

### STEP 1 Choose an Enrollment Option

#### FAMILY ESSENTIALS KIT

HK\$1,600 | 125PV

#### HOME ESSENTIALS KIT

HK\$2,800 | 225PV

#### HEALTHY GUARD KIT

HK\$3,700 | 325PV

Loyalty Rewards Program (LRP)

**START at 10%**

#### USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE

#### DAILY FAMILY HEALTH KIT

HK\$4,500 | 450PV

#### NATURAL SOLUTION KIT

HK\$4,500 | 450PV

Loyalty Rewards Program (LRP)

**START at 15%**

and Receive 100 LRP Credits\*

#### DIAMOND KIT

HK\$25,000 | 2,000PV

Loyalty Rewards Program (LRP)

**START at 25%**

and Receive 400 LRP Credits\*

#### Other Products

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\* New WA's who enroll with a qualifying kit and have a 100 PV Loyalty Rewards order the following month will receive these credits.

\* Points will be redeemable 60 days following enrollment if qualifications are met

STANDARD ORDER: WELLNESS ADVOCATE (WA) MEMBERSHIP FEE

HK \$280 | 0 PV

Shipping:  Ship to address below  Hold for pick up at Will Call

### STEP 2 Monthly Loyalty Rewards Program (LRP) (Optional)

Qty	Product	HK\$/PV	Qty	Product	HK\$/PV	Qty	Product	HK\$/PV
	Calm and Harmony Kit	\$1050/125						
	Relief and Revive Kit	\$1050/125						
	Life Long Vitality Pack (with additional purchase discount)	\$775/75						
	Essential Skin Care Basic Kit(with additional purchase discount)	\$860/105						
							<b>Total(HK\$)</b>	<b>PV</b>

- Loyalty Rewards Point: As a Loyalty Rewards participants, you can earn up to 30% for your purchase back in points that can be redeemed for free product.
- Product of the Month (POM) Club: Process your order on or before 15th for 125 PV or higher and receive the POM for FREE.
- Day to ship LRP Order: (1 - 28) \_\_\_\_\_ Shipping:  Ship to address below  Hold for pick up at Will Call

\* Note: First Loyalty Rewards order will be processed in the month following your enrollment

Would you like the below card to remain on file with dōTERRA for future standard or LRP purchases?  Yes  No

### STEP 3 Personal Information Required Field

Applicant Name		Shipping Address		<input type="checkbox"/> Same as Billing Address	
Co-Applicant Name (if applicable)		Postal Code			
Company Name (if applicable, requires business application addendum)		Primary Phone		Mobile Phone	
HKID No.		Email Address			
Billing Address		Do you want to receive the dōTERRA newsletter via email? <input type="checkbox"/> Yes <input type="checkbox"/> No			
Enrolling Sponsor (Enroller)		Date of Birth (DD/MM/YYYY)		Co-Applicant Date of Birth (DD/MM/YYYY)	
Phone No. or Wellness Advocate No.		Placement Sponsor (if different)		Phone No. or Wellness Advocate No.	

### STEP 4 Acknowledge Terms on Back by Signing

I want to be a Member and Wellness Advocate of dōTERRA. Please charge per my payment method for the items and programs requested above. I have read and agreed 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](http://www.doterratools.com))

Applicant Signature		Co-Applicant Signature		Date
Credit card information must be submitted through online enrollment at <a href="http://www.mydoterra.com">www.mydoterra.com</a> . Credit card information submitted will be stored through dōTERRA. Upon the approval of the order, credit card information should be removed and shredded from this form.				
Credit Card No		CVV		
Name as it appears on Credit Card		Date of Expiration		

**1. Obligations and Representations.** dōTERRA Hong Kong Limited, (dōTERRA HK) is the party with whom you contract for the purchase and promotion of dōTERRA products within Hong Kong. dōTERRA Enterprises Sarl, having its principal place of business at 51 Boulevard Grande Duchesse Charlotte, Luxembourg L-1331, (dōTERRA Enterprises) is the party with whom you contract for participation in the "dōTERRA Sales Compensation Plan." Unless otherwise specified, dōTERRA HK and dōTERRA Enterprises may be referred to collectively as "dōTERRA" or "Company." I understand that as a Wellness Advocate of dōTERRA® :

- I must be of legal age in Hong Kong.
- 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 laws, rules, regulations and guidelines, and shall make all reports and remit all withholdings or other deductions as may be required by any laws, rules, regulations, or guidelines.
- I will perform my obligations as a Wellness Advocate with honesty and integrity.
- I will use only the sale agreements and order forms which are provided by dōTERRA® for the sales 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.

