



**ESSENTIAL OILS ACADEMY**

&



**Tia the Oil Lady**  
.COM

Aromatherapist - dōterra Wellness Advocate

# CUSTOMER GUIDEBOOK



YOU CAN'T MAKE  
EVERYONE HAPPY,  
YOU'RE NOT  
*Essential Oils*

“Do you always  
talk about  
essential oils?”

No, sometimes  
I'm asleep.



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\*All statements in this class have not been approved by the Food and Drug Administration. Our products are not intended to diagnose, treat, cure, or prevent disease. Pregnant or lactating women and persons with known medical conditions should consult a physician prior to the use of any Essential Oil product.

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## **LET ME HELP YOU**

JUST A REMINDER:

My goal is to provide you with the best customer service in guiding you to choose the Essential Oils that you would like to order.

I want to be here for your questions, but I do not want to be like that annoying sales person in the department store that keeps coming over to you every seven minutes asking you if there is anything I can help you find.

There are more than 150 products to choose from – that can be quite overwhelming!

The best thing that I can recommend for you to do is to write down on a piece of paper **five issues** for which you or your loved ones would like to find **natural support**.

If you can think of more than five, that's fine too.

These are five *issues*, not necessarily five Essential Oil *products* that you would need to purchase. There may even be a single oil that will cover all five of the issues you wrote down!

Send me the list of those five through email or Facebook. [tiatheoillady@theoilhut.com](mailto:tiatheoillady@theoilhut.com)

I will give you back a list of oils that can help give you that natural support you're looking for.

You can decide how many you would like to order at this time, and what oil may be on your next purchase. So, let me help you by giving you the specialized treatment or let me know that you will decide about the oils on your own.

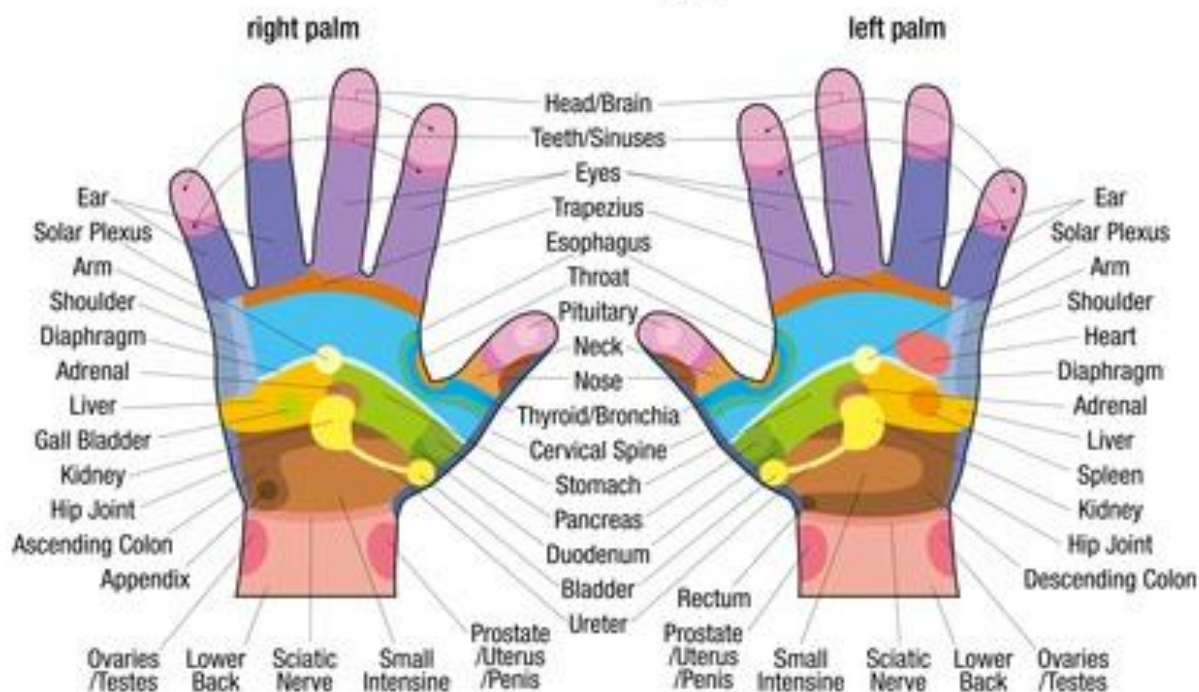
I look forward to helping you if you need me too!





