

Co-Impact Sourcing

dōTERRA sources its essential oils from over 45 countries and has more than 140 origin oils in its product line. More than half of the countries dōTERRA sources from can be considered developing countries. To ensure that small scale farmers and harvesters in disadvantaged areas are treated ethically, dōTERRA created an initiative called Co-Impact Sourcing. dōTERRA has committed to making a positive difference in the lives of farmers, harvesters and distillers who contribute to its essential oil production. They build healthy relationships with farmers and distillers in the various countries and by doing so improve the lives of those involved:

When dōTERRA enters into a partnership with local farmers and distillers, it's not simply an agreement to purchase raw materials. dōTERRA guarantees first that these groups will receive timely payments – something they are not always accustomed to. Because they are often at the mercy of middlemen. Farmers and distillers have to settle for fluctuating prices and uncertain schedules. Instead, dōTERRA commits to a schedule and a price, allowing these communities to plan ahead and improve their lives. The dōTERRA Co-Impact Sourcing model also helps provide the resources and training necessary to improve production, which fuels even more change.

Taken from: *The dōTERRA Supply Chain* Article in dōTERRA Living Europe Magazine

Through industry-leading, responsible sourcing practices, dōTERRA maintains the highest levels of quality, purity, and sustainability in partnerships with local growers around the globe through Co-Impact Sourcing. dōTERRA is committed to benefiting everyone involved: from the small-scale producers to the end-users – from the source, to you. dōTERRA's mission from the beginning was to share the highest quality essential oils with the world. Co-Impact sourcing is an essential part in this process. For more information and an in-depth look at dōTERRA's Co-Impact Sourcing programme:

<https://www.doterra.com/US/en/co-impact-sourcing>

What are the benefits?

Avoiding Major Problems

Working at grassroots level also helps prevent problems. As Tim Valentinier describes *"Building partnerships with farmers and distillers gives us access to on-the-ground, hands on information. We know when there's been a poor harvest, or if there is a problem with the plants. Knowing in advance allows us to develop strategies that meet both demand and quality. Working with middlemen sometimes results in not finding out about a problem until the last possible moment. So instead of having a curable challenge, we have a crisis. Being directly involved in the supply chains helps prevent as much as possible those kinds of supply problems."*

Ensuring Quality

The ability to trace a product to its origins is vital in maintain quality. Contracting with another company to provide oils poses several risks. Should yield drop, the temptation would be to add fillers to increase supply. But that drops the quality of the oils. Working directly with the farmers and distillers ensures that our high, CPTG quality requirements are met.

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dōTERRA was founded in 2008 and its mission from the beginning was to share the highest quality essential oils with the world. Having seen the incredible benefits of using these precious resources, a group of healthcare and business professionals set out to make that mission a reality. The first hurdle they needed to overcome was to establish a quality standard in an industry that had never had one previously. The dōTERRA founders were committed to providing only the purest, highest-grade essential oils.

This commitment led to the creation of a new standard of quality: CPTG Certified Pure Therapeutic Grade®. Every dōTERRA oil is held to the highest possible level of purity.



dōTERRA, a Latin derivative meaning "Gift of the Earth."

It also means wellness, healing, and hope.

Healing Hands Foundation

The dōTERRA Healing Hands Foundation's mission is to empower people and communities worldwide to make a positive and sustainable change.

dōTERRA embodies healing, hope and giving. From the very beginning, the dōTERRA Founding Executives had a vision of bringing joy, love and lasting change into the world. They wanted to empower individuals to change their lives and their communities and they wanted to offer the tools necessary to bring about that change, so they'd become self-reliant. They set up the global *Healing Hands Foundation*.

dōTERRA believes in giving back – back to their own community, as well as to the communities of those who help produce some of the world's greatest essential oils.

The dōTERRA Healing Hands Foundation works with corporate partners to benefit communities in Co-Impact Sourcing areas. Healing Hands also provides support to Independent Product Consultants in their humanitarian efforts through matching contribution campaigns.

Taken from: *The dōTERRA Supply Chain* Article in dōTERRA Living Europe Magazine

doterrahealinghands.org

Here is a sample of some of the projects the Healing Hands Foundation undertakes.

dōTERRA Co-Impact Sourcing Projects

Earthquake Relief – Nepal

Provided support after the Nepal earthquakes for immediate relief (food, blankets, tarps and hygiene kits), as well as funding for equipment, temporary homes, tent schools, tent classrooms, earthquake resilient homes, distilleries, a 10-classroom secondary school, an eight-classroom high school, latrines, and a community centre.

Water for Life

Dug wells and installed solar pumps for the community to access clean water, built a new vetiver warehouse building and office for members of the cooperative to have a common gathering point and location to store the harvested vetiver roots and tools, and donated new locally sourced furniture and supplies for the local community school.

dōTERRA Healing Hands Foundation Project

Days for Girls

As part of an ongoing relationship with the non-profit organisation Days for Girls, monetary assistance was provided to help women and girls around the world gain access to reusable feminine hygiene supplies and education about proper hygiene practices.

Independent Product Consultant Partner Project

Refuge Mill Project – Malawi

A matching contribution campaign funded the construction of a maize mill in the Dzaleka Refugee Camp in Malawi. Besides the benefit of having a working mill in their camp so they don't have to wait in line for up to two days at a time, the minimal costs to use the maize mill funds a program for education of orphans in the camp and the rehabilitation of victims of sexual violence.

Information taken from: *dōTERRA Healing Hands Global Footprint* Article in dōTERRA Living Europe Magazine

Hope Touch

dōTERRA Hope Touch is a distinct blend that combines Bergamot, Ylang Ylang, Frankincense, and the warming aroma of Vanilla Bean Absolute. Hope is designed to help uplift your mood with a bright, fresh scent when applied topically.

The net purchase price of dōTERRA Hope Touch is donated to dōTERRA Healing Hands Foundation.

Purchasing the Hope Touch Rollerball supports the work of the Healing Hands Foundation.

