (1) 年內提出。未於許可期間內提起訴訟，則視為不再為上述行動或不行動對 dōTERRA® 公司提出任何要求。本人放棄要求適用其他任何限制法令之所有權利。

14. 名稱與肖像權

本人授權 dōTERRA® 公司於廣告或推廣資料中，使用本人姓名、相片、個人故事等內容，並放棄要求任何使用報酬之權利。

15. 電子通訊

本人授權 dōTERRA® 公司及其關係人透過電子郵件，傳真，Whatsapp 或短訊與本人通訊。電子信箱位址或傳真號碼如本健康倡導者協議書所記載。本人瞭解該等電子郵件可能內含促使或遊說販售及購買 dōTERRA® 產品、銷售工具或服務之訊息。

16. 正本份數

本健康倡導者合約之傳真副本視同正本。如欲取得完整效力，以傳真方式提交至 dōTERRA® 公司之副本，必須包含文件正反兩面。

17. 資料保護

本人同意 dōTERRA® 公司處理本申請書/合約所含之個人資料，以及將此個人資料連同此健康倡導者帳戶日後銷售活動之相關資訊，移轉予任一 dōTERRA® 公司之全球子公司與關係企業，及移轉予其他同屬某銷售組織或配銷鏈之健康倡導者，惟資料用途僅限於管理 dōTERRA® 產品之銷售與配銷事宜，以及製作銷售組織健康倡導者之銷售活動報告。本人瞭解，上述資訊之移轉可能發生於法定隱私權保護不如本人居住國完備之國家或地區。本人瞭解，如果接觸內含其他健康倡導者個人資料之銷售報告，本人同意不將此等資料用於管理及發展本人銷售組織以外之用途，且於本人契約終止之後，除法律規定保留者外，立即自檔案刪除所有該等個人資料。各方當事人同意此義務於契約終止後仍持續有效。本人契約終止之後，除法律規定保留者外，立即自檔案刪除所有該等個人資料。各方當事人同意此義務於契約終止後仍持續有效。

簽名

dōTERRA®

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STEP 1 Fill in Personal Information

Applicant Name	Shipping Address	<input type="checkbox"/> Same as Billing Address
Co-Applicant Name (if applicable)		
Company Name (requires business application addendum, if applicable)	City, Country	
Government ID No. (Needed for potential earnings)	Primary Phone	
Billing Address	Mobile Phone	
City	Email Address	
Country	Date of Birth	Co-Applicant Date of Birth
Enroller	Sponsor (if different)	
Wellness Advocate No.	Wellness Advocate No.	

STEP 2 Enrollment Kit Options and Loyalty Discounts

<input type="checkbox"/> Limited Period <input type="checkbox"/> Family Essential Kit • HK\$1,600 • 125PV <input type="checkbox"/> Aromatouch Diffused Kit • HK\$1,350 • 105PV <input type="checkbox"/> New Star Enrollment Kit • HK\$1,400 • 121PV <input type="checkbox"/> Nutritional Enrollment Kit • HK\$1,388.00 • 160PV <input type="checkbox"/> Home Essential Kit • HK\$2,875.00 • 300PV	<input type="checkbox"/> Premium Kit • Save HK\$882.00 • Cost HK\$5,350.00 • 480 PV • +100 Product Credits	<input type="checkbox"/> Oil Sharing Kit • Save HK\$747.00 • Cost HK\$11,150.00 • 1120 PV • +200 Product Credits	<input type="checkbox"/> Diamond Kit • Save HK\$2,505.00 • Cost HK\$21,700.00 • 2200 PV • +400 Product Credits <input type="checkbox"/> dōTERRA® Sharing Kit • Save HK\$2,541.00 • Cost HK\$21,000.00 • 2000 PV • +400 Product Credits	<input type="checkbox"/> Enrollment and Welcome Pack • HK\$280.00 • 0 PV *To receive Fast Track Benefits, new members will need to place a 100 PV LRP order the month following enrollment. *Points will be redeemable 60 days following enrollment if qualifications are met.
Fast Track Program	Fast Track Program	Fast Track Program	Fast Track Program	Fast Track Program
1-3 consecutive months 10%	4-6 consecutive months 15%	7-9 consecutive months 20%	10-12 consecutive months 25%	13+ consecutive months 30%
40% Wholesale Discount				40%

Loyalty Rewards Points As a Loyalty Rewards participant, you can earn up to 30% of your purchase value in product credits that can be redeemed for FREE product.

