

dōTERRA®

aromatouch  
**TECHNIQUE**®  
Certification







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# WELCOME!

## A Special Message from Dr. Hill

Welcome to the AromaTouch Certification course. Firstly, let me thank you for taking the time to learn the AromaTouch and share my confidence for the value it will bring to you and those whom you share it with.

I created the technique from a simple desire to provide a powerful and unique way to share the benefits of essential oils. For many of you, the essential oils may be a new addition to your health and wellness regimens or perhaps you have much experience and expertise in wellness practices. Regardless of your depth of experience or lack thereof, let me put your mind at ease. The AromaTouch Technique is something you can do and do well.

I am excited for you to experience and learn the AromaTouch; in part because of the ease and easily understood practice of the technique itself. While there are specific elements of the technique, which are important and that you will want to perform

correctly, I developed the technique around the value of the essential oils, specifically doTERRA oils. For that primary reason, over time while developing this technique, I began to realize the value of simplicity, giving individuals necessary confidence regardless of individual experience or expertise.

The AromaTouch draws on my knowledge of human biology and physiology, the chemistry of essential oils, and their safe and appropriate application. It has resulted in a powerful, safe, and reliable way to begin receiving and sharing the benefits of essential oils for a consistent outcome. While we may not always easily understand all the needs of our own wellness and that of others, use of the AromaTouch Technique can provide consistent value.

In short, the AromaTouch Technique is an application method simple enough for anyone to use, elegant in its simplicity and extremely powerful. Since introducing the technique in 2009, hundreds of thousands of people around the world have shared and continue to share what they have learned and experienced with others.

I invite you now to join with us in helping those we care for both personally and collectively. Welcome to the AromaTouch Certification Course.



## Importance of the Technique as a Wellness Advocate

In fact, the power of AromaTouch Technique® is amplified as you use it to serve your loved ones. As an AromaTouch advocate, it's an empowering tool you can use to help the people around you. No matter what someone is going through, the power of caring touch—combined with pure aromatherapy—offers connection and gentle nourishment to the soul.

You may feel intimidated as you begin this course, but I want to assure you that the benefits of the AromaTouch Technique can be delivered equally well by novice essential oil enthusiasts, professional health practitioners, and everyone in between. This technique can be a wonderful tool as you bring your message of hope and empowerment to the world.

## The Purpose and Importance of the Technique

Let's dive a little deeper into the purpose and importance of the AromaTouch Technique®. dōTERRA® has always focused on essential oil education. When the company first started, many had questions about how to use essential oils—and still do! While some of us may know quite a lot about essential oils from years of using them, anyone who's new to essential oils always has questions! "How do I use them? What do I use them for?" So from the beginning, dōTERRA placed emphasis on providing an abundance of helpful, high-quality essential oil education.

With this in mind, here are some reasons why the AromaTouch Technique is important, starting with the combination of physical and emotional components—both aroma and touch—providing more powerful and holistic benefits. You'll learn more about this in the course. True wellness has physical and emotional components to it, and the AromaTouch Technique embraces this reality. Research and studies have helped—and continue to help—us understand these benefits better.

Building on this truth, the AromaTouch Technique can help people form deep connections. It's an expression of love and caring, as well as an opportunity to help others feel better and use essential oils effectively. And it's important to note that this is true for both the giver and the receiver! This technique can create truly meaningful experiences for all participants.



*Why is learning the AromaTouch Technique important to you?*

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## Why Should You learn the Technique?

Why should you learn the AromaTouch Technique®? The technique helps fill a basic need we all have: to feel loved and cared for, as well as to love and care for others. In a world where we're so isolated, the AromaTouch Technique promotes deep, meaningful connection for both giver and receiver. For each participant, it can require some vulnerability, which ultimately strengthens the power and benefits of the technique.

People have a deep need to know they're a part of something, and the AromaTouch Technique transcends language, culture, and other differences, going to the root of connection: touch.

The AromaTouch Technique is one of the most important cultural elements we have at dōTERRA®. It's what we're all about. It's the gateway for individuals to discover and understand what dōTERRA truly is.

I have full confidence that the AromaTouch Technique will improve your experience with essential oils. And remember, the real power of the technique comes when you use it to help others. So once you finish the course, I challenge you to schedule three AromaTouch Technique appointments within a week after your certification. While that may seem like an intimidating goal right now, I assure you that this course will teach you what you need to know to feel confident in performing this incredible technique. You'll feel empowered, knowing you have the skills and knowledge to make a positive impact in the lives of those you love.

Let's get started!

## Course Overview

Before diving into the components of the AromaTouch Technique®, you should know a few things. First, you're here to learn how to perform the official dōTERRA® AromaTouch Technique. Out in the field, there might be adaptations of the technique; however, in this training, you'll learn the proper way to use it. When you're finished with this online certification, you'll be able to effortlessly and confidently practice the AromaTouch Technique and help others maximize the benefits of their essential oils.

In the course, we'll cover topics like the science of touch, how AromaTouch impacts everyday health, why the AromaTouch Technique is good for your family, how to master the technique, and more. Whether someone has never used essential oils before or is practically an expert, the AromaTouch Technique allows anyone to take advantage of the benefits of essential oils and truly use them how they're meant to be.

By completing this course, you won't have to guess at the best ways of using essential oils on the body—you'll be able to confidently apply essential oils with an effective method. When you complete your certification in the AromaTouch Technique, you can become a certified AromaTouch Advocate.

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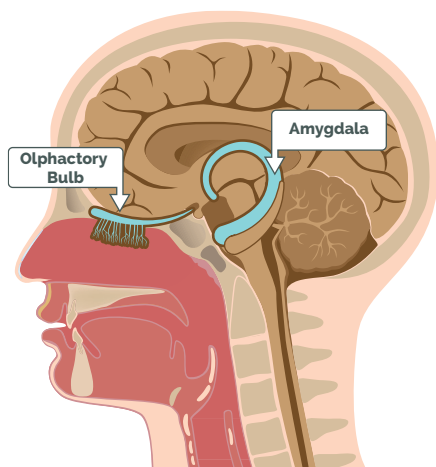
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# SCIENCE OF AROMA

## General Facts about Aroma

Your sense of smell plays a major role in how you experience the world, but many people underestimate its significance. Part of this stems from the fact that, by comparison, humans have a weaker sense of smell than many animals. Though your nose may not be as acute as that of a bloodhound, you can still detect thousands of varieties of odors in infinitesimal quantities. Only in recent years have researchers begun unlocking the complexities that make up the sense of smell. Because of this, they have reported that smell sensitivity is actually much more significant than previously predicted. In fact, your sense of smell is directly linked to your sense of well-being.



Have you ever wondered how walking through an orange grove can immediately induce powerful memories from your childhood? Or how the faint aroma of cinnamon can remind you of Mom's Sunday cinnamon rolls—even 30 years later? It's basic human biology. There's a direct connection between your sense of smell—also called the olfactory system—and your brain's recall center, which is also known as the limbic system.

This powerful connection is because of the amazing olfactory bulb—a neural structure in the brain that sends input to the amygdala. In short,

information from your nose goes directly to the limbic system.

Your body contains far more receptors associated with smell (over 1,000) than it does for any other sense. Because of these receptors, you can discern countless aromas with amazing sensitivity and accuracy, many of which you may not even be able to describe. Human biology has made the olfactory system the most subtle yet effective means of inducing specific and distinct responses. This is one of the main reasons essential oils can be so powerful when it comes to influencing well-being.

The powerfully fragrant aromas of essential oils are the first thing you notice as you unscrew the bottle cap. Essential oils are volatile aromatic compounds, changing from a liquid to a gas quickly. In other words, essential oils are, essentially, aroma. Aroma in a chemical sense means individual chemical compounds can interact with olfactory receptors in the nose. Not every type of chemical compound elicits an aroma, because they have to be small enough to readily evaporate into the air. But essential oil compounds meet both criteria. They quickly and easily bind to smell receptors in the nose. And because every essential oil has its own chemical makeup, each one has a unique and powerful aroma.

*From what you've just learned about the science of aroma, what stands out the most to you?*

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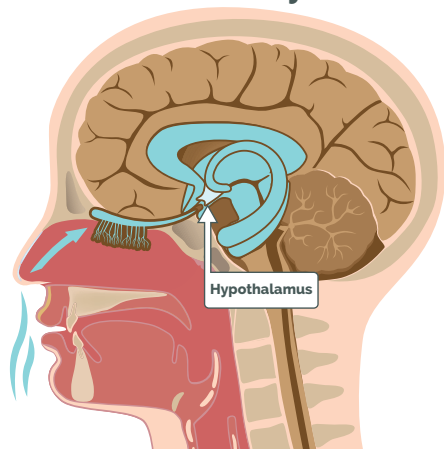
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## How Aroma Impacts the Body and Brain

### The Limbic System



One of the most well-studied areas of aroma research is the effect of smell on recollection. Smell receptors, located on the upper surface of the nasal cavity, make direct links with the brain's limbic system. This close connection between aroma and past experiences becomes obvious in everyday life, as certain odors trigger memories, specific sensations, or even emotions.

Intriguing new research has helped us recognize that the benefits of aroma extend even further. In addition to influencing the limbic region, olfactory

centers are also intricately linked with the hypothalamus—an area of the brain sometimes nicknamed the visceral control center. The hypothalamus exerts its powerful influence by interacting directly with the pituitary gland, or master gland, located in the brain. The pituitary gland secretes hormones involved in regulating blood pressure, hunger and thirst signals, thyroid function, sleep cycles, production of sexual hormones, and memory, among other things. Because of the direct link of the olfactory system to this area of the brain, aroma becomes a powerful influence.

Essential oils can be applied in many ways, but daily exposure to their aromas provides unique and significant support.

*How have you seen aroma impact your body and brain?*

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## Your Sense of Smell and AromaTouch Technique®

Aroma is a vital component of the AromaTouch Technique, as it instantaneously prompts powerful responses. Research has shown that activating your olfactory system can direct your mind to specific memories and create a close connection with whomever you're providing the technique for. Aroma can also create a relaxing atmosphere.

Next, we'll look at the second critical component of the technique: touch!

## Fun Facts about Aroma

**Your body contains approximately 1,000 different genes that encode for odor receptors.**

**There's a direct connection between your nose and brain's recall center: the limbic system.**

**The limbic system is a powerful control center. This is why the “aroma” part of the AromaTouch Technique® is so important.**

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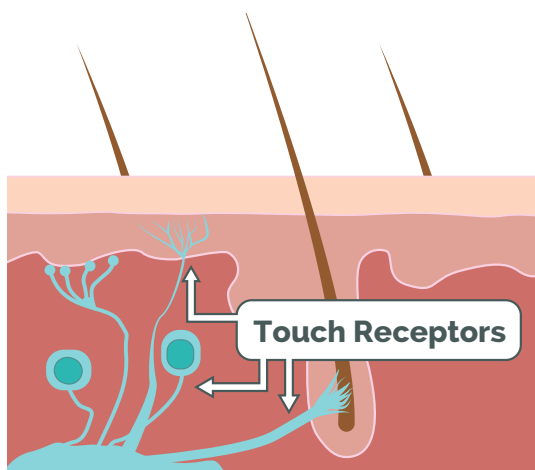


# SCIENCE OF TOUCH

## General Facts about Touch

The AromaTouch Technique® is all about creating emotional connection through touch. Touch is central to the human experience. Tactile communication is the first form we learn. We begin receiving tactile signals in the womb, and touch plays a critical role in parent-child relationships before verbal communication is possible. It's, in essence, the first sense we acquire.

