

Education beyond the basics
Lesson 3: Body Systems

Lesson 1: Body Systems

Notes

Our body is made up of many complex systems, all of which play separate, yet interrelated, roles in supporting health and proper function throughout the body. The constituents of the essential oils found in plants have a chemical make-up that allows them to effectively accelerate the healing process and to promote the support and health of each body system. The unique composition of each essential oil determines the body system that it most powerfully affects.

Nervous System

Major Components: Brain, Spinal Cord and Nerves

Functions:

- Communication between body systems
- Integration, control and recognition of sensory stimuli
- Cognitive/creative thinking, memory, reasoning and problem solving

Recommended doTERRA Products:

- Frankincense
- Sandalwood
- Clove

Wild Orange, Sandalwood, Lemon and Grapefruit can calm an overburdened nervous system. Pine found in Purify can clean up steroidal effects on nerve endings. An AromaTouch Technique application is a wonderful way to reach the nervous system since nerve endings are found in the outer epidermis layers and are easily stimulated.



Circulatory System

Major Components: Heart, Arteries, Vessels, Blood, Spleen, Lymph Vessels and Lymph Nodes

Heart, Arteries, Vessels, Blood and Spleen (Cardiovascular System)

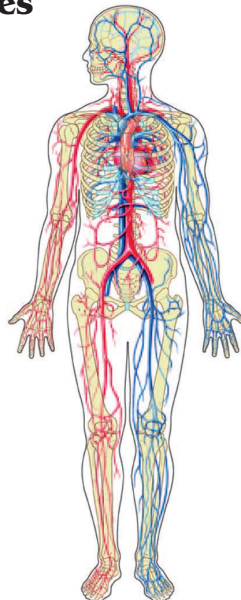
Functions:

- Circulate the flow of blood and liquids
- Transport nutrients and waste

Recommended doTERRA Products:

- AromaTouch
- Peppermint
- Deep Blue

Essential oils increase blood flow through the body's vessels and arteries, which carry needed oxygen and nutrients throughout the body. Lemongrass breaks down fatty waste deposits along the vessel walls, increasing the flow of blood.

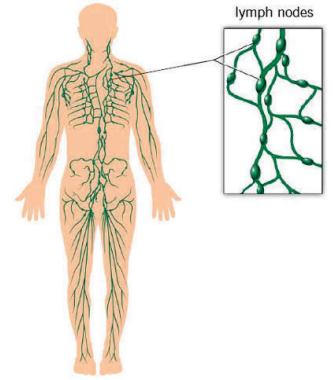


Circulatory System (Continued)

Lymph Vessels and Lymph Nodes (Lymphatic System)

Functions:

- Removal of interstitial fluid from tissues
- Filters bacteria and foreign particles
- Immune defence
- Stores specialised white blood cells which protect the body



Recommended doTERRA Products:

- Grapefruit
- Balance
- Slim and Sassy

Respiratory System

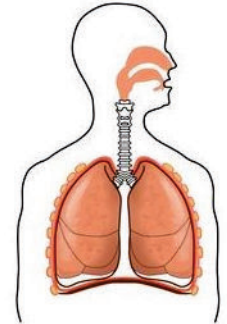
Major Components: Lungs, Airways and Diaphragm

Functions:

- Supply the blood with oxygen
- Remove carbon dioxide from the body

Recommended doTERRA Products:

- Breathe
- Lime
- Eucalyptus
- Diffuser



The essential oils in Breathe increase the oxygen levels in the blood. They are also effective in reducing inflammation in the airways. For severe respiratory issues, such as croup or asthma, apply to the chest and back, then cover with a warm, wet compress.

Digestive System

Major Components: Stomach, Small / Large Intestines, Liver, Gall Bladder and Pancreas

Stomach, Small / Large Intestines

Functions:

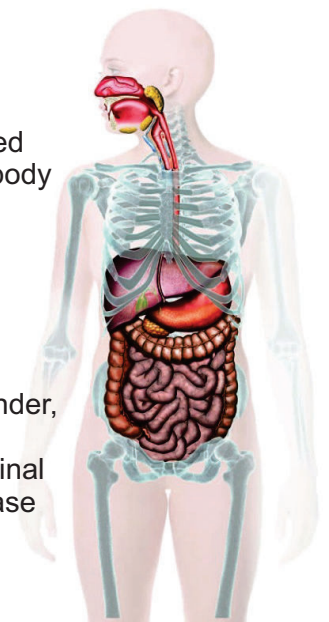
- Break down food into useable form
- Nutrients extracted from food and absorbed
- Excrete excess food and waste from the body

Recommended doTERRA Products:

- PB Assist+
- GX Assist
- DigestZen

Essential oils such as DigestZen have Coriander, Fennel and Caraway which can be used internally to help repair damage on the intestinal lining caused by inflammation, Crohn's Disease and Irritable Bowel Syndrome (IBS).

GX and PB Assist provide toxic cleansing and renewal of the flora in the digestive system.



Digestive System (Continued)

Liver, Gall Bladder and Pancreas

Functions:

- produces, stores and releases digestive chemicals and enzymes
- Filters toxins from the blood

Recommended doTERRA Products:

- TerraZyme
- Zendocrine Supplement and Oil
- Oregano
- Cinnamon

Glandular System

Major Components: Hormones, Adrenal, Thyroid, Parathyroid, Thymus, Pituitary, Pineal, Ovaries, Testes

Hormones

Functions:

- Act as chemical messengers
- Affect body functions and processes

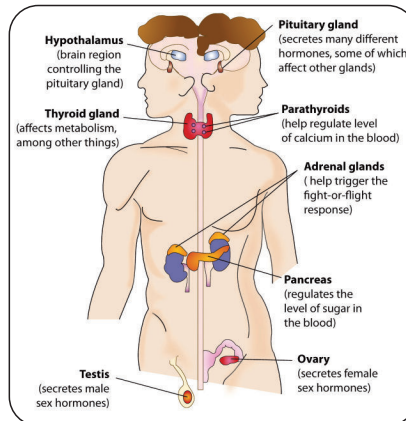
Adrenal

Functions:

- Regulates salt and water balance in the body
- Produces testosterone and epinephrine (adrenaline)

Recommended doTERRA Products:

- Geranium
- Vetiver
- Ylang Ylang
- Eucalyptus



Thyroid

Functions:

- Maintains metabolism
- Influence respiratory and excretory systems

Recommended doTERRA Products:

- Clove
- Myrrh
- Lemongrass

Proper thyroid function enables proper calcium absorption, resulting in stronger bones

Pituitary

Functions:

- Regulate activity of the thyroid, adrenals and reproductive glands
- Aid in pain management

Recommended doTERRA Products:

- Frankincense
- Sandalwood
- Vetiver

Notes

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Excretory System

Major Components: Skin, Kidneys and Bladder

Skin

Functions:

- Protects body from damage, environment and dehydration
- Regulates body temperature
- Produces antibodies
- Allows for the sense of touch

Recommended doTERRA Products:

- Skin Care line
- Immortelle
- Melaleuca

Kidneys and Bladder (Urinary System)

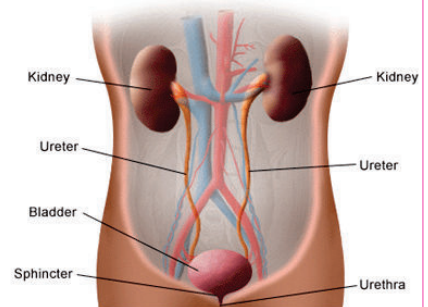
Functions:

- Eliminate toxins and waste from the body
- Get rid of excess water

Recommended doTERRA Products:

- Long Life Vitality
- Lemongrass
- Cypress

Front View of Urinary Tract



Skeletal System

Major Components: Bones, Muscles, Connective Tissue

Bones

Functions:

- Framework that supports and protects all other parts and tissues
- Gives the body shape/form
- Reservoir for minerals
- Place of blood cell production

Recommended doTERRA Products:

- Long Life Vitality
- Bone Nutrient Complex
- Helichrysum

Muscles

Functions:

- Powers the body's movement
- Circulate blood and digestive products

Recommended doTERRA Products

- Deep Blue
- AromaTouch
- Rosemary

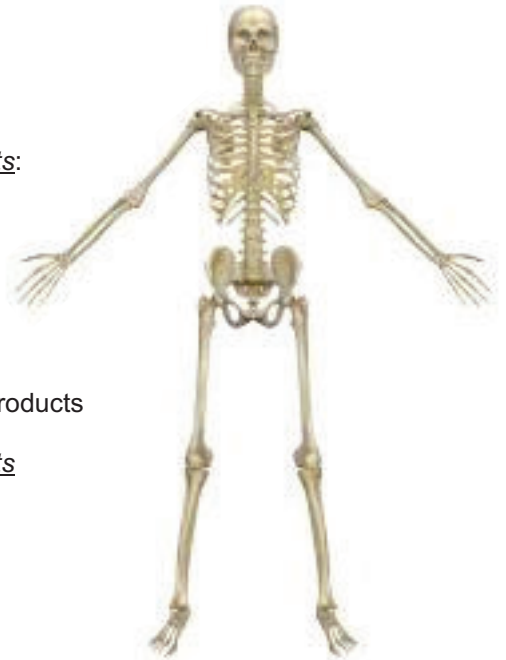
Connective Tissue

Functions:

- Connects and supports bone structure
- Attaches muscles to bones

Recommended doTERRA Products

- Vetiver
- Cypress
- Frankincense



Our body is complex when looked at as a whole. However, by breaking it down, we can quickly find a starting point to better health. Learning more about how each body system works, and what essential oils and products support and build those systems, one can become more effective in the way they take care of their health.

Loyalty Rewards Program

Months 1 to 3	Months 4 to 6	Months 7 to 9	Months 10 to 12	Months 13+
10%	15%	20%	25%	30%

- Free Products
- Completely Optional
- Flexible Dates (1st to 28th)
- View Reward Points Online
- 50PV Accrues Points
- 125 PV by the 15th = **Free** Product of the Month (POM)

Contacting and Follow-Up

Contacting (or Prospecting, Sharing etc) is just finding people to talk to and then talking to the people you find.

Creating your contact list is the first step. Write down everyone you know.

- Who would benefit from natural forms of healthcare?
- Who would you love to work with?

Three groups of people to contact:

- Hot market - close family and friends
- Warm market - those you know well.
- Cold market - those you don't know at all.
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Start having conversations ... LEARN, USE, SHARE

- Ask if they want to learn - if the answer is yes - sample or class.
- Would they be open to using the products?
- Would they be willing to share.



Fortune is in the Follow Up.

This is more important than the initial contact!

Calendar when to follow up your contact right away.

Remember you are planting seeds each time you share an oil or the business.

Remember 4 touches.

- 60% of all business takes place after the 4th interaction or contact.
- Persistence always trumps talent
- Follow Up is normal.
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Chicken List Challenge - set a date with yourself, call a person on that date.

1.
2.
3.

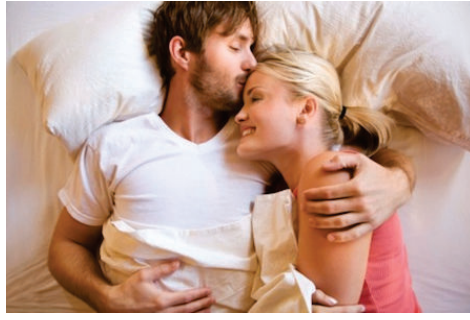
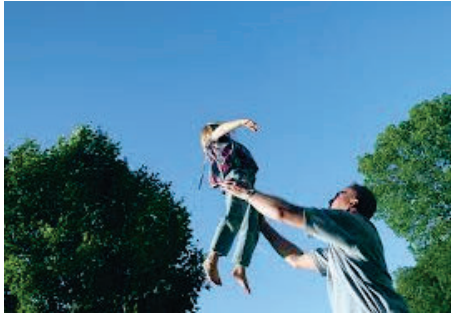


The next time there is a choice between something that is easy to do, and something that is just as easy not to do, choose the easy to do business-building activities that, over time, will allow you to create the Network Marketing business and the life you really want! - **Jim Rohn**

Book Recommendation -

The Slight Edge - by Jeff Olsen

<http://www.amazon.com/The-Slight-Edge-Secret-Successful/dp/0967285550>



Congratulations on becoming an Independent Product Consultant with doTERRA. These tested pure, certified therapeutic essential oil products are redefining healthcare throughout the world. These are the highest quality essential oils available. With this training series you will take your knowledge to a new level, beyond the basics. You will also be able to teach your growing team about these incredible products. This will enable individuals to take control of their own health and well being.

Classes in the Series

Class 1: Essential Oil Foundation

Class 2: Power of Proper Health

Class 3: Body Systems

Class 4: Natural and Permanent Weight Management

Class 5: Mood Management and Emotional Health

Class 6: Pain Management and Body Balancing with Aroma Touch Technique

Class 7: Family Health and Hormone Balance

Class 8: Essential Science



The advice shared has not been evaluated by the TGA. The products and methods recommended are not intended to diagnose, treat, cure or prevent any illness or disease, nor is it intended to replace medical help. As members look for answers, kindly understand that essential oils work to help bring the body into balance - thus helping the body's natural defences to restore homeostasis. essential oils are not used to "treat" medical problems.