STEP 3 Monthly Loyalty Rewards Program (Optional)

POPULAR LOYALTY PRODUCTS					
QTY	Products	PV	QTY	Products	PV
	On Guard® Laundry Detergent	23		Lemon	12
	Intro Kit	20		Lavender	26
	On Guard® Toothpaste	5.5		On Guard®	41
	IQ Mega™	33.5		Digestzen®	40
	Mito2Max™	27.5		Frankinsence	90
	VERAGE™ Skin Care Collection	89		Deep Blue® Rub	34

Desired date to have savings processed by _____ (1 - 28)
 (Note: First order Loyalty Rewards will be processed in the month following your enrollment)
 Ship to address above
 Pick up at HK Will Call

Loyalty Club Product of the Month Process your order between the 1st and 15th of each month with a PV of 125 or higher and receive the Product of the Month for FREE . (Each account can receive product of the month one time only in a month.)

STEP 4 Acknowledge Terms on Back by Signing

I want to be a dōTERRA® Member and Wellness Advocate with dōTERRA® Global Holdings, Limited. Please charge my payment method for the items and programs requested above. I have read and agree to the terms and conditions found on the back of this Wellness Advocate Agreement (form 2011-C) and the policies found in the dōTERRA® Policy Manual. I agree that I do not currently have an interest in any dōTERRA® account, or if I do have or ever have had such an interest, my application for this account does not violate dōTERRA® policies. (This form can also be found at www.doterratools.com)

Applicant Signature	Co-Applicant Signature	Date
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Physical credit card information will be shredded upon order approval. Electronic credit card information will be stored on dōTERRA's database.

Credit Card No.	Verification Code	Expiration Date	<input type="checkbox"/> Cash
Name as it appears on CC	Would you like this card to remain on file with dōTERRA® for future standard or LRP purchases?		<input type="checkbox"/> Yes <input type="checkbox"/> No

<< Sign the Back

- Obligations and Representations.** I understand that as a Wellness Advocate of dōTERRA® Global Holdings, Limited ("dōTERRA®"):
 - I must be of legal age in the state in which I reside.
 - I have the right to offer for sale dōTERRA® products and services in accordance with the terms and conditions of this Wellness Advocate Agreement.
 - I have the right to build a dōTERRA® sales organization.
 - I will train and motivate the Wellness Advocates in my downline marketing organization.
 - I will comply with all federal, state, county, and municipal laws, ordinances, rules, and regulations, and shall make all reports and remit all withholdings or other deductions as may be required by any federal, state, county, or municipal law, ordinance, rule, or regulation.
 - I will perform my obligations as a Wellness Advocate with honesty and integrity.
 - I will use only the sales agreements and order forms which are provided by dōTERRA® for the sale of goods and services, and I will follow all policies and procedures established by dōTERRA® for the completion and processing of such agreements and orders.
- Presenting dōTERRA® Products and Services.** I agree to present the dōTERRA® Compensation Plan and dōTERRA® products and services as set forth in official dōTERRA® literature and presentations.
- Independent Contractor Status.** I agree that as a dōTERRA® Wellness Advocate, I am an independent contractor [and not an employee, agent, partner, legal representative or franchisee of dōTERRA®]. I am not authorized to and will not incur any debt, expense, or obligation, or open any checking account on behalf of, for, or in the name of dōTERRA®. I understand that I shall control the manner and means by which I operate my dōTERRA® business, subject to my compliance with this Wellness Advocate Agreement, the dōTERRA® Policy Manual, and the dōTERRA® Sales Compensation Plan (all of which are collectively referred to as the "Contract"). I agree that I will be solely responsible for paying all expenses I incur, including but not limited to travel, food, lodging, secretarial, office, long distance telephone, and other expenses. I UNDERSTAND THAT I WILL NOT BE TREATED AS AN EMPLOYEE OF dōTERRA FOR FEDERAL OR STATE TAX PURPOSES. I acknowledge and agree that dōTERRA® is not responsible for withholding and shall not withhold or deduct from my bonuses and commissions, if any, FICA, or taxes of any kind, unless such withholding becomes legally required. I agree to be bound by all sales tax collection and remittance agreements between dōTERRA®, all appropriate taxing jurisdictions, and all related rules and procedures.
- dōTERRA® Policies.** I have carefully read and agree to comply with the dōTERRA® Policy Manual and the dōTERRA® Sales Compensation Plan, both of which are incorporated into the Wellness Advocate Agreement by this reference and become part of the Contract. I understand that I must be in good standing and not in violation of any of the terms of the Contract in order to be eligible to receive any bonuses or commissions from dōTERRA®. I understand that the Contract, including this Wellness Advocate Agreement, the dōTERRA® Policy Manual, and the dōTERRA® Sales Compensation Plan, may be amended at any time at the sole discretion of dōTERRA®, and I agree that upon 30 days notice any such amendment will apply to me. Notification of amendments will be published in official dōTERRA® materials including the Company's official website. The continuation of my dōTERRA® business or my acceptance of bonuses or commissions shall constitute my acceptance of any and all amendments to the contract.
- Term and Termination.** The term of this Contract and each subsequent renewal is one year. Unless a party notifies the other of its intent to terminate the Contract, I understand and agree that the Contract is renewed automatically each year on its anniversary date. I understand and agree that I will need to pay a renewal fee each year to renew my Contract with dōTERRA®. I agree that dōTERRA® may automatically charge my credit card each year in the amount of \$25.00 during the anniversary month of my Contract. dōTERRA® may terminate my account at any time for violation of the terms and conditions of the Contract including any amendments thereto. If my Contract is canceled or terminated for any reason, I understand and agree that I will permanently lose all rights as a Wellness Advocate and I shall not be eligible to sell dōTERRA® products or services or to receive commissions, bonuses, or