## REFLEXOLOGY CHARTS

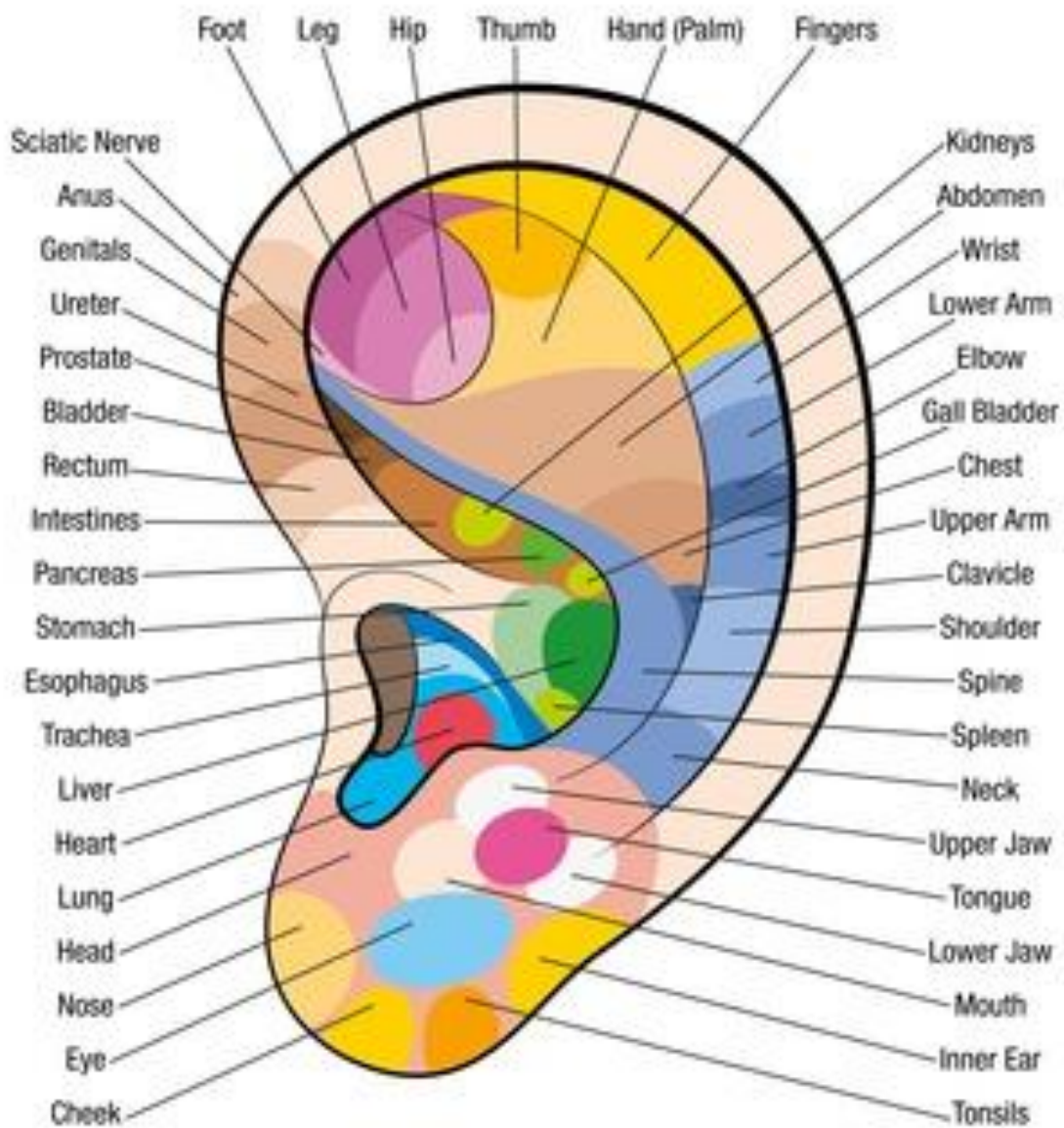
### Hand Reflexology Chart



### Foot Reflexology Chart



## Ear Reflexology Chart



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## **OIL SAFETY**

Medical Expert, Dr. David K. Hill, D.C.