But how exactly does the sense of touch work? The simplest explanation is your skin contains thousands of special nerve cells called touch receptors that recognize sensations like temperature, pressure, and movement. This is what gives you your sense of touch. Because of these receptors, you can tell if something is smooth, soft, warm, cold, stiff, dry, wet, bumpy, or rough. There are two general types of touch receptors: mechanoreceptors and thermoreceptors.



Mechanoreceptors respond to mechanical energy. Sensations like gravity, pressure, pain, vibrations, movement, and even sound are recognized by different kinds of mechanoreceptors. Mechanoreceptors give you the ability to "see" with your sense of touch.

Thermoreceptors respond to changes in temperature and allow you to know if you're experiencing hot or cold.

The sense of touch is complex and fascinating. Perhaps even more fascinating is the impact it has on how we communicate.

*From what you've just learned about the science of touch, what stands out the most to you?*

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## Touch and Communication

In recent studies, researchers have shown how powerful touch is in emotional communication, finding it's nearly as effective as words and facial cues. Touch can communicate multiple emotions—love, gratitude, sympathy, fear, anger, and more—with incredible accuracy. Additionally, touch can convey the tone of emotion, such as whether positive or negative, intense or subtle, and so on), and it may allow for precise differentiation between types of emotion.



Incredibly, this effect isn't limited to loved ones. Another study found that touch communicates emotion almost as effectively between strangers.

While our understanding of the mechanisms involved with touch and emotional messaging is still limited, we do know it can be more effective than even verbal communication when it comes to strengthening existing bonds and developing new ones.

*How have you seen touch affect your communication with others?*

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## Touch and the AromaTouch Technique®

Along with the emotional component, gentle touch can also influence physiological responses in ways other communication methods simply can't. Unlike massage—which involves powerful hand movements focused on things like breaking down muscular adhesions, stimulating the central nervous system, aiding recovery, and so on—the gentleness of the AromaTouch Technique offers a different spectrum of benefits.


Tender touch provides stress-relieving effects for the body, triggering the almost instantaneous release of oxytocin, which is often referred to as the love or hug hormone. What's almost more incredible is the person initiating the contact can experience the same response as the person receiving it.

Touch is used in the AromaTouch Technique to unlock incredible benefits for mind and body. From the emotional connection it helps forge to the release of oxytocin, the light and consistent touch in the technique creates a powerful experience for the person giving the AromaTouch Technique, as well as the person receiving it.

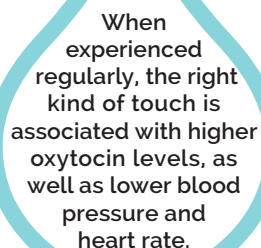
As part of your AromaTouch Technique training, you'll learn how to harness the power of touch to help the people you love experience incredible full-body benefits.

Now that you see just how important touch is to the AromaTouch Technique, let's take a closer look at some extra benefits.

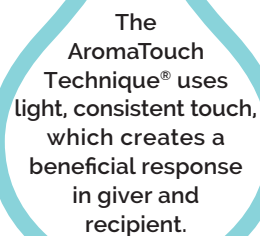
### Fun Facts about Aroma



Touch is the first sense we develop when we're born.



When experienced regularly, the right kind of touch is associated with higher oxytocin levels, as well as lower blood pressure and heart rate.



The AromaTouch Technique® uses light, consistent touch, which creates a beneficial response in giver and recipient.

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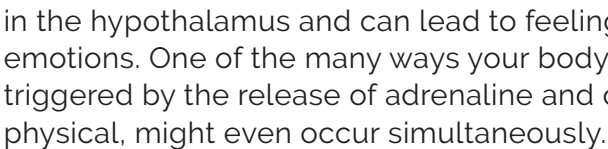
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## Who Can Benefit from the AromaTouch Technique®?

You've surely felt the effects of being stressed, but what you may not have realized is your body reacts both physically and emotionally. A common way the body reacts emotionally to stress is through the activation of the limbic system. A chemical reaction originates

Physical and emotional reactions are intrinsically linked. They frequently affect one another. This explains why your emotional state can impact how you feel physically or vice versa.

*Who do you think can benefit from receiving AromaTouch Technique?*



## What Are the Benefits of the AromaTouch Technique®?

When your body is functioning at an optimal level of health and you encounter stress, you can mindfully respond rather than instinctively react. Doing so helps stabilize more quickly and efficiently. Sometimes, however, the body is caught in a cycle of unrest, where it continues repeatedly reacting to stress, leading to negative outcomes. These negative outcomes are the result of something we call systemic constants.



Systemic constants can be an underlying reason for declines in health. Systemic constants include chronic stress, suppressed immunity, inappropriate levels of inflammation, and a lack of homeostasis. You can experience any of these constants, but when they stack on top of one another, they can create more serious complications. For example, experiencing chronic stress can lead to our immune system being suppressed or uncontrolled levels of inflammation. This compounding can culminate in a lack of homeostasis. The AromaTouch Technique benefits the body by bringing it into a more consistent state of homeostasis, addressing the systemic constants that perpetuate the cycle of unrest.

This is what makes the AromaTouch Technique so powerful. No matter what you're going through—whether it's emotional challenges, physical difficulties, or both—the AromaTouch Technique helps address all the systemic constants to break the cycle of unrest and bring you back to a state of resiliency and adaptability.

The aromatic use of essential oils and connection we create through the AromaTouch Technique provide profound emotional benefits. Also, the rhythmic, soothing touch of the technique—combined with the individual benefits from the topical application of each essential oil—improve physical health. While aroma and touch each offer benefits, it's the synergy of them together that help make the systemic constants more manageable, in turn improving overall health. Stress levels are lowered, the body is supported, and inflammation is reduced, bringing you to a more consistent state of homeostasis.

*How does the AromaTouch Technique with its synergy of aroma and touch help address stress and system constants?*

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## Relaxing Essential Oils: dōTERRA Balance® and Lavender

The AromaTouch Technique® starts off strong with relaxing essential oils: dōTERRA Balance and Lavender. Remember, the goal of the technique is to break the cycle of unrest and bring the body back to a state of resilience and adaptability. The relaxing aromas of these products, used as part of the AromaTouch Technique, address the first systemic constant: chronic stress. When combined with soothing, rhythmic touch, dōTERRA Balance enhances the connection between the giver and receiver, and Lavender calms the mind and body. This can help the person receiving the technique release stress and respond to stressors in a healthier way.

Now, let's take a closer look at the specific benefits that dōTERRA Balance brings to the AromaTouch Technique.

### dōTERRA Balance



Creating a connection between the giver and receiver of the AromaTouch Technique is necessary to ensure success. Without trust and comfort, as well as ease in the environment, the person receiving the technique will find it difficult to completely relax and enjoy the technique's benefits. That's why dōTERRA Balance is such an important part of the AromaTouch Technique. Whether you're providing the technique to a stranger or a family member, dōTERRA Balance can enhance and develop a trusting connection with its calming, grounding aroma. This oil blend contributes to the relaxed setting necessary to experience the fullest benefits of the technique.

dōTERRA Balance is a powerful combination of Spruce, Ho Wood, Frankincense, Blue Tansy, and Blue Chamomile. Its floral, woody scent provides an excellent base for other essential oil aromas to build on.

### Lavender



In the AromaTouch Technique, dōTERRA Balance enhances the connection and begins the relaxation process, while Lavender works to ease the recipient into full relaxation. When using Lavender as part of the AromaTouch Technique, you may notice the recipient begin taking deeper breaths and settling into a calmer state that prepares him or her for the rest of the technique. The rhythmic motions of the technique, which you'll learn more about later, enhance this soothing effect.

Lavender is a powerful essential oil because of its chemical composition. The main chemical components of Lavender are linalool, an alcohol, and linalyl acetate, an ester. These compounds typically characterize calming aromas.

Lavender's aroma is potent on its own, but as each essential oil is applied to the body, you'll begin recognizing the synergy of the aromas. When each natural product is used in succession, the overall scent takes on unique and distinct characteristics.

*Why are Lavender and Balance included in the AromaTouch Technique?*

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## Supportive Essential Oils: Tea Tree and dōTERRA On Guard®

Now that the foundation of relaxation is set with the combination of touch and essential oils, the focus can turn to bringing the body back to that desired state of support and resilience. To accomplish this, use Tea Tree and dōTERRA On Guard, which were chosen for their ability to fortify the body.

## Tea Tree



Tea Tree is the perfect essential oil to transition from relaxing to supporting essential oils. Its herbaceous scent supports the relaxing atmosphere, while its purifying properties begin their work on the body. Tea Tree also provides a comforting, warming sensation when applied topically.

With its unique aroma, Dr. Hill debated whether Tea Tree should be included in the AromaTouch Technique®. However, he discovered that this powerful essential oil complemented the process and enhanced the technique's benefits.

## dōTERRA On Guard



Once the recipient has experienced the purifying power of Tea Tree, it's time for a favorite go-to oil blend: dōTERRA On Guard. dōTERRA On Guard is packed with essential oils from a variety of oil families, making it a protective powerhouse. When you look at the chemistry of this oil blend, you see a myriad of chemical constituents, including aldehydes, phenols, and alcohols. Each of these constituents offers support in special ways, making the AromaTouch Technique even more versatile. In a way, dōTERRA On Guard helps tailor the technique to the recipient's needs. Of all the essential oils that were handpicked for the AromaTouch Technique, dōTERRA On Guard was the one that Dr. Hill was immediately sure of.

### Why are Tea Tree and On Guard included in the AromaTouch Technique?

## Soothing Essential Oils: AromaTouch® and Deep Blue®

The next two essential oils in the lineup are heavy hitters when it comes to soothing: AromaTouch and Deep Blue. Both essential oils help soothe muscles and bring the body one step closer to that desired state of adaptability.

### AromaTouch



Building on the relaxing and supportive essential oils with soothing ones, starting with AromaTouch. This oil blend, as part of the AromaTouch Technique® process, is special because it continues the relaxation benefits, while also lessening tension in the body. The AromaTouch Massage Blend and the AromaTouch Technique have the amazing ability to promote circulation in the body. The tissues relax and become more malleable, getting them ready to receive the Deep Blue Soothing Blend.

This oil blend has natural products from almost every family, including Cypress, Peppermint, Marjoram, Basil, Grapefruit, and Lavender, making it incredibly unique. While the combination of essential oils may not seem like an obvious match to most people, it's the only oil blend that Dr. Hill has never altered or adjust altered its initial creation—it's just that impressive.

### Deep Blue



To finish up the soothing portion of the AromaTouch Technique, Deep Blue comes in as the cherry on top. While the AromaTouch Massage Blend supports the natural flow of the body, the Deep Blue Soothing Blend provides intense cooling sensations and comfort to the skin, which makes these two the perfect pairing.