other remuneration from the activities of my former downline sales organization. In the event of cancellation, termination, or nonrenewal, I agree to forfeit and waive all rights I have, including but not limited to property rights, to my former downline organization, and to any commissions, bonuses, or other remuneration derived through the sales and other activities of my former downline organization. If my Contract is not renewed, or if it is cancelled or terminated for any reason, I agree to immediately discontinue use of any and all dōTERRA® trademarks, service marks, and copyrighted materials. I also agree that during the term of this Contract and for one (1) year following the termination or cancellation of this Contract, regardless of the reason for termination or cancellation, I will not directly or indirectly solicit or recruit, as defined in the dōTERRA® Policy Manual, any dōTERRA® Wellness Advocate who is in my current or former downline organization or with whom I became acquainted by virtue of my participation as a dōTERRA® Wellness Advocate.

- Assignment.** I may not assign any rights or delegate my duties under this Contract without the prior written consent of dōTERRA®. dōTERRA® may freely assign the Contract at any time. Any attempt to transfer or assign the Contract without the express written consent of dōTERRA® renders the Contract terminable at the option of dōTERRA® and may result in termination of my business.
- Breach of the Agreement.** I understand that if I fail to comply with the terms of my Contract, dōTERRA® may, in its sole discretion, impose upon me disciplinary action as set forth in the Policy Manual. If I am in breach, default, or violation of the Contract at termination, I shall not be entitled to receive any further bonuses or commissions, whether or not the sales for such bonuses or commissions have been completed. If I fail to pay for products or services when payment is due or am indebted to dōTERRA® for any reason, including but not limited to for commissions or bonuses paid on returned product, I authorize dōTERRA® to withhold and retain the appropriate amounts from my bonus or commission checks or to charge my credit cards or other accounts which I have placed on file with dōTERRA®.
- Limitation of Liability and Indemnification.** dōTERRA®, its members, managers, directors, officers, shareholders, employees, assigns, and agents (collectively referred as "affiliates"), shall not be liable for special, indirect, incidental, consequential, punitive, or exemplary damages. If dōTERRA® is found to be in breach of the Contract, the maximum amount of damages I may claim shall be limited to the amount of unsold inventory that I personally purchased from the company and have remaining on hand. I release and agree to indemnify dōTERRA® and its affiliates from any and all liability, damages, fines, penalties, or other awards or settlements arising from, or relating to my actions in the promotion or operation of my dōTERRA® independent business and any activities related to it (for example, but not limited to, the presentation of dōTERRA® products or Sales Compensation Plan, the operation of a motor vehicle, the lease of meeting or training facilities, the making of any unauthorized claims, the failure to comply with any applicable federal, state, or municipal law or regulation, etc.).
- Entire Agreement.** This Wellness Advocate Agreement, the Sales Compensation Plan, and the Policy Manual, in their current forms and as amended by dōTERRA® in its discretion, together constitute the entire agreement and Contract between dōTERRA® and myself. Any promises, representations, offers, or other communications not expressly set forth in this Wellness Advocate Agreement and Contract are of no force or effect. To the extent of any conflict or inconsistency between this Wellness Advocate Agreement and the Policy Manual (in their current form or as subsequently modified), the Policy Manual shall govern.
- Waiver and Severability.** Any waiver by dōTERRA® of any breach of the Contract must be in writing and signed by an authorized officer of dōTERRA®. Waiver by dōTERRA® of any breach of my Contract by me shall not operate or be construed as a waiver of any subsequent breach. If any provision of the Contract is held to be invalid or unenforceable, such provision shall be reformed only to the extent necessary to make it enforceable and the balance of the Contract will remain in full force and effect.
- Survival.** Sections 5, 8, 9, 10, 12, 13, 16, and 17 of this Wellness Advocate Agreement, as well as the covenants to protect dōTERRA®'s trade secrets, confidential information, intellectual property, and other proprietary materials, as