“Among the greatest attributes of essential oils is that their safety and benefits extend to all members of the family—no one is excluded, even young children and infants. Because of their potency, you will find that essential oils are capable of offering immediate benefits and relief to your child. For the same reason, a very low dose is all that is needed to induce powerful therapeutic effects.

“Topical application is perhaps the most controlled method for administering essential oils to children because it allows for treatment of targeted concerns. Some oils can be sensitive to the skin and should be diluted with Fractionated Coconut Oil before applying topically.

“Another effective mode of administration is diffusion, which is simple to integrate into your family’s health regimen. Consistent use of essential oils is a safe yet effective method for your family’s health.”

Dr. David Hill

Topical application is one of the ways you can experience the benefits of essential oils. This form of application is unique because it allows for localized effects in the area of the application in addition to providing whole body support. Additionally, you can use essential oils topically when you want an easy way to target specific areas on your body.



### **DILUTION BASICS**

Dilution is a process in which essential oils are mixed with a carrier oil—a pure vegetable oil that helps “carry” the essential oil onto the skin. There are many benefits to dilution, including increasing the surface area of absorption, enhancing absorption through dry skin, and preventing sensitivity responses. One of the best carrier oils of choice is Fractionated Coconut Oil due to its long shelf life and lightweight texture.

## CLASSIFICATIONS OF OILS FOR TOPICAL USE



Neat: Oils categorized as “neat” can be applied topically without dilution because of their exceptionally mild chemistry. Frankincense, Lavender, Tea Tree, Melissa, and Sandalwood are good examples of “neat” essential oils.



Dilute: Oils in this category have potent chemistry and should be diluted with a carrier oil before topical application in every case. “Dilute” oils include Cassia, Cinnamon, Clove, Oregano, and Thyme.



Sensitive: “Sensitive” oils are those that should be diluted before use on young or sensitive skin. Bergamot, Black Pepper, Eucalyptus, Ginger, and Peppermint are examples of “sensitive” oils.

## APPLICATION SAFETY

Although unusual, occasionally it is possible to have a sensitivity response to an essential oil. This occurs when there is heightened reactivity of an essential oil that may result in an unwanted response in the body or on the skin. Awareness of your body and how it reacts to different essential oils, amounts applied, and location applications can help minimize risk and ensure safe usage.

### Essential Safety Tips:

- Citrus oils contain a unique category of photosensitive compounds called furocoumarins, so
- it is important to avoid exposure to sunlight, sunlamps, or other sources of UV light for up to 12 hours after topical application of these oils
- More is not always better! Essential oils are very potent, so a little goes a long way. Start with 1–2 drops and then increase the dosage as necessary.
- Dilute, dilute, dilute! Dilution in no way diminishes the efficacy of essential oils and offers many benefits that can enhance your application experience.
- Conduct a simple sensitivity test when trying a new oil by applying a small amount of essential oil to an inconspicuous area. Check the spot each hour for several hours to ensure no sensitivity has occurred.

### Other Effective Methods of Topical Application:

- Add a few drops of oil to a warm bath.
- Make a hot or cold compress by soaking a towel or cloth in water, adding essential oils, and then applying to the desired area.
- Add oil to a lotion or moisturizer and then apply to the skin Mix with water and use as a mouth and throat rinse.

## **FACE**

Use essential oil as part of your regular skincare regimen to beautify the skin and promote a clear, healthy looking complexion.