**2. 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.

**3. 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 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, 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.

**4. 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.

**5. Payment of Bonuses or Commissions.** I understand and agree that dōTERRA Enterprises has the responsibility to promote the sale of Products globally through the Sales Compensation Plan, and to license the network of Wellness Advocates and the Sales Compensation Plan to local affiliates, including dōTERRA HK. As a result of the license, dōTERRA HK has the responsibility, within Hong Kong, to promote the sale of Products to Wellness Advocates and to pay commissions for those sales. For administrative convenience, the commissions earned from the promotion and sale of Products within Hong Kong as well as outside of Hong Kong are generally paid in one combined payment to the Wellness Advocate.

**6. 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 USD 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 the 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 canceled 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.

**7. 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.

**8. 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®.

**9. Limitation of Liability and Indemnification.** dōTERRA®, its members, managers, directors, officers, shareholders, employees, assigns, and agents (collectively referred to 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 laws, rules, regulations or guidelines, etc.)

**10. 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.

**11. 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.

**12. Survival.** Sections 6, 9, 10, 11, 12, 13, 14, 17 and 18 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.

**13. Resolution of Conflicts.** In the event of any dispute, claim, controversy, or disagreement arising out of, relating to or in connection with the Contract, including the existence, validity, interpretation, performance, breach, or termination thereof

(collectively, "Disputes"), the parties hereto shall use their best efforts to settle the Disputes. To this end, they shall, by written notice given from one party to the other ("Notice to Consult"), initiate consultation and negotiation 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 sixty (60) days from the date of the Notice to Consult, then all Disputes shall be referred to and finally resolved by arbitration administered by the Hong Kong International Arbitration Centre ("HKIAC"). The seat of the arbitration shall be Hong Kong. The number of arbitrators shall be one (1). The parties shall request the HKIAC to promptly appoint a competent, disinterested person to act as such sole arbitrator. Within thirty (30) days after the appointment of the arbitrator, the arbitrator shall make directions for the arbitral proceeding, including setting the procedural timetable up to and including the evidentiary hearing and fixing a venue in Hong Kong for the evidentiary hearing, in consultation with the parties. Such arbitration proceeding shall be conducted in accordance with the HKIAC Administered Arbitration Rules in force when the Notice of Arbitration is submitted as modified by the agreement herein. Such arbitration proceedings shall be conducted in English. The decision of the arbitrator shall be final and binding upon the parties and may be enforced in any court of competent jurisdiction. 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 of competent jurisdiction for any interim attachment order, temporary restraining order, preliminary injunction, or other interim relief available to safeguard and protect dōTERRA®'s interest prior to, during, or following the filing of any arbitration commenced under this clause or pending the rendition of a decision or award in connection with any arbitration commenced under this clause.

**14. Governing Law.** The Contract shall be governed by and construed in accordance with the laws of the Hong Kong SAR of the People's Republic of China without regard to conflict of laws principles. I agree that notwithstanding any statute of limitation to the contrary, 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 and actions against dōTERRA® for such act or omission. I waive any and all claims or rights to have any other statute of limitation apply.

**15. 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.

**16. 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.

**17. Counterparts.** Emailed or faxed copies of this Wellness Advocate Agreement shall be deemed an original. To be valid, copies submitted to dōTERRA® by email or fax must include the front and back of the document.

**18. Data Protection.** If Member desires to use physical form to enroll, Member agrees to cut off payment card information from physical form and shred payment card information prior to submitting physical form to dōTERRA®. 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. If you do not want this personal data processed or transferred as described herein, please do not create a Wellness Advocate account with dōTERRA.

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Signature