set forth more fully in the Policy Manual, shall survive the termination of the Contract.

- Resolution of Conflicts.** In the event of any dispute, claim, question, or disagreement arising from or relating to this Wellness Advocate Agreement or the Contract or the breach thereof, the parties hereto shall use their best efforts to settle the dispute, claim, question, or disagreement. To this effect, they shall consult and negotiate with each other in good faith and, recognizing their mutual interests, attempt to reach a just and equitable solution satisfactory to both parties. If they do not reach such solution within a period of 60 days, then, upon notice by either party to the other, all disputes, claims, questions, or differences shall be finally settled by arbitration administered in Provo, Utah, by the American Arbitration Association in accordance with the provisions of its Commercial Arbitration Rules. Judgment on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. This agreement to arbitrate shall survive any termination or expiration of the Contract. Notwithstanding this arbitration provision, nothing herein shall prevent dōTERRA® from applying to and obtaining from any court having jurisdiction a writ of attachment, a temporary restraining order, preliminary injunction, permanent injunction, or other relief available to safeguard and protect dōTERRA®'s interest prior to, during, or following the filing of any arbitration or other proceeding or pending the rendition of a decision or award in connection with any arbitration or other proceeding.
- Governing Law.** The parties consent to exclusive jurisdiction and venue before any federal court in Salt Lake County or any state court in Utah County, State of Utah, for purposes of seeking equitable relief and/or enforcing an award by an arbitrator or any other matter not subject to arbitration. If the law of the state in which the applicant resides prohibits consensual jurisdiction and venue provisions for purposes of arbitration and litigation, that state's law shall govern issues relating to jurisdiction and venue. I agree that notwithstanding any statute of limitation to the contrary that any claim or action I wish to bring against dōTERRA® for any act or omission relating to the Contract must be brought within one (1) year from the date of the alleged act or omission giving rise to the claim or cause of action. Failure to bring such action within the permitted time shall act as a bar against all claims against dōTERRA® for such act or omission. I waive any and all claims or rights to have any other statute of limitation apply.
- Use of Name and Image.** I authorize dōTERRA® to use my name, photograph, personal story, and/or likeness in advertising or promotional materials and waive all claims to remuneration for such use.
- Electronic Communication.** I authorize dōTERRA® and its affiliates to communicate with me through electronic mail or fax at the email address or fax number or Whatsapp provided in this Wellness Advocate Agreement. I understand that such email may include offers or solicitations for the sale and purchase of dōTERRA® products, sales aids, or services.
- Counterparts.** Faxed copies of this Wellness Advocate Agreement shall be deemed an original. To be valid, copies submitted to dōTERRA® by fax must include the front and back of the document.
- Data Protection.** I give consent for dōTERRA® to process the personal data contained in this application/agreement and to transfer this personal data, together with information about this Wellness Advocate account's future sales activities, to any of dōTERRA®'s worldwide subsidiaries and affiliated companies, and to other Wellness Advocates who are in the same sales organization or distribution chain, for the sole purpose of administering the sales and distribution of dōTERRA® products and providing reports to its Wellness Advocates of sales activity in their sales organizations. I understand that this transfer of information may be made to countries without a level of legal protection of privacy equivalent to that provided in my home country. I understand that if I receive sales reports containing personal data of other Wellness Advocates, I agree that I will not use such data except in the administration and development of my sales organization, and that upon termination of my Contract, I will immediately delete all such personal data from my files, except as otherwise required by law. The parties agree that this obligation survives the termination of the Contract.

Signature

dōTERRA®

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