## **ROOF OF THE MOUTH (SOFT PALATE)/BASE OF THE SKULL**

Applying oils to these areas is an excellent way to help transform your mood and balance your emotions.

## **NECK/FOREHEAD/TEMPLES**

These areas are good to target if you have tension in the head or neck.

## **CHEST**

Rubbing oils onto the chest promotes a healthy respiratory tract and helps maintain clear breathing.

## **ABDOMEN**

Application of essential oils, especially over major digestive organs, supports healthy function and can help alleviate occasional digestive discomforts.

## **LIVER**

Apply essential oils over the liver in conjunction with a cleanse protocol or to support healthy function of the body's cleansing organs.

## **ARMS/LEGS/BACK**

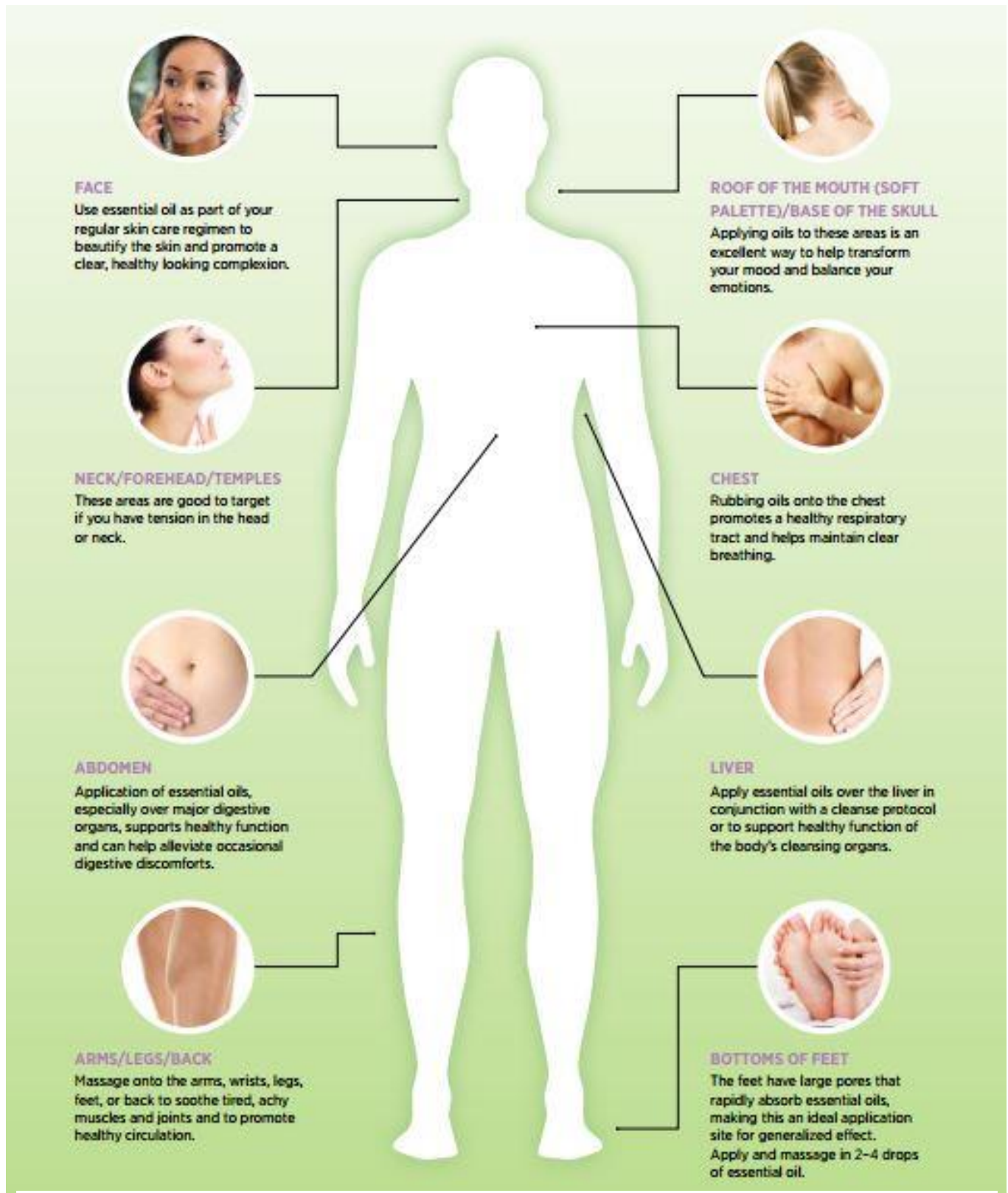
Massage onto the arms, wrists, legs, feet, or back to soothe tired, achy muscles and joints and to promote healthy circulation.

## **BOTTOMS OF FEET**

The feet have large pores that rapidly absorb essential oils, making this an ideal application site for generalized effect. Apply and massage in 2–4 drops of essential oil.

- Dr. David Hill





*Together Inspiring Amazing  
team*

## LIFELONG VITALITY PACK



A comprehensive dietary supplement foundation for a lifetime of vitality and wellness, these capsules provide potent levels of antioxidants, vitamins, minerals, essential fatty acids, co-factors of cellular energy production, and a proprietary blend of Therapeutic Grade essential oils—your first step toward a lifetime of looking, feeling, and living younger, longer.

### VITALITY BENEFITS\*

- General wellness and vitality
- Antioxidant and DNA protection
- Energy metabolism
- Bone health
- Immune function
- Stress management
- Cardiovascular health
- Healthy hair, skin, and nails
- Eye, brain, nervous system
- Liver function and digestive health
- Lung and respiratory health
- Gentle on stomach
- Non-GMO, gluten-free, dairy-free





## WHOLESALE MEMBERSHIP



How would you most like to shop?

**Full price** or at a **discount**?

Our special discount is through a **wholesale membership**.

A wholesale membership is like COSTCO: you pay a flat fee of \$35 for the year and get to shop at a discount of 25% off.

In addition to the annual fee, there is only **one** requirement for your wholesale membership. You must purchase **one** item during the year (no matter how big or small) to remain active. As a gift, at the end of your first year of membership, when you renew for **\$25**, you will receive a **free** bottle of Peppermint Essential Oil (a **\$27 (\$35 RRP)** value).

**WHY PAY RETAIL WHEN YOU CAN OPEN YOUR OWN ACCOUNT AND SAVE AND HAVE EVERYTHING DELIVERED DIRECT TO YOU**

*Recommended*

**WHOLESALE vs. RETAIL**

**WHOLESALE MEMBER:**

- Wholesale pricing (25% off retail price)
- No obligation to purchase or share product (Like a Costco account)
- Discounted and free shipping options
- Opportunity to earn free oils
- Ability to earn income when you share with friends and family
- Support, wellness consult, education, team resources and calls

**RETAIL CUSTOMER:**

- Regular retail pricing (No Discounts)
- No obligation to purchase or share product
- No opportunity to earn free oils and product
- Full price shipping (No Discounts)

**BUT...**

	Retail Customer	Wellness Advocate
Product Discounts	✗	✓ 25% off retail prices
Loyalty Reward Points	✗	✓ Option to receive 10-30% of orders back in points redeemable for free product
Shipping Reward Points	✗	✓ Option to receive the cost of your shipping back in points redeemable for free product
Free Product	✗	✓ Place a monthly order over 125 PV and receive the free product of the month
Personal Website	✗	✓ Receive a personal website that can be used if you would like to share essential oils with others
Bonuses & Compensation	✗	✓ dōTERRA provides a business opportunity for those interested in creating an income

*If you have ordered previously you will have your own number contact your wellness advocate to find out how to change from customer to wholesale account*

## REWARDS PROGRAM

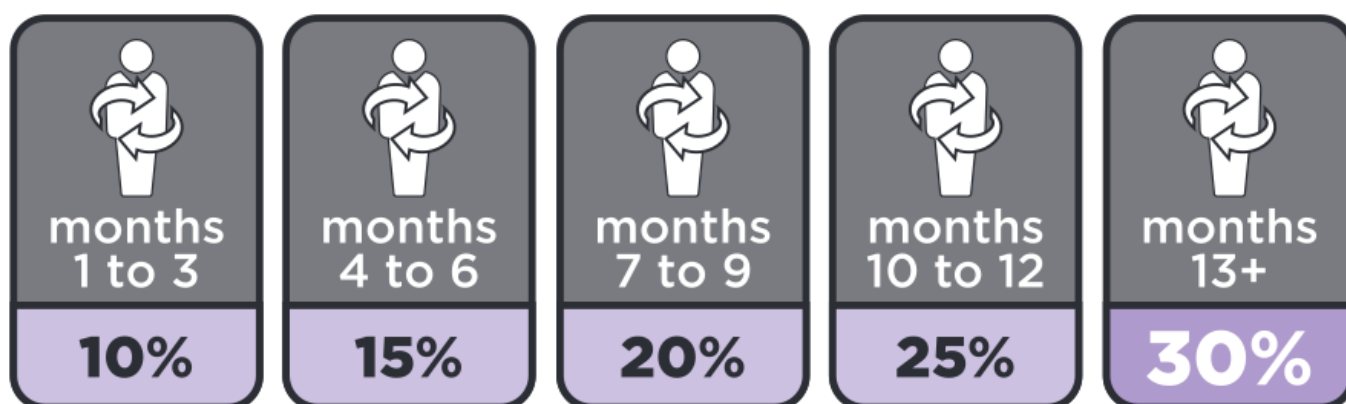
The Rewards Program provides free product credits for monthly purchases ordered on the program.

As a participant in the Rewards Program, you will immediately begin to earn product credits that can be used as cash to purchase essential oil products. The longer you participate, the more credits you can earn—up to 30% of your total monthly Rewards purchases!

### ADDITIONAL BENEFIT:

Product of the Month

One monthly Rewards order totaling 125 PV or more, that is scheduled to ship on or before the 15th of each month, will include a free product.



### Rewards Highlights

- No-hassle, automatic shipment of the products you use on a monthly basis
- Receive up to 30% of the PV value of your monthly order
- Use your product credits as cash to purchase products
- Freedom to change your order up to your monthly ship date
- Convenient way to meet monthly PV and bonus qualification requirements
- Powerful loyalty incentive for new customers and consultants that you personally sponsor
- View Rewards points online
- LRP orders can be set to ship any day between the 1st and the 28th of the month.





## MAKING MONEY WITH ESSENTIAL OILS

Making money with essential oils can be EXTREMELY easy. When you become a Wellness Advocate with a WHOLESALE MEMBERSHIP you receive a FREE website just like this one: <https://www.mydoterra.com/tiaveech>

This means that whenever your friends ask about essential oils that you can tell them they can order easy by going to your website...you then make money when they purchase products.

I TOLD you that it's easy to earn money!

You post on Facebook a picture of your oils and someone says they want some – you send them to your website.

You talk to a friend about the difference oils are making in your family's health, they want some oils – you send them to your website.

You give someone a sample of Peppermint for their head tension, they want more – you send them to your website. Easy!

If you would like to take it to the next level, then you might consider becoming more active in earning income by holding IN-HOME or FACEBOOK CLASSES.

ASK me if you would like to see more information about this exciting opportunity.

The graphic is titled "dōTERRA Mission Statement" and lists four commitments. It features a bottle of Cilantro oil, a quality seal, a family photo, and a photo of scientists.

**dōTERRA Mission Statement**

dōTERRA is committed to:

-   
**1** Sourcing crops from artisans around the globe whose expertise ensure quality.
-   
**2** Rigorous testing to ensure the purity and potency of each batch.
-   
**3** Empowering everyone with more control over their own well-being.
-   
**4** Bringing together experts to encourage further study and application of essential oils in everyday life.

  
The Oil Hut

## CATALOGUE

I bet you can't wait to see all the oils that are available! <https://www.theoilhut.com>

Please contact Tia – the Oil Lady or any of the Oil Hut team so that we can assist you in finding the best essential oils for your personal needs. Ask about the latest catalog, too!





Make a list of oils on a separate sheet of paper that you would like to purchase. We will call this your Wellness Wishlist. If you are looking for an oil to help support a certain issue, then you can search within the document.

Press Control-F and a small box will pop-up to enter a search box to help you find info in this book

					
<b>Growers</b>	<b>Distillation</b>	<b>Broker or Agent</b>	<b>Testing and Manufacturer</b>	<b>Wholesaler</b>	<b>Retailer</b>
True source untraceable	Unknown by Retailer	Undisclosed	Undisclosed or outsourced	Usually an Australian Company	Australian Company or Sole Trader.

*"...../ want to support Australians when buying essential oils "*

*"...you will be. More than you know!"*

				
<b>Growers</b>	<b>Distillation and Quality Control</b>	<b>Testing and Manufacturer</b>	<b>Sold direct at wholesale prices</b>	<b>Education &amp; support</b>
				
doTERRA has over 40 products, oils and blends containing Australian sourced essential oils.	Australian sourced oils are distilled and undergo rigorous testing here in Australia.	A global company. Including local Australian employees, warehousing and manufacturing.	An Australian "small business owner" aka doTERRA Wellness Advocate.	7 Australian* families are paid from every product purchased



## VALUE KITS for SAVING MONEY

For details on kit options, please goto [www.theoilhut.com/starter-kits](http://www.theoilhut.com/starter-kits) or contact me and I'll be glad to provide more information.

**3 Ways to purchase**

- 1 RETAIL**
  - Most expensive
  - Only pay retail in professional settings
- 2 WHOLESALE**
  - Get the best products for the best prices! (like Costco)
  - 25% below retail
- 3 WHOLESALE + POINTS FOR FREE PRODUCTS**
  - Get 25% below retail with wholesale membership
  - Earn free products with the Loyalty Rewards Program

**NATURE'S SOLUTION KIT**  
SKU: 60201819 ALO \$635.00 400.00 PV

**BEDTIME BLISS WELLNESS BOX**  
SKU: 60211827 ALO \$172.00 125.00 PV

**AROMATOUCH PROFESSIONAL KIT**  
SKU: 20620004 ALO \$242.00 170.00 PV

**EMOTIONAL WELLNESS STARTER PACK**  
SKU: 60211827 ALO \$172.00 125.00 PV

**HOME ESSENTIAL STARTER PACK**  
SKU: 60211827 ALO \$172.00 125.00 PV

**EMOTIONAL AROMATHERAPY KIT**  
SKU: 21310004 ALO \$310.00 148.50 PV

**dTERRA TOUCH KIT**  
SKU: 21320004 ALO \$300.00 134.50 PV

**DAILY USAGE KIT**  
SKU: 20610004 ALO \$599.50 400.00 PV

**ACTIVE SPORTS WELLNESS BOX**  
SKU: 60211826 ALO \$194.00 125.00 PV

**SEASONAL ESSENTIALS WELLNESS BOX**  
SKU: 60211828 ALO \$185.00 125.00 PV

**FAMILY ESSENTIALS PLUS! SMART & SASSY STARTER PACK**  
SKU: 60211829 ALO \$185.00 125.00 PV

\*Kits are subject to change, the above were correct at time of editing this document





## Interested in Learning More

If you are interested in learning more, we have many Classes available on a variety of Essential Oils subjects. Just tell me what you want to learn about! If you see a class below that interests you, please register at <https://tiatheoillady.com> we know have around 40 of these classes available, if you cant find the one you're after please let me know and we will endeavour to add it to our catalogue



**ONLINE**  
**ESSENTIAL OILS**  
*made easy*  
with the Together Inspiring Amazing Team

 LEARN MORE ABOUT USING <i>Copaiba Essential Oil</i>	 LEARN MORE ABOUT USING <i>Respiratory Blend Essential Oil</i>	 LEARN MORE ABOUT USING <i>Oregano Essential Oil</i>	 LEARN MORE ABOUT USING <i>Clove Essential Oil</i>
 ESSENTIAL OILS for STRESS PURCHASE A SOCIAL MEDIA CLASS TODAY!	 ESSENTIAL OILS and PREGNANCY PURCHASE A SOCIAL MEDIA CLASS TODAY!	 WHOLESALE MEMBERSHIP 101 PURCHASE A SOCIAL MEDIA CLASS TODAY!	 ESSENTIAL OILS for GARDENING PURCHASE A SOCIAL MEDIA CLASS TODAY!
 Essential Oils for DIGESTIVE SUPPORT PURCHASE AN ONLINE CLASS TODAY!	 Essential Oils for Time Free Living MAKING EVERY DAY CHANGES PURCHASE A CLASS TODAY!	 Essential Oil HACKS PURCHASE A CLASS TODAY! Non-Scrub! No Harsh Chemicals!	 Essential Oils for the FRAZZLED MOM PURCHASE A CLASS TODAY! 1 HOUR! 1 DAY!
 ESSENTIAL OILS and KIDS PURCHASE A SOCIAL MEDIA CLASS TODAY!	 COOKING with ESSENTIAL OILS PURCHASE A SOCIAL MEDIA CLASS TODAY!	 ESSENTIAL OILS for SURVIVORS PURCHASE A SOCIAL MEDIA CLASS TODAY!	 ESSENTIAL OILS for PETS PURCHASE A CLASS TODAY!
 Essential Oils for DANGERS and PRECAUTIONS PURCHASE AN ONLINE CLASS TODAY!	 Oils of the BIBLE PURCHASE A CLASS TODAY!	 The Truth about Essential Oils and CATS PURCHASE A CLASS TODAY!	 Essential Oils for MENTAL HEALTH PURCHASE A CLASS TODAY!
 ESSENTIAL OILS for HORSES PURCHASE A SOCIAL MEDIA CLASS TODAY!	 ESSENTIAL OILS and TEENAGERS PURCHASE A SOCIAL MEDIA CLASS TODAY!	 ESSENTIAL OILS in the BEDROOM PURCHASE A SOCIAL MEDIA CLASS TODAY!	 MEN and ESSENTIAL OILS PURCHASE A SOCIAL MEDIA CLASS TODAY!
 Essential Oils for HEAD TENSION PURCHASE AN ONLINE CLASS	 Essential Oils for FIGHTING FATIGUE PURCHASE YOUR CLASS TODAY!	 Essential Oils for THYROID SUPPORT PURCHASE A CLASS TODAY!	 Essential Oils for your MONTHLY CYCLE PURCHASE A CLASS TODAY!
 Essential Oil Recipes for FIGHTING GERMS PURCHASE A CLASS TODAY!	 Essential Oil Recipes for GRILLING PURCHASE A CLASS TODAY!	 Essential Oils and WOMEN'S HEALTH START YOUR CLASS HERE	 Essential Oils for BUGS and PESTS PURCHASE A CLASS TODAY!
 LEARN MORE ABOUT USING <i>Protective Blend Oil</i>	 LEARN MORE ABOUT USING <i>Lavender Essential Oil</i>	 LEARN MORE ABOUT USING <i>Respiratory Blend Essential Oil</i>	 LEARN MORE ABOUT USING <i>Restful Blend Essential Oil</i>



## **WHERE TO NEXT?**

I want you to be able to get all the oils you need at the lowest price and highest quality, so let me know if you are interested in saving money by getting them at wholesale instead of retail.



## **FOR FURTHER INFORMATION**

Look forward to having you attend classes with Tia – the Oil Lady, I look forward to offering you more classes for the opportunity to learn about NATURAL HEALTH and WELLNESS for you and your family.

If you have any questions, do not hesitate to message me.

Once you start your oil journey you may find yourself needing bottles for blending and sharing.  
<https://www.Morethanoilsnsw.com> has a range of bottles, diffusers, storage ideas and more



# More than Oils NSW.com

Diffusers, Books, Bottles and more

