



## NICOLE LAWRENCE

**RANK:** SILVER  
**LOCATION:** Perth/Bali  
**START DATE:** December 2014



### How were you introduced to dōTERRA?

I was managing an art retreat in Bali three years ago when I came down with a migraine.

I'd been suffering from debilitating migraines since I was in my late teens and being into natural health solutions I had tried many things but have never been able to find relief. A friend passed me a bottle of PastTense and said: 'Just roll it on the back of your neck, temples and forehead, lie down and you'll be fine'. I thought to myself: 'As if...' but used it anyway. After 20 minutes I was able to get up and continue with my day. I remember staring at this miraculous little roller bottle wondering what it was and how I could get hold of more.

A while later a good friend of mine started doing dōTERRA as a business and wanted me to join her. She was really struggling at the time so I said yes in order to support her. That's when I realised that I loved hosting classes and being amongst people even more than being an artist. It combines all of my passions and gives me a great income as well.

### What's been your biggest learning/insight into the products?

I love how quickly my body responds to the products. I've used natural health solutions for over 30 years now and I've never come across anything that is as effective as the dōTERRA products. Before dōTERRA I just used essential oils like most people - to make a room smell nice, a few drops in the bathwater or a massage oil. dōTERRA has taken essential oils to a completely different level. I love the way I can carry such potent magic in my handbag. A small amount goes such a long way! The science behind the products is amazing and even though I'm not a scientist I really appreciate that the information is available to everyone and easy to understand. I also love the fact that the oils are obtained in an ethical and sustainable way. All the way from the farmers to the distillers, the people that use the oils and people like me that spread the word, we are all supported by this amazingly generous company and network.

### In reaching Silver what was the key to helping you achieve this rank?

Finding something that I resonate with so much and can wholly commit to has been a big factor. In the beginning, I really needed to overcome the fact that I was not going to be a salesperson; but rather a teacher - a huge aha moment when I started off. dōTERRA doesn't really need salespeople (the oils sell themselves), you just have to teach people how to use the products. Most of my life I've been a teacher, carer and artist and I've somehow managed to bring all of these things into my way of pursuing dōTERRA as a business. The 'teacher' and 'carer' parts are probably obvious parts of being in dōTERRA. The 'artist' in me can find creative ways of introducing people to the oils and leading my team. An artistic approach helps me to keep open, flexible and inspired.

Being part of a team is another key. I have an amazingly supportive upline that provides fantastic training opportunities for our team. We have global zoom chats and also local oil-tribe gatherings. We always try to keep things fun and fresh. It's so great to be part of a

movement that is as positive as this one, where you can turn your passion and individual skills into a service that benefits humanity and rewards you so generously.

### What other insights, or tips can you share with other Wellness Advocates starting out?

The first thing is to use the products, fall in love with them, take notice of what they do to you so you can give first hand information to others. Secondly, love yourself. Confidence is key to success. Do your inner work so you can let go of any self-doubt. Use the oils to bring about change in your life.

Be enthusiastic in sharing the oils and patient in your expectation of reward. As you sow lots of little oil seeds they will in time sprout and you will harvest the rewards.

Be organised, stay committed and keep educating yourself.

### How do you stay motivated?

My motivation is my passion to help others to heal and live a healthier life. I experience so much more satisfaction from helping other people to reduce anxiety, improve sleep and soothe aches and pains then I had ever experienced as an artist or teacher. I am also helping others to improve their financial situation – either directly as dōTERRA builders or indirectly as in our women's co-op in Bali. A friend and I started this co-op a

few years ago to help local women earn a little extra pocket money. It is now a thriving hub with the women sewing beautiful oil bags and other oil accessories from recycled vintage sarongs. They are beautiful women who love to smile and joke. They are also keeping healthy as I am able to provide free oils to them.

Two years ago I would have never in my wildest dreams imagined what my life is like now. My two boys had grown up and I was looking for direction for the next phase of my life. I felt lonely and even a bit isolated. Diving into this oil business has expanded my life in so many ways. Actually it's not really a business but more like a moral obligation: when you know that these products can help people to improve health in a natural and safe way, how could you not share it? Just thinking of all the people whose lives I've been able to touch through the oils is the biggest motivation to keep going.

### What's your favourite product and how do you work this into your day or week?

It would have to be the Lifelong Vitality. Six little vege caps in the morning and evening has totally changed my life. Yes, I've always tried to eat fresh and organic and believed that we didn't need supplements. Then I was intrigued when I found out that the Lifelong Vitality supplements are dōTERRA's number one seller! After a week of taking them daily I could feel a change in my energy level and

overall wellbeing. Now after nearly 18 months I would not want to be without them anymore. At the age of 50 I finally feel the way I always thought I should feel since I was in my 20s: full of energy and vitality, improved sleep, I don't get sick much and I even lost weight! It works on all levels of your body systems – just 6 little capsules with breakfast and dinner.

Apart from that I love and use so many oils! My favourite two at the moment would be the Hawaiian Sandalwood and Vetiver. I love diffusing the Hawaiian Sandalwood – it creates such a peaceful mood in the house. And I made a roller bottle with 15 drops of Vetiver the other day that is amazing when rolled on the soles of your feet before you go to bed – I sleep like a baby and wake up totally relaxed.