Deep Blue serves a three-fold purpose in the technique. First, it uses Camphor, Peppermint, and Wintergreen essential oils in a way that's incredibly soothing. Second, Blue Tansy and Blue Chamomile are extremely comforting to the body. And third, Helichrysum, Ylang Ylang, and Osmanthus are highly supportive to the skin. By soothing, comforting, and supporting targeted areas, Deep Blue—as part of the AromaTouch Technique—helps decrease the inflammation in the body, getting you closer to the desired state of adaptability and resilience.

*Why are AromaTouch and Deep Blue included in the AromaTouch Technique?*

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## Invigorating Essential Oils: Wild Orange and Peppermint

Throughout the AromaTouch Technique®, we've been working to get the body back to a state where it can respond to stress in a healthy way by promoting relaxation, offering support, and encouraging a decrease in inflammation. Now, it's time for the culmination of the technique: bringing emotional and physical harmony to the body.

These two essential oils are used at the close of the AromaTouch Technique to help reenergize and invigorate the body. After employing Wild Orange and Peppermint, some of you will feel ready to take on the world, while others will feel calm and peaceful. It's incredible that, depending on what's needed, essential oils can produce different results.

### Wild Orange



Many reasons exist for choosing to include Wild Orange as part of the AromaTouch Technique, but one of the main ones has to do with the fourth systemic constant: a lack of homeostasis. To help get the body back to a more consistent state of homeostasis, Dr. Hill chose Wild Orange primarily for its aroma. The uplifting aroma of Wild Orange essential oil creates an atmosphere of energy, spontaneity, and joy. Though other citrus oils could've been chosen from, Dr. Hill believed that Wild Orange's stronger, brighter aroma set it apart.

Wild Orange—with its inclusion in the AromaTouch Technique—awakens the body, making it the perfect product for reenergizing without interfering with the calming effects of the technique.

### Peppermint



The impressive thing about pairing Wild Orange and Peppermint is that while both essential oils—as part of the AromaTouch Technique—help to reinvigorate the body, they do so in their own unique ways. We know the aroma of Wild Orange is light, clean, and uplifting. The aroma of Peppermint, however, is crisp, cool, and exhilarating. When the two combine, we see just how many benefits they provide as a unique conclusion of this technique.

Peppermint essential oil is found in two of the oil blends used in the AromaTouch Technique—Deep Blue and AromaTouch—so why include the single oil? Peppermint works within these two blends to help them accomplish their purposes, while on its own Peppermint creates a highly invigorating and reenergizing atmosphere. After the soothing step of the AromaTouch Technique, it's important to include essential oils that help create an invigorating environment without disrupting the process, and Peppermint, when layered with Wild Orange, helps accomplish just that.

*Why are Wild Orange and Peppermint included in the AromaTouch Technique?*

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## Fractionated Coconut Oil



While not an official part of the AromaTouch Technique®, Fractionated Coconut Oil can be used in certain circumstances. If you decide to use a carrier oil, it must be of the highest quality, which is why Fractionated Coconut Oil is your best choice. It provides all the benefits of a carrier oil without altering the aromatic synergy created by the other eight AromaTouch essential oils. You'll learn more about using Fractionated Coconut Oil with the technique later in the course.

Each of these eight essential oils is incredible in its own right. But when combined and applied in their specific order, they help guide the body through the powerful restorative process of the AromaTouch Technique. Now that you know more about these products and why they were selected for the technique, we'll explore the movements of the AromaTouch Technique.

*What are the benefits of including Fractionated Coconut Oil in the AromaTouch Technique?*  
*What are the benefits of not including Fractionated Coconut Oil in the AromaTouch Technique?*

# CONNECTING THROUGH MOVEMENT IN THE AROMATOUCH TECHNIQUE®

With a solid understanding of the reasons why each of the eight essential oils was chosen for the AromaTouch Technique, it's time to learn more about the type of touch used in the technique, the importance of rhythm in the movements, and the areas of the body that the technique works through. Let's get started!

## Confident Contact

The type of touch used in the AromaTouch Technique® is as important than the actual movements. It's crucial to note that this technique isn't a massage, meaning it doesn't employ that type of touch (deep pressure at precise points or held positions).

With the AromaTouch Technique, the type of touch you're looking for is a combination of controlled contact with light pressure—meaning you aren't going deeper into the tissues than the superficial layers of the skin. We refer to this type of touch as confident contact. One of the primary benefits of the technique is its ability to affect the entire body. Confident contact excites the tissues across the body, increases blood flow, and promotes neurological response. When this type of touch is used, you can access the whole-body benefits of the AromaTouch Technique.



## What is confident contact?

NOTES: \_\_\_\_\_



## The Importance of Rhythm

The human body needs exact rhythms. Circadian, diurnal, ultradian, and infradian rhythms affect your body all the time. Biological rhythms help deal with changes in functions and body chemicals. These rhythms affect us physically, mentally, and emotionally. They regulate functions such as sleep, appetite, body temperature, blood pressure, and daily performance.

The AromaTouch Technique® uses rhythm to help reestablish homeostasis, and two crucial building blocks will help you achieve the AromaTouch rhythm: patterns of movement and patterns of application.

Movements performed during the technique follow the same pattern; they start at the center of the body and work their way outward. For example, with some of the movements,



you begin at the base of the sacrum and work toward the base of the skull. With other movements, you start at the spine and progress to the sides of the body. This pattern also applies to the movements you use on the feet. One movement starts at the heel and works toward the ball of the foot, and others begin at the big toe and move outward to the pinky. This consistent pattern of movement in one direction helps establish the rhythm of the AromaTouch Technique.

Additionally, the technique uses a pattern of application to maintain rhythm, referring to the way that the essential oils are applied. Throughout the technique, you'll introduce each essential oil the same way. This creates consistency and predictability, which helps the recipient of the technique remain focused on his or her personal journey of healing.

The result of these patterns of movement and application is proper pace and flow, which are essential to the AromaTouch rhythm. While completing the patterns of movement and application, use both hands in synchronized motions, remaining even and consistent. Steady pace is cultivated through each movement, adding to the perpetual flow of the technique.

The rhythm, created in the technique through the patterns of movement and application, leads to proper pace and flow, helping the recipient access whole-body benefits. That's why each of the movements performed in the AromaTouch Technique focuses on establishing and maintaining rhythm. Touch alone has been shown to improve heart rate and blood pressure; by adding rhythm to the mix, the technique's recipient can experience exponential benefits to bodily function. Without this unique rhythm, the relaxation benefits and technique as a whole can be altered. The rhythm of the AromaTouch Technique needs to be even and consistent to help the body get back to homeostasis.

*Why is rhythm so important to the AromaTouch Technique?*

**NOTES:** \_\_\_\_\_

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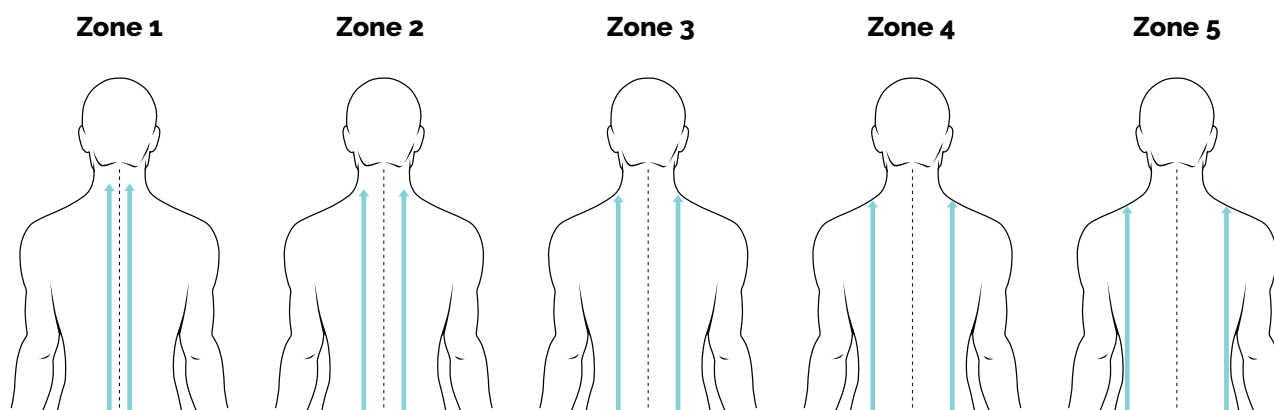
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## Zones in the Body

The human body is spectacular. It's an intricate system of neurological and physiological connections, all focused on keeping you healthy and functioning at the optimal level. Think of the nervous, cardiovascular, endocrine, digestive, immune, renal, and muscular systems as part of an interstate of signals and responses to stimuli and information.

Communication within these systems happens naturally through physiological activity. However, there are many ways in which you can stimulate physiological response through the systems. You may be familiar with some of them, including acupressure, acupuncture, and reflexology. What they all have in common is that they stimulate an energetic movement within the body.

With the AromaTouch Technique®, this is best accomplished by working in what we'll refer to as zones—or whole-body meridians. The body can be divided into five zones that fall on both sides, starting with Zone 1, which encompasses the spine, and moving out to Zone 5, which includes the edges of the body. Work through these zones to tap into the natural energy flow of the body and bring it back to homeostasis.



What's intriguing about the zones is even when you're working on one area of the body in a zone—for example, the back or the feet—it can impact the body in the entirety of that zone. That's why the rhythmic movements, combined with confident contact in these zones, can create a whole-body effect. While the technique is focused on application through the back or the feet, the recipient can experience an overall feeling of wellness throughout the entirety of his or her being.

**NOTES:** \_\_\_\_\_

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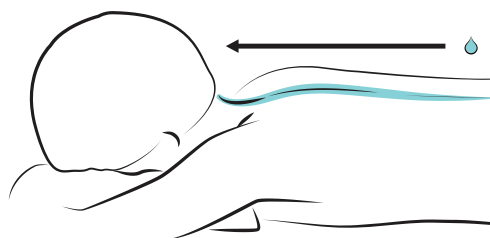
# AROMATOUCH TECHNIQUE® MOVEMENTS

The AromaTouch Technique uses 10 different movements. We'll go through each of these movements individually before explaining the order in which they should be performed.

## Oil Introduction

Each time you use a new essential oil as part of the technique, you'll apply it to the back in the same way.

The Oil Introduction is important, because it's an introduction to each individual essential oil, as well as to the giver's touch. The soothing touch of this movement activates the body and helps it absorb the essential oil into the tissues. It also establishes rhythm, allowing the recipient to relax and enjoy the process.



The beginning movements of the AromaTouch Technique® encourage the recipient to get into the right mindset and prepare for the rest of the technique.

To perform the Oil Introduction movement, first stand to the side of the recipient. Starting at the sacrum (just below the base of the spine), apply three to five drops of essential oil along the length of the spine. Though, when you apply Wild Orange and Peppermint, only use one to two drops.

Starting with the hand closest to the feet, evenly distribute the essential oil by sliding the pads of your fingers lightly up the spine at the same time with both hands. The hand that begins will be under the hand that follows—essentially hand over hand—continuing to maintain contact with the recipient. Always flow in the same direction—from the base of the spine to the base of the head.

