



Education beyond the basics

Lesson 6: Pain Management and Body

Balancing with AromaTouch Technique

Lesson 6:

Pain Management and Body Balancing with AromaTouch Technique

Notes

What is the AromaTouch Technique?

The clinical approach to essential oil application is a powerful, accessible way for everyone to experience the healing powers of essential oils. By incorporating this technique into your health philosophy, you can enhance the benefits received from essential oils, addressing whole body needs and creating overall systemic health benefits.



Addressing 4 Systemic Constants

The AromaTouch technique addresses common negative factors that impair health and returns the body to a state of homeostasis via a four-step process centred around doTERRA essential oils.

Stress Management

Elevated stress levels, maintained over time, have been shown in clinical studies to cause negative consequences to health. While many essential oils have been proven to counteract the negative effects of stress, both the essential oil blend Balance (Calming Blend) and the essential oil Lavender have specific calming effects on body systems.



Balance and Lavender

- Creates a sense of calm and well-being
- Promotes tranquility
- Calming aroma

Toxic Insult

The proper functioning of the immune system can be easily hampered by a number of environmental, dietary and pathogenic factors. Exposure to these contributes to the weakening of the immune system and causes the body's systems to work harder to maintain proper health.



Malaleuca and On Guard

- Cleansing and regenerative properties
- Supports healthy immune function
- Eliminates and controls pathogens

Notes

Inflammation

The immune system creates an inflammatory response when body tissues are injured by bacteria, trauma, toxins, heat or any other cause. Chronic inflammation can further damage surrounding tissues. Inflammation is also harmful to the body's autonomic balance because of its pain-inducing effects.



AromaTouch and Deep Blue

- Eases aches and sore muscles
- Calms tension
- Increases circulation

Autonomic Imbalance

An imbalance of the autonomic nervous system (also known as the ANS, or visceral nervous system) can negatively impact health. Restoring homeostasis, or autonomic balance, can reduce the physiological impact of stressors on the body.

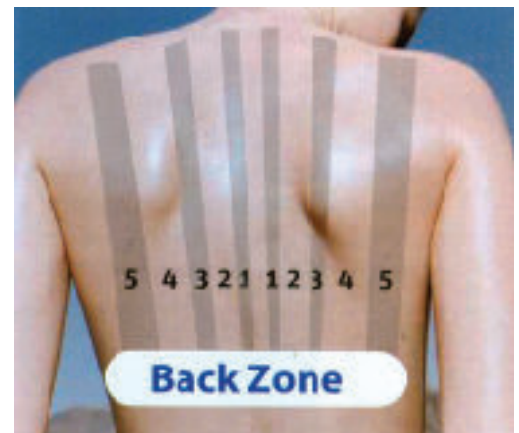


Wild Orange and Peppermint

- Eases breathing
- Energises and revitalises
- Uplifts mood

Zones and Regions

For thousands of years, health care practitioners have relied on body meridians, or energy zones, and specific body organ points to enhance health. The AromaTouch Technique utilises the 10 meridians/zones in the body. Each meridian plays a role in enhancing the immune system.



Feet Regions



Feet Zones

Meridians - known in acupuncture as any of the pathways in the body along which vital energy flows.

Descriptions of Meridians as referred to in Eastern Medicine

- **Meridian Zone 1** - Represents the nose - works to clean up toxins, freeing the body to full capacity of strength, influences the DNA coding.
- **Meridian Zone 2** - represents the inner eye - builds blood, strengthens bone, supports hormones and absorption of nutrients. This part of the eye uses the absorbed light to build the ability to do great things with your hands.
- **Meridian Zone 3** - represents the outer eye - builds blood, strengthens bone, supports hormones and absorption of nutrients. This part of the eye absorbs sunlight for vitamin D and fills the body with light.
- **Meridian Zone 4** - Represents hearing - is sensitive to stresses, sounds and words. This meridian gives reaction to our organ functions. We have the ability to hear and understand. When balanced, we also know how to heal through our words of charity.
- **Meridian Zone 5** - Represents the hands - healing through our hands, work, giving and receiving from a balance in the heart.

Notes

AromaTouch Hand Technique

The hands are an important visceral contact point on the body. This technique is very beneficial when the full AromaTouch Technique cannot be used. It will help introduce the oils, reduce stress and increase circulation.

Step 1 - RELAX WRIST: Use both hands to grip one of the recipient's hands on either side, with the back of their hand facing upward and your thumbs on top.

Step 2 - DORSAL STRETCH: Use your thumbs to stretch the tissue of the hand moving from the inside to the outward edge, and from their wrist to the base of the fingers.

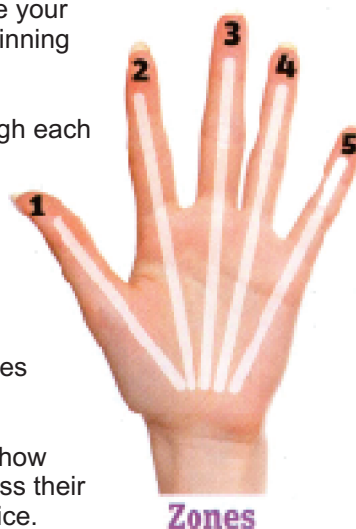
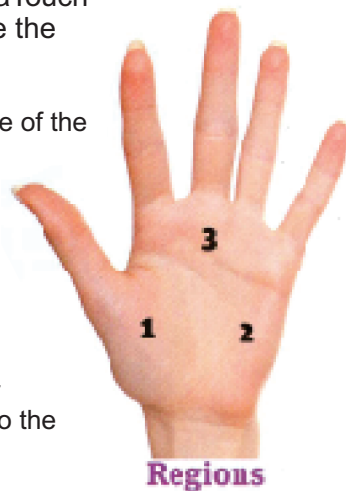
Step 3 - APPLY OIL: Turn the recipient's hand over and apply a light, even coating of your selected oil to the entire palm side of the hand.

Step 4 - REGIONS: Grip the recipient's hand, with one hand on either side, with your thumbs on top. Use your thumbs to work through the hand's 3 regions beginning in Region 1.

Step 5 - ZONES: Use your thumbs to work through each of the hand's 5 zones. Alternately work thumbs down the length of Zone 1 to the tip of the finger. Repeat for all 5 Zones.

Step 6 - INTERPHALANGEAL PULL: Palm down, stretch the interphalangeal tissue located between each finger. Grip and slide the tissue between your thumb and forefinger. Repeat 3 times in between each finger before moving to next.

SELECTING THE RIGHT OIL: Ask the recipient how they are feeling, and choose an oil that will address their needs. AromaTouch Blend is always a great choice.



Aromatouch Technique

Oil Application

Balance					Stress Management Reduce chronic stress	
Lavender						
Malaleuca					Immune Support Strengthens the immune system	
On Guard						
Aromatouch					Inflammatory Response Unchecked inflammation increases chronic illness	
Deep Blue						
Wild Orange & Peppermint						Homeostasis Proper homeostasis maintains balance in the autonomic nervous system
						
						
						Lymphatic Movement

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)

Structure Your Growing Team

Team structure is critical to building a successful business. doTERRA encourages healthy team structure through the Power Of Three bonus. Learning to identify leaders and following the strategies below will enable you to reach your goals more quickly

Identifying what category an IPC fits into as soon as possible after their enrollment is key.

	Host	User/Customer	Teacher	Builder	Leader
Description	<ul style="list-style-type: none"> • Wants to help you • Does not want people under them • No money 	<ul style="list-style-type: none"> • May watch getting started DVD • Goal: \$250 bonus • Commits to 100PV LRP 	<ul style="list-style-type: none"> • Teaches a lot • Never refines a business approach 	<ul style="list-style-type: none"> • Committed • Capable • Influence • Resources • Contacts 	<ul style="list-style-type: none"> • Vision • Mission • Inspires
Capacity	<ul style="list-style-type: none"> • Happy with a gift 	<ul style="list-style-type: none"> • Commission check pays for LRP order 	<ul style="list-style-type: none"> • Tops out at Silver 	<ul style="list-style-type: none"> • Unstable Gold or Platinum 	<ul style="list-style-type: none"> • No limit

5 strategies of Placements

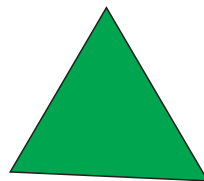
- ✦ Have a clarifying conversation
- ✦ Relationships are the key to support
- ✦ Harmonious minds and common beliefs
- ✦ Builders to the TOP
- ✦ Don't enable or feed non-builders

Key Back Office icons-

Only place new enrollments under qualified positions.

Never break the rules:

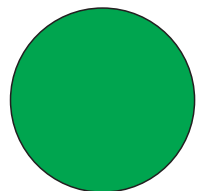
Hold on to the enroller
Don't make promises



No Loyalty Rewards



LRP Under 100PV



Qualified LRP



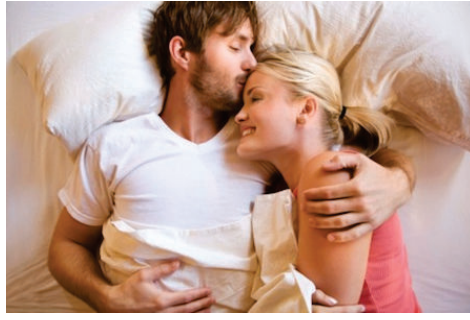
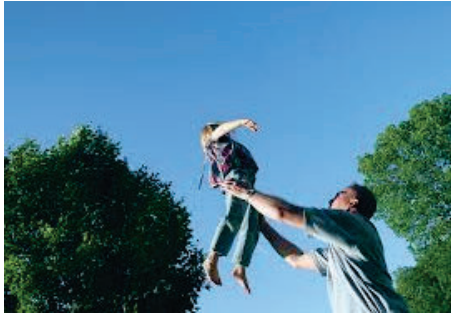
If you can dream it, you can do it.
- *Walt Disney*



Book Recommendation -

Think and Grow Rich - by Napoleon Hill

<http://www.amazon.com/Think-Grow-Rich-Financial-Wealth/dp/1557427836>



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 AromaTouch 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.