At certain stages in the technique, you'll introduce essential oils to the recipient's feet. To do this, you'll move to the feet, being sure to remain in contact with the technique's recipient.

Start by placing your hand, palm up, in the curve of the foot's arch. Add one to two drops of Wild Orange to the palm of your hand and apply a light, even coating to the bottom of the foot, while using the other hand to remain in full contact at the same time. Then repeat this process with one to two drops of Peppermint.

**NOTES:** \_\_\_\_\_

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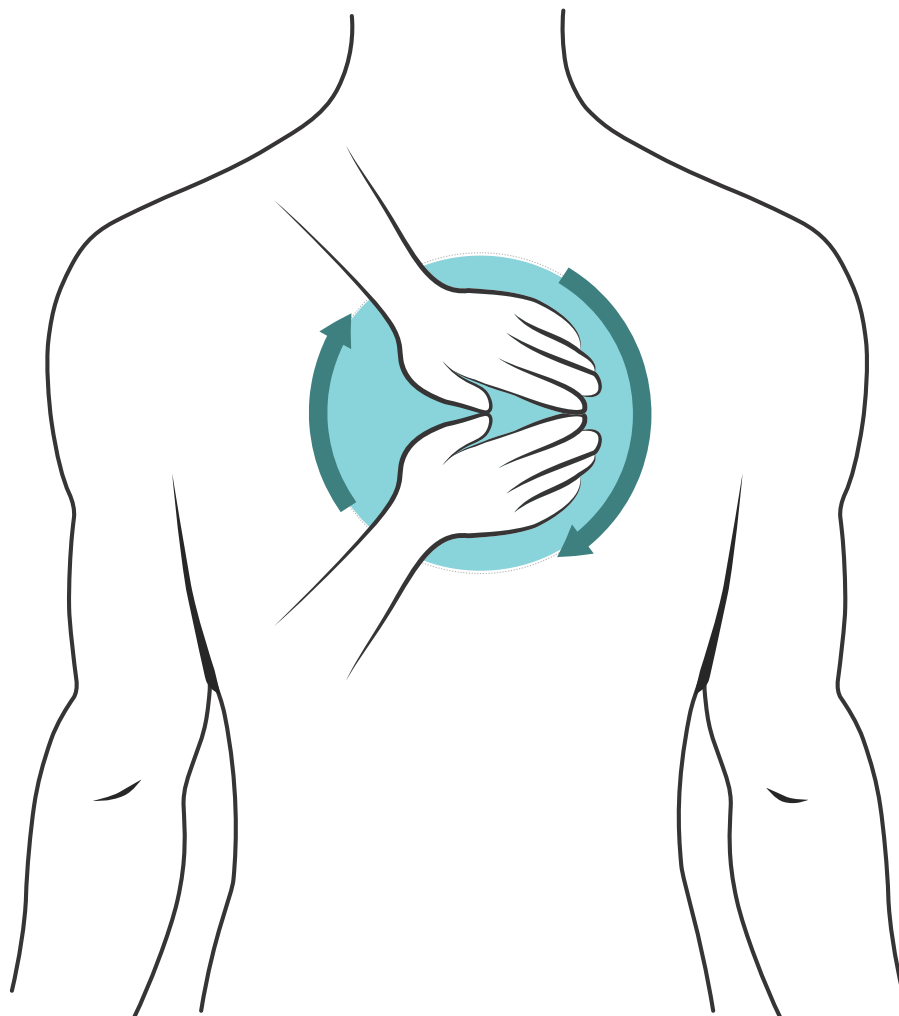
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## Three Clockwise Palm Circles

The AromaTouch Technique® starts and ends with Three Clockwise Palm Circles over the heart that transition into the cranial sacral hold. This initiates connection at the beginning and ending of the technique. The Three Clockwise Palm Circles are part of the technique because they help put the giver in the right frame of mind so they give the best AromaTouch Technique possible. It also allows the recipient to feel confident, comfortable, and relaxed so they're ready to receive all the benefits that the technique has to offer.

To complete this movement, place both hands on the recipient's back over the heart area, with your thumbs and forefingers touching. In one fluid motion, perform Three Clockwise Palm Circles, using light confident contact.

Next, you'll perform the cranial sacral hold. Pause in this position momentarily, and then simultaneously slide your palms in opposite directions along the length of the spine without lifting your palms from the back. Rest one palm on the base of the head, with the thumb placed on the bump on the back of the head, and one palm on the base of the spine. Stay in this position for three to five deep breaths, allowing connection and trust to build before moving on.



## Alternating Palm Slide

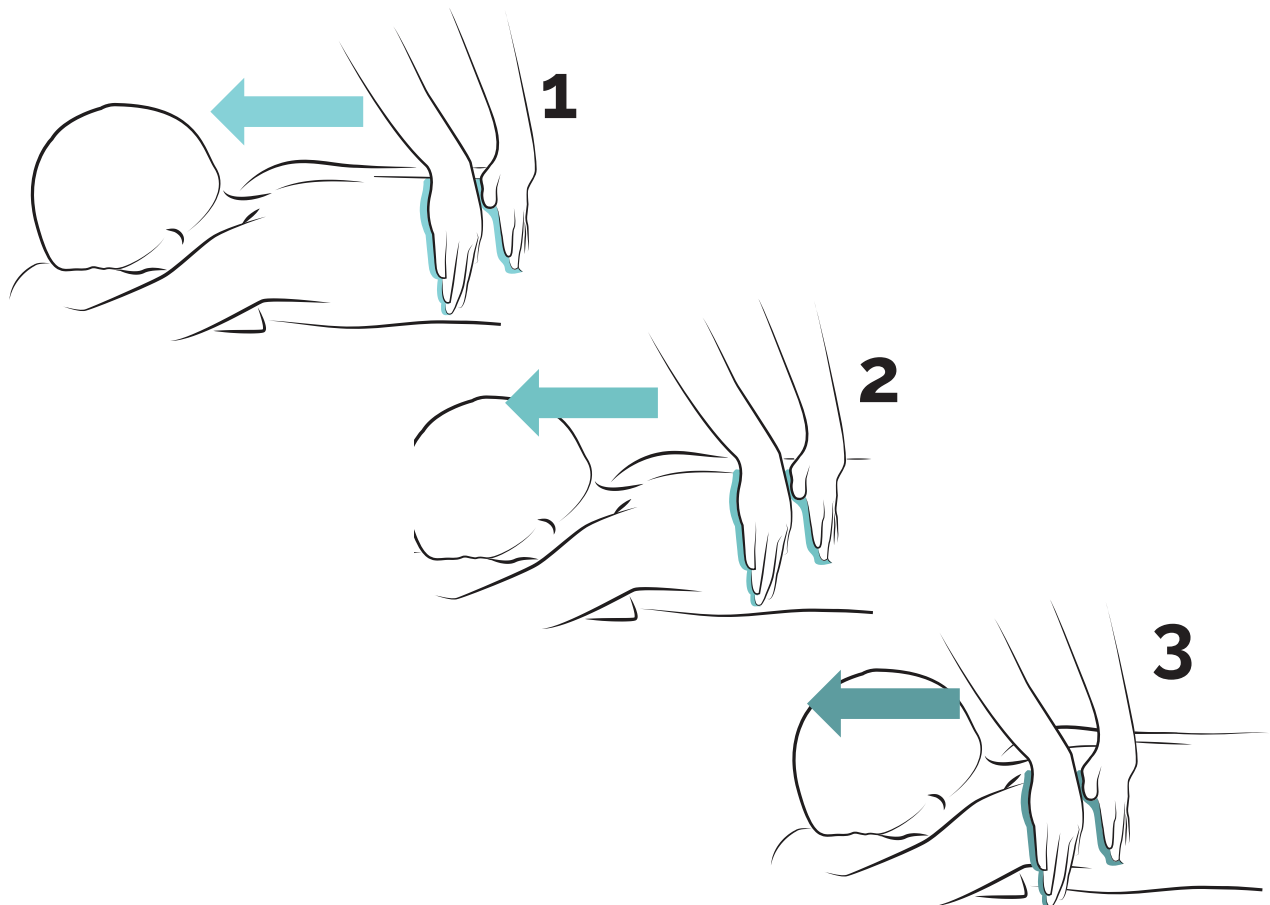
Alternating Palm Slide is a simple yet powerful movement that's used throughout the AromaTouch Technique®. It stimulates blood flow through rhythm and full contact, as well as whole-body neurological activity, and promotes essential oil absorption. These benefits make this movement a crucial part of the technique as a whole.

To perform this movement, stand at the recipient's side and place both hands, palms down, on the side of the back opposite you. Keep your palms close to the spine, with your fingers pointing away from you.

This movement is perpendicular to the spine. Both hands stay parallel to each other. Alternate sliding one hand after the other. They shouldn't contour with the body.

Starting at the sacrum with the hand closest to the feet, slide the palm lightly away from the spine and toward the recipient's arm. If your hands stop moving forward while doing this, you're using too much pressure. Continue the same motion with the other palm and move slowly up the back, alternating hands. Keep in mind that the hand closest to the head should always be in front of the other in this movement. Continue this sliding motion until you reach the start of the crown of the head.

During the last palm slide of your third rotation, walk your feet to the other side of the body so you can smoothly move into the palm slide on the other side of the back with your free hand. Repeat the three rotations on the opposite side.





## Five-Zone Activation

Five-Zone Activation is a movement that's used several times in the AromaTouch Technique® to establish overall wellness for the body through the zones discussed earlier. Working through the five zones with multiple essential oils—including Lavender, Tea Tree, dōTERRA On Guard®, AromaTouch®, and Deep Blue®—helps activate the body and create a feeling of overall wellness through a whole-body response without having to work through each individual part of the body. Five-Zone Activation targets several focal points but gives you the ability to activate that entire zone, along with the bodily systems and functions that exist there.

To start this movement, stand at the recipient's head and place both hands parallel to each other on either side of the spine in Zone 1, with your fingertips at the sacrum.

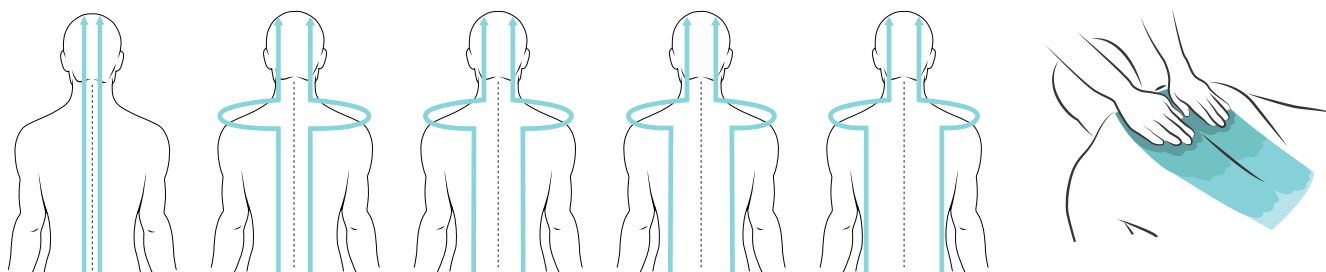
Pull your hands simultaneously toward the head with confident contact, continuing through the neck to the top of the head. The right amount of pressure during this movement would be just the weight of your hands. Once you reach the neck, spread out your fingers on the head to encompass all five zones. Cease this motion once your wrists hit the table or bed.

Return your hands, one at a time, to the base of the spine and Zone 2, and then pull your hands up vertically along Zone 2 toward the head. Remember, this zone starts out parallel to Zone 1, but only a little farther outward by the arms.

Pull the hands toward the head, again with confident contact. But this time, once your hands have reached the shoulders, turn your fingers toward each other until they're parallel with each other, and then pull them out along the shoulder until you reach the joint.

Rotate your hands around the shoulder joint and cup your fingers underneath the recipient's shoulder. Pull back through the neck to the top of the head. Don't forget to spread your fingers out once you hit the neck to encompass all five zones on the head until you reach the stopping point.

Repeat this for Zones 3, 4, and 5, moving your hands out farther accordingly.



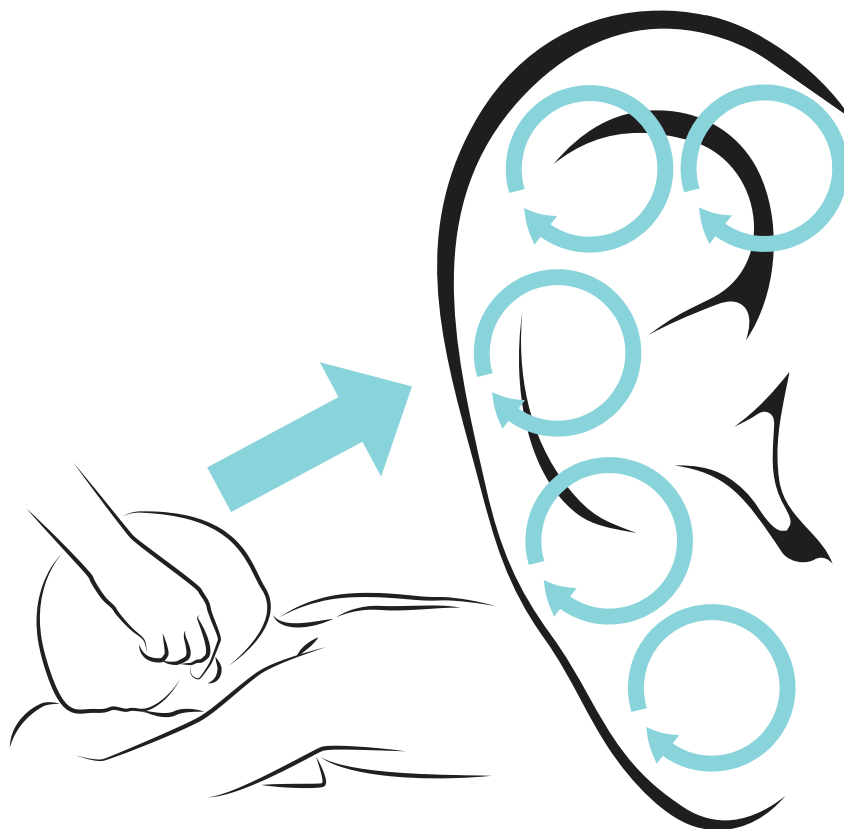
## Auricular Stress Reduction

Different locations on the body have contact points that can help you connect with all body systems and functions. The ear is one of those locations. Auricular Stress Reduction movement not only promotes deeper relaxation, but it also prepares the body for everything else you'll do in the technique to stimulate the body as a whole. This movement is only performed one time—after dōTERRA Balance® and Lavender have been applied.

To begin this movement, stand at the head and lightly grip each earlobe between your thumb and forefinger. Gently work your forefingers in a circular motion toward your body along the outer rim of the ear, keeping the thumb still for support, from the bottom of the ear lobe to the top.

Take your time to methodically work through the entire outer rim of the ear in order to increase the benefits of relaxation.

When you reach the top of the ear, slide your thumb, gently pressing along the back of the ear and returning to the lobe. Repeat this movement two more times.



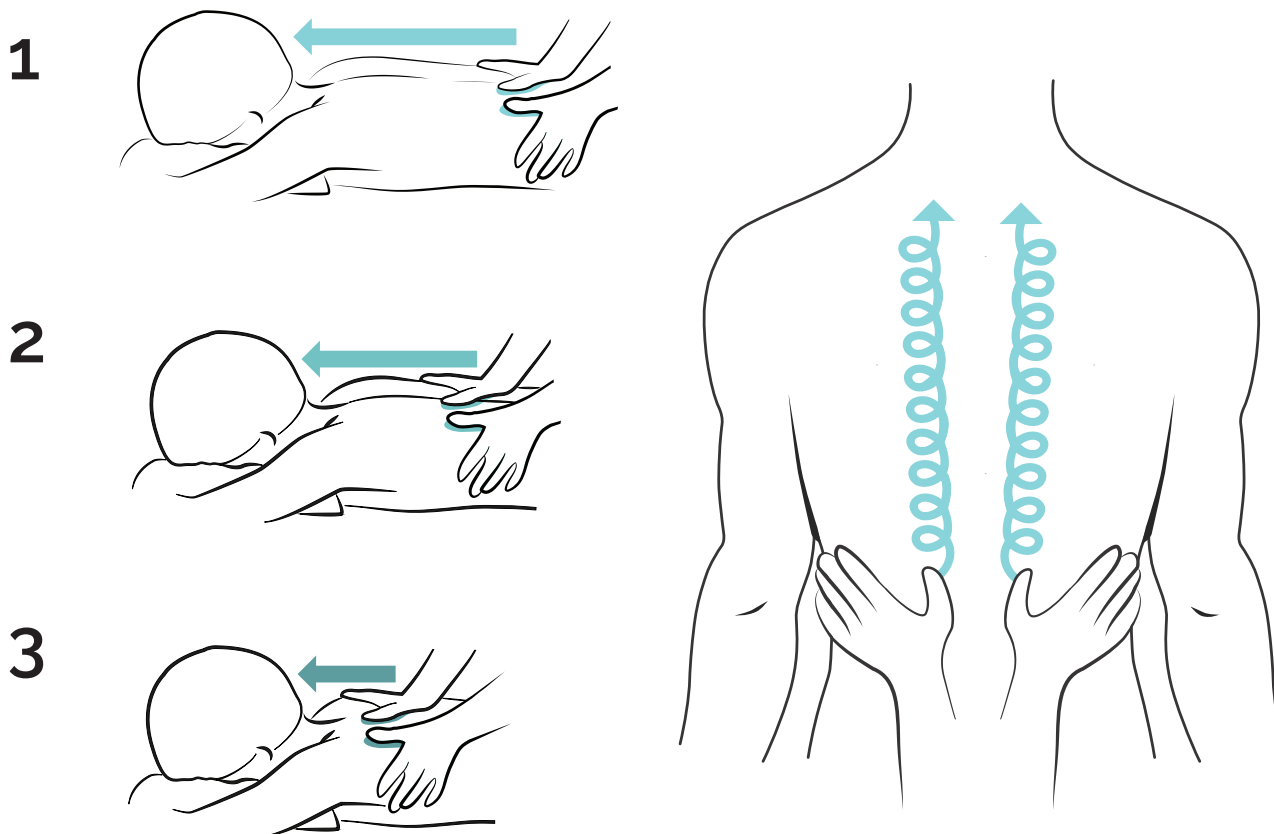
## Thumb Walk

Thumb Walk is designed to have a focused impact on Zone 1, which is considered the master zone of the body, encompassing the spine. The isolated stimulation in this zone increases the potential for healthy response. Using this movement after applying dōTERRA On Guard® and Deep Blue® finalizes the effort you've made with supportive and soothing essential oils.

First, stand to the side of the technique's recipient, with your body facing toward his or her head, and place your thumbs on either side of the spine in the depression between the muscle tissue and spinal column at the bottom of the spine. Be careful to not come in direct contact with the spinal column, as this area can be sensitive and cause minor discomfort, distracting from the relaxation you're aiming to achieve.

Alternate your thumbs one after the other, a clockwise motion with your right thumb and a counterclockwise motion with your left thumb, up the spine. Gradually move in this consistent rhythm up each side of the spine, from its base to the base of the head. You can use the bump on the back of the head, the occipital protuberance, as the reference point for the head's base. Apply light pressure through the pads of your thumbs.

As you perform the Thumb Walk movement, focusing on Zone 1, you're methodically working from the parasympathetic connections at the base of sacrum to the connections at the base of head, helping return the body to its proper rhythm.



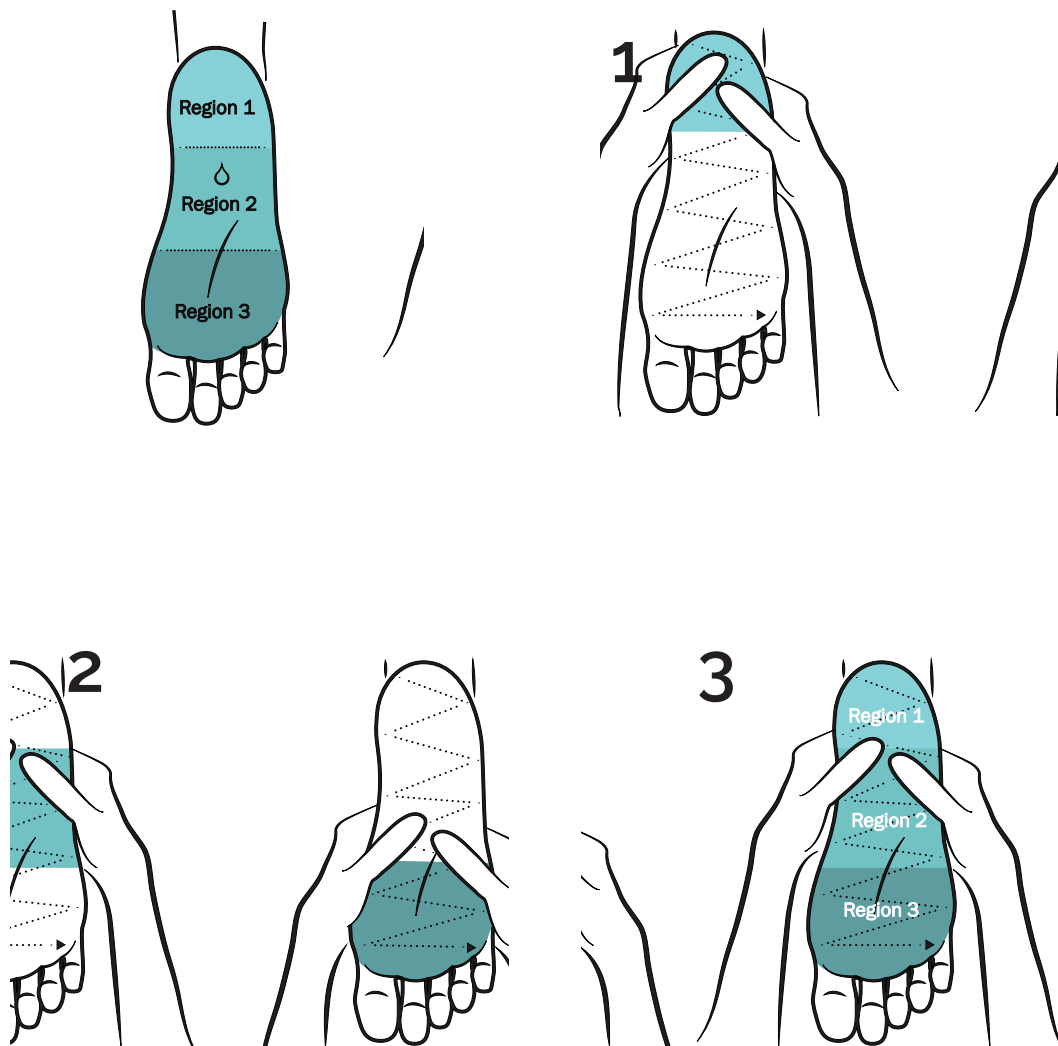
## Three-Region Foot Activation

With the final two essential oils of the technique, Wild Orange and Peppermint, you'll focus on the bottoms of the feet. To prepare the feet, use Three-Region Foot Activation. The soles of the feet contain over 7,000 nerve endings in each foot, which is more per square centimeter than any other part of the body. The foot's tissues are stimulated with the Three-Region Foot Activation movement, creating neurological responses in the body, among others.

To perform this movement, hold a foot in both hands, with your thumbs at the top of the heel.

In Region 1, make alternating outward circular motions with your thumbs, pressing lightly in a zigzag pattern across the region, ensuring thorough work until you get to Region 2. This movement should be slow and precise. A good indicator of enough movement through each region is making three to four zigzags.

Work through Regions 2 and 3, repeating the same movements. Stop right before you reach the toes on the ball of the foot.





## Five-Zone Foot Activation

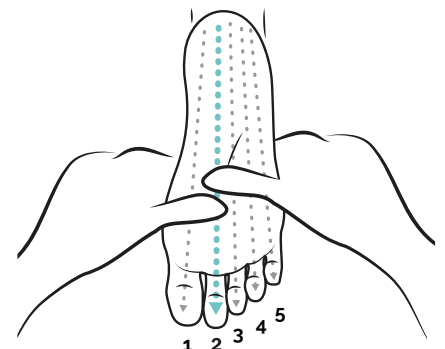
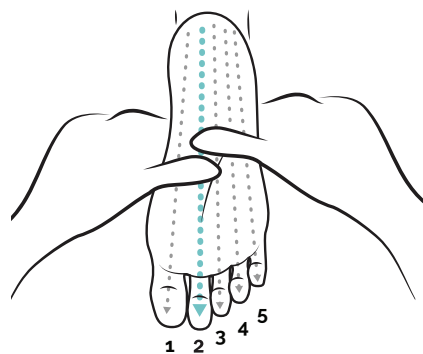
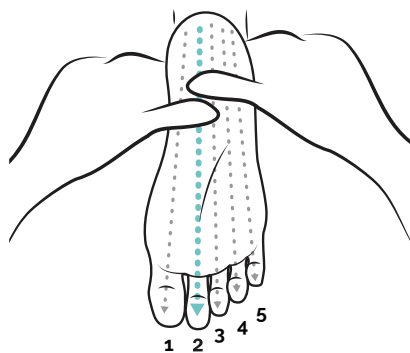
After the Three-Region Foot Activation movement has been completed, you'll transition to Five-Zone Foot Activation to stimulate the zones on the feet with a more specific and purposeful movement. This is the only movement in the entire technique that requires localized pressure as you continue rhythmic and repetitive movement. Like the Five-Zone Activation movement, Five-Zone Foot Activation contributes to the entire body feeling whole, but through a more focused application.

To complete this movement, place both thumbs in Zone 1 on the heel.

Choose a lead thumb and a following thumb for this movement. In a stepping motion, move your thumbs down Zone 1 toward the tip of the toe, using light pinpoint pressure. These pinpoint steps down the zone should be in small increments. To have a positive impact on the zone, you should make approximately 15–20 pinpoint steps with each thumb before you move to the next zone. Once you've reached the tip of the toe, you'll hold one thumb in the current zone and move the other to the start of the next zone, then match. Be sure the following thumb is always behind the lead thumb.

It's important not to rush this step. Five-Zone Foot Activation is the culmination of the work you've done in the five zones. Take the time to rhythmically work through each zone, as this movement can produce the powerful benefits you're aim to achieve with the AromaTouch Technique®.

Repeat this movement for Zone 2 through Zone 5 of the foot, one time in each zone.

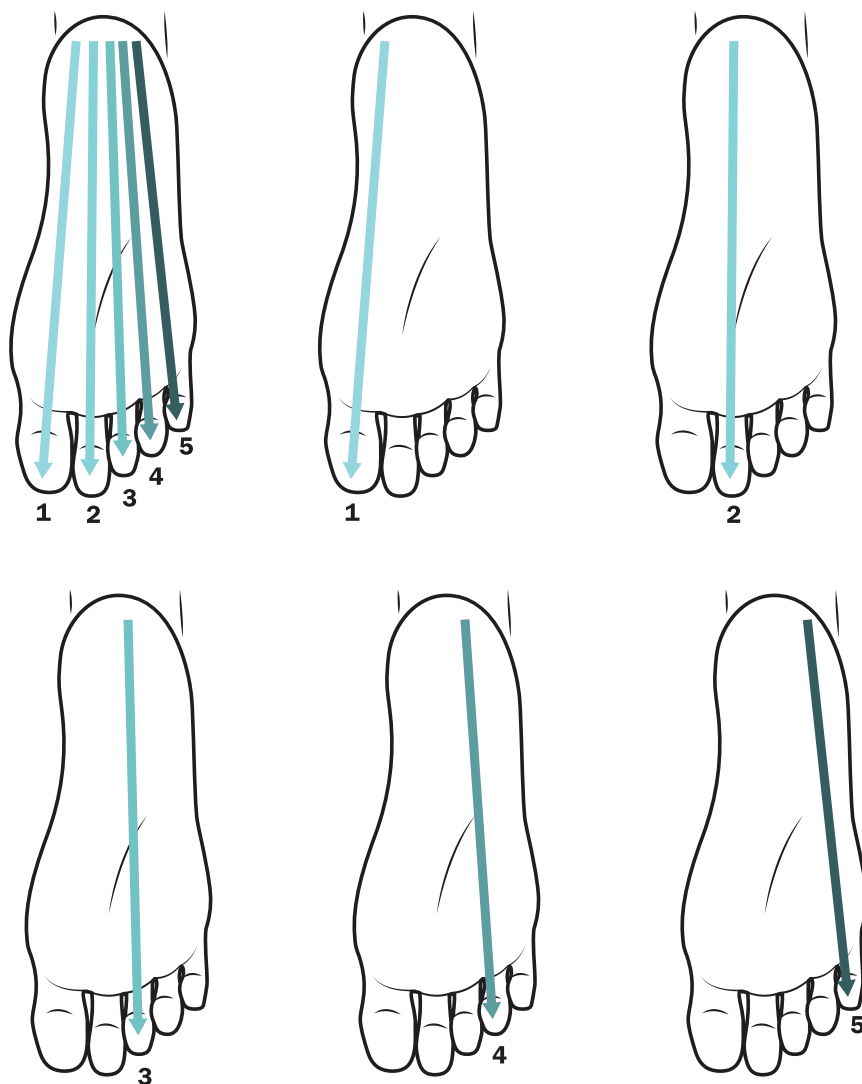


## Five-Zone Tissue Pull

The Five-Zone Tissue Pull movement is the last step in the foot portion of the technique before transitioning to the back.

Beginning in Zone 1, grip the recipient's foot with both hands and place your thumbs on the heel. Rest your remaining fingers on the front side of the foot. Pull your first thumb and the associated fingers from the heel through the toe. Then switch to the other hand. Pull through that motion with a consistent rhythm, and then switch back to the first hand. Perform this alternating movement three times before progressing to the next zone. When you move to the next zone, don't pause. Maintain the rhythm established with Zone 1. Repeat this movement in the remaining zones.

As you pull through each zone, maintain contact from the heel through the front of the foot. As the feet are smaller than the back, maintaining contact in this way helps increase the amount of tissue you're connected to.



## Lymphatic Movement

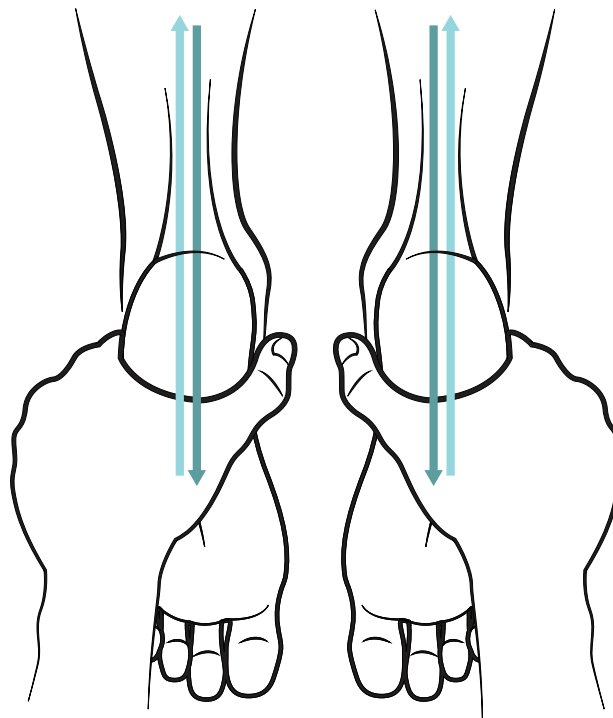
Lastly, you activate lymph function at the end of the technique with Lymphatic Movement. It's important to stimulate lymphatic activity at the end of the technique to help the body feel restored and continue responding positively once the AromaTouch Technique® has been completed.

Each of these movements brings something valuable to the AromaTouch Technique. If you feel like you need a little more practice, don't hesitate to rewatch the demonstrations. Once you feel comfortable, you can move on to the next section, where we'll present the technique in its entirety.

Lightly place the palms of your hands on the bottom of the recipient's feet, with your thumb and forefinger making a U shape to help you firmly grip the heel. Put your arms in line with the recipient's legs.

Slightly lift the recipient's lower legs off the table and anchor your elbows into the massage table or bed. Gently rock his or her body forward with a pushing motion, and then allow the body to naturally release back to you in order to stimulate lymphatic movement. The recipient's body should move no more than two inches back and forth. Remember, this motion is gentle and shouldn't jolt the body in any way. It needs to be natural and calming, like the rest of the movements performed in the AromaTouch Technique.

Repeat this rhythmic, even-paced movement two to three times in 15- to 30-second intervals.



**Draw and describe the Three Regions of the foot.**



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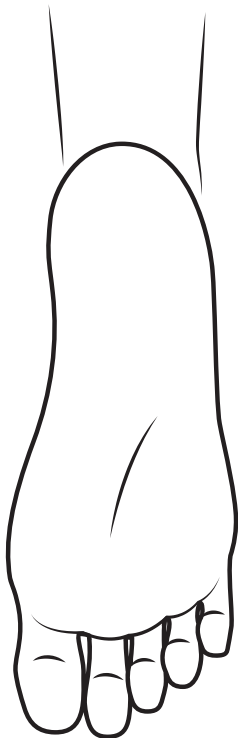
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**Draw and describe the Five Zones of the foot.**



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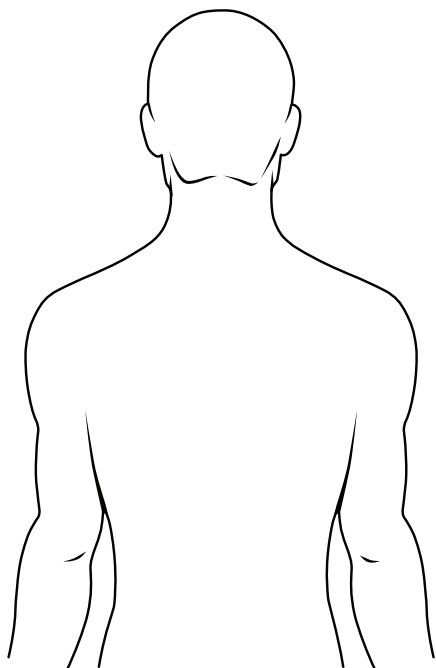
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**Draw and describe the Five Zones of the back.**




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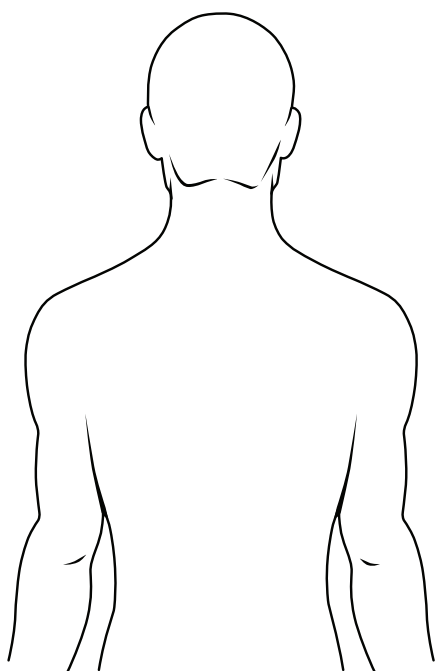
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**Draw and describe the Three Clockwise Palm Circles.**




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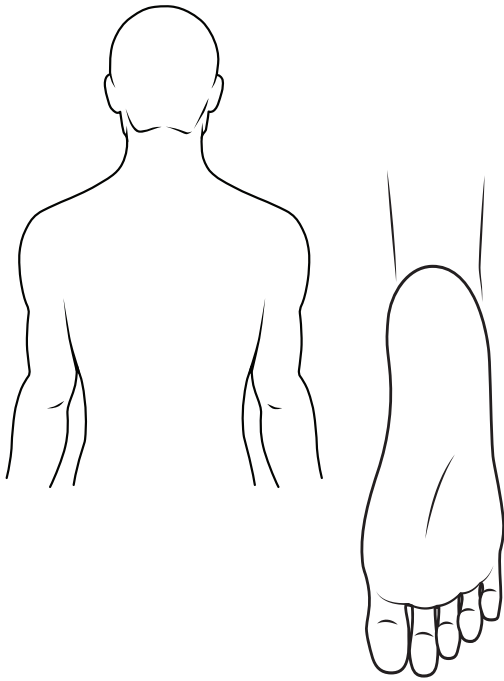
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## Draw and describe the Oil Introduction



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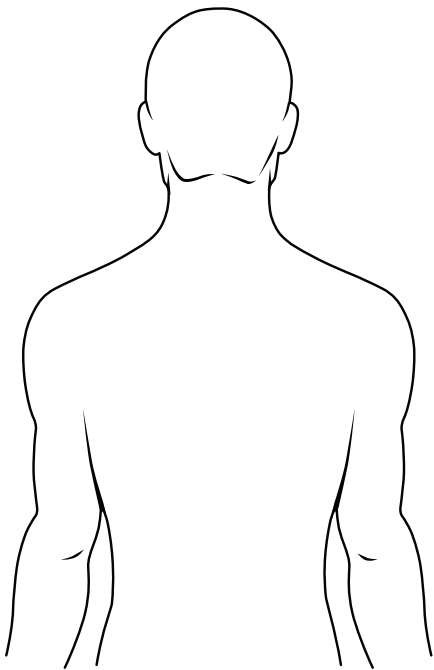
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## Draw and describe the Alternating Palm Slide.



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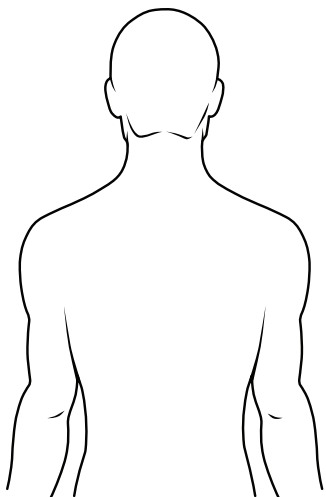
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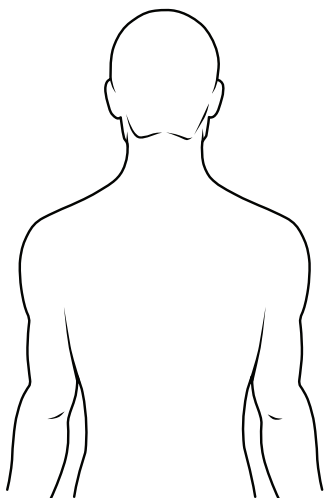
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**Draw and describe the Five-Zone Activation.**

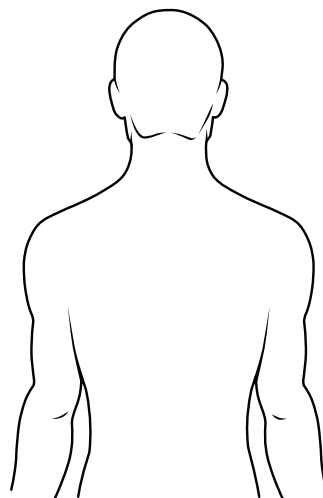
Zone 1



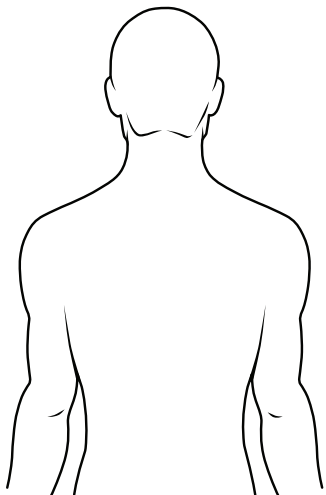
Zone 2



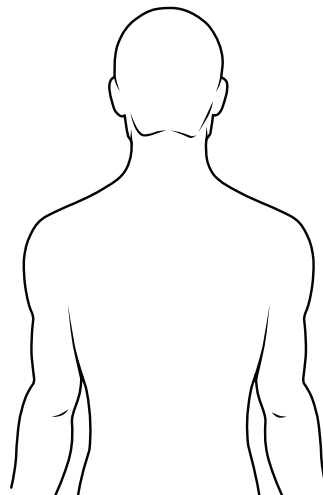
Zone 3



Zone 4



Zone 5



**Draw and describe the Auricular Stress Reduction Movement.**



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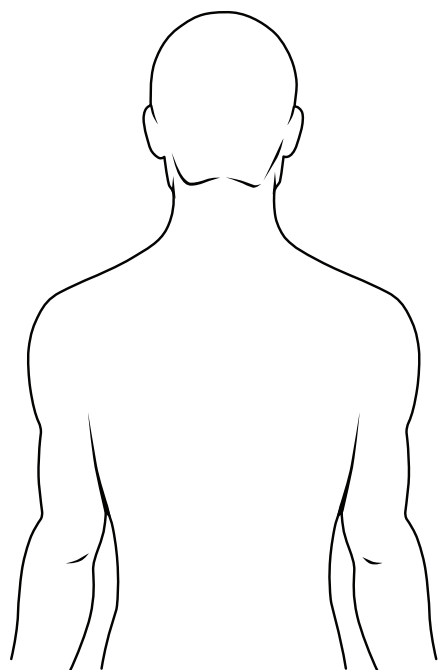
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**Draw and describe the Thumb Walk.**



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## Draw and describe the Three-Region Foot Activation.




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## Draw and describe the Five-Zone Foot Activation.

Zone 1




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Zone 2



Zone 3



Zone 4

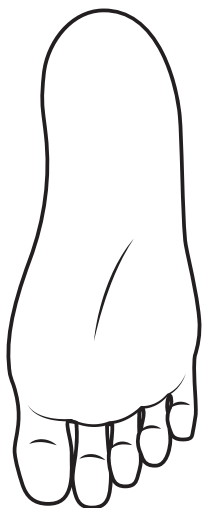


Zone 5



## Draw and describe the Five-Zone Tissue Pull.

Zone 1



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Zone 2



Zone 3



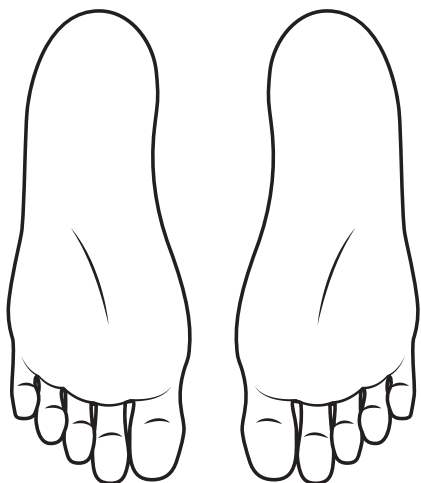
Zone 4



Zone 5



## Draw and describe the Lymphatic Movement.



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# THE FULL AROMATOUCH TECHNIQUE®

## Things to Keep in Mind

In this section, we'll go through the technique in full and show you exactly how to perform it. But first, here are 11 things to keep in mind before you begin the Aromatouch Technique®!

### 1. Maintain Physical Contact

Always stay in physical contact with the recipient from the beginning of the technique to the end. Doing so will help build a connection of trust and provide the recipient with the best experience.

### 2. Hydrate

Provide the recipient of the technique with a bottle or cup of water so he or she can be comfortable and hydrated.

### 3. Eliminate Distractions

Don't let anything disrupt this relaxing process. Make sure phones are turned off and avoid speaking to the recipient while providing the technique.

### 4. Create the Right Environment

Consider playing soft, relaxing music to create a calm and inviting atmosphere. Music with a high tempo or upbeat rhythm can be disruptive. If you can lower the lights, this can also help the recipient calm down quicker and suffer fewer distractions.

### 5. Keep the Recipient Comfortable

Have a sheet underneath the recipient and a warm blanket on his or her legs to ensure comfort.

### 6. Have Easy Access to Essential Oils

Before you start the technique, ensure there's a side table or an apron that can hold the essential oils so you can apply them in sequence seamlessly. Additionally, it'd be wise to loosen or remove the caps from the bottles, so you don't need to open and close each bottle as you introduce the essential oils during the steps of the technique.

### 7. Start on the Best Side

If you're left-handed, consider that it may be easiest to start the technique on the right side of the body and vice versa for those who are right-handed. This allows you to maintain more control with your essential oil drops and start off each movement with the hand you feel most confident with.

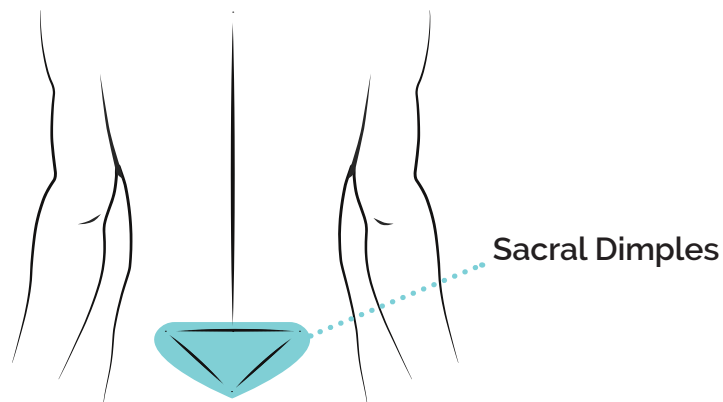
### 8. Adjust the Massage Table

If you're using a massage table, check that the table is at the right height so you're not bending down or reaching up to the recipient's body. Generally, the right height for a massage table is just below your hip.



## 9. Correctly Expose the Back

Know that modesty and relaxation are important factors in this technique. Once the recipient feels comfortable on the massage table, you'll need to make sure the back is exposed down to the sacrum. A good indicator of if you're at the right place is by looking for the sacral dimples toward the end of the spine.



## 10. Don't Change the Technique

Stick to what works. This technique is a powerful and unique experience. It shouldn't be changed or combined with any other modalities: using hot towels, smelling essential oils directly from the bottle, or having a diffuser running. This can cause someone to go from feeling great after the technique to feeling overwhelmed. This technique uses the right movements and right amount of essential oil to achieve optimal results—adding anything can negatively affect the overall experience.

## 11. Use Fractionated Coconut Oil Correctly

When sensitivity occurs or to facilitate ease of movement on the skin, use Fractionated Coconut Oil. But before you apply Fractionated Coconut Oil to the body, make sure to complete the movements of the essential oil step you're on. Simply put a few drops on the palm of your hand, and then apply it directly to the area of need.

### NOTES:

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## The AromaTouch Technique®

### Step 1: dōTERRA Balance®

1. Begin with the **Oil Introduction**. Maintain contact with the recipient for the entire technique.
2. Move into performing **Three Clockwise Palm Circles**.
3. Spread your hands along the spine to the crown and base of the sacrum. Hold for three to five deep breaths before moving on.

### Step 2: Lavender

1. Without losing contact with the recipient, perform the **Oil Introduction**.
2. Do the **Alternating Palm Slide**.
3. Begin the **Five-Zone Activation**.
4. Perform **Auricular Stress Reduction**.

### Step 3: Tea Tree

1. Without losing contact with the recipient, perform the **Oil Introduction**.
2. Move to the **Alternating Palm Slide**.
3. From the crown of the head, begin the **Five-Zone Activation**.

### Step 4: dōTERRA On Guard®

1. Without losing contact with the recipient, perform the **Oil Introduction**.
2. Do the **Alternating Palm Slide**.
3. Perform the **Five-Zone Activation**.
4. Move to the **Thumb Walk**.

### Step 5: AromaTouch®

1. Without losing contact with the recipient, perform the **Oil Introduction**.
2. Move to the **Alternating Palm Slide**.
3. Perform the **Five-Zone Activation**.

### Step 6: Deep Blue®

1. Without losing contact with the recipient, perform the **Oil Introduction**.
2. Do the **Alternating Palm Slide**.
3. Perform the **Five-Zone Activation**.
4. Move to the **Thumb Walk**.

### Step 7: Wild Orange and Peppermint (Feet)

1. Perform the **Oil Introduction** (foot) while maintaining contact. Apply Wild Orange first, and then Peppermint.
2. Begin the **Three-Region Foot Activation**.
3. Perform the **Five-Zone Foot Activation**.
4. Move to the **Five-Zone Tissue Pull**.
5. Repeat Steps 1–4 for the opposite foot.

### Step 8: Wild Orange and Peppermint

1. Without losing contact with the recipient, perform the **Oil Introduction**. Apply Wild Orange first, and then Peppermint.
2. Do the **Alternating Palm Slide** on the side of the back opposite of you.
3. Move to performing **Three Clockwise Palm Circles** on the same side you started on at the beginning of the technique.

### Step 9:

1. Finish by performing the **Lymphatic Movement** two to three times or for about 15 to 30 seconds.



# THE AROMATOUCH TECHNIQUE® STUDY

Since the AromaTouch Technique was created in 2009, providers and recipients of the technique have expressed feelings of reduced stress, increased relaxation, and improved sense of well-being. In 2018, the dōTERRA® Science team decided to put it to the test. Literally.

## What Was the Purpose of the Study?

We wanted to explore the immediate and lasting benefits of the technique in a systematic and controlled way. The AromaTouch Technique® was designed to promote homeostasis and relaxation, reduce stress, and support overall well-being, so we created a study to measure and test biomarkers related to these areas.

## How Did It Work?

Anytime a clinical study or trial is performed, it's important to make sure the results are duplicable and significant. Care was taken to fulfill all the requirements of a legitimate clinical study.

Here's how the study worked: participants received the AromaTouch Technique® two times a week for three weeks—administered by two alternating therapists. The study included a control group, who received the AromaTouch Technique with only Fractionated Coconut Oil and none of the eight selected essential oils. Researchers took precautions, filling the room with the aroma of essential oils and putting bottles in a visible place on the counter to ensure a placebo effect.

The non-control group received the full technique, using all eight AromaTouch Technique essential oils.

## What Was Measured?

To understand the effects of the technique, researchers measured heart rate, blood pressure, and mean arterial pressure. They also took saliva samples, which were analyzed for cortisol (a stress hormone) and other biomarkers of health. The participants filled out a subjective questionnaire to indicate their current state of mind. These measurements helped the researchers understand the effects the AromaTouch Technique® had on participants physically, mentally, and emotionally.

## What Were the Results?

Following this study, several significant benefits were found in the treatment group, compared to the control group.

The treatment group—the group that received the full AromaTouch Technique® with all eight essential oils—was found to have lower heart rates, lower self-reported anxiety levels, lower stress markers, and lower inflammatory markers when compared to the control group. Additionally, this group felt these effects even 24 hours later, which shows that the AromaTouch Technique can provide prolonged support to the body.



# THE AROMATOUGH TECHNIQUE® AND THE WELLNESS PYRAMID

## The Wellness Pyramid



The dōTERRA® Wellness Pyramid represents the various aspects that factor into living a healthy lifestyle. As you can see, everything is built on a foundation of eating right. Health begins with putting nutritious foods—the right kind of fuel—in your body. Next is exercise. Building on eating right and exercise, you need to rest and manage stress. Getting plenty of deep, restful sleep is vital to optimal wellness and vitality. After that is reducing toxic load. These four areas comprise the main components of a healthy lifestyle. They're the foundation upon which healthcare becomes truly life-changing.

The last two levels of the Wellness Pyramid are informed self-care and proactive medical care. Informed self-care includes things you do to support yourself when you aren't feeling your best, while proactive medical care refers to the healthcare that happens with your physician.

You may be wondering what this all has to do with the AromaTouch Technique®. The technique actually directly impacts several sections of the Wellness Pyramid, including resting and managing stress, reducing toxic load, and participating in informed self-care. Let's dive into how understanding and implementing the AromaTouch Technique can help you reach success in these key areas.

## Resting and Managing Stress

Remember at the beginning of the course when we learned about the power of touch? We delved into how touch can be useful for releasing oxytocin, a stress-reducing hormone. Not only does the AromaTouch Technique® help you to manage stressful feelings, but—as you'll also remember—the power of touch plays a major role in creating a positive emotional response. Combining the touch of the technique with the powerful benefits of Lavender essential oil and dōTERRA Balance® helps to break the cycle of unrest. If you experience the technique regularly, it'll help you consistently lower your stress levels and maintain overall wellness.



## Reducing Toxic Load

We're constantly exposed to toxins from a variety of sources, including our environments, personal care products, household products, and more. The accumulation of these toxins and chemicals in the body is referred to as toxic load. While your body has built-in protections and filters to help you manage everyday toxins, if your toxic load becomes too burdensome for your body to handle properly and efficiently, it can have seriously detrimental effects on health.

Because of this constant exposure to toxicity, it's important to support and develop the body's natural resilience. Taking the body through the whole process of the AromaTouch Technique® allows you to reach that desired resiliency, combating toxicity and its effects.

## Informed Self-Care

When used in tandem with preventative care, the AromaTouch Technique® can provide lasting calming effects. The technique isn't just meant to help the recipient feel calm, peaceful, and centered for only a few moments. The goal is to help anyone who receives the technique to experience calming effects that reach beyond the session. With relaxing, soothing, and supporting essential oils and movements designed to reset the body, the AromaTouch Technique serves as an effective way to focus on self-care, helping to reset both body and mind, while also promoting long-lasting benefits

*How does the AromaTouch Technique relate to the Wellness Pyramid?*

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# BUILDING YOUR BUSINESS WITH THE AROMATOUCH TECHNIQUE

## Live

Now that you've learned how to perform the AromaTouch Technique®, the science behind it, and the positive effects it can have on anyone, it's time to discover the benefits of using the technique in your day-to-day life. During this course, we've discussed how the AromaTouch Technique is a positive experience for both the giver and the receiver. As you make room for the technique in your wellness routine and the routines of those you care for, you'll notice significant changes. And who wouldn't want these benefits for their loved ones?

Once you witness the positive impact that the AromaTouch Technique has on the lives of all it touches, you'll feel increased confidence in your use of essential oils. You'll also feel empowered to lift the people around you with pure, natural solutions and have the skills to show exactly how to do it.

## Using the AromaTouch Technique in Your Life

Like anything in life, you won't perform the AromaTouch Technique regularly unless you make time for it. Set aside time each week to both give and receive the technique. When you're scheduling time for the AromaTouch Technique, ask yourself these questions:

- Where will I perform (or receive) the technique?
- Do I have a dedicated space in my home that provides enough room?  
Will it be quiet and uninterrupted?
- When will I perform (or receive) the technique?
- Did I give myself enough time to provide a proper technique?

Here are some ideas for how you can make the AromaTouch Technique a part of your dōTERRA® lifestyle:

- If you have children, assign each child a day of the week to receive the AromaTouch Technique.
- If you have a spouse or significant other, plan a day where you can give the AromaTouch Technique to each other.
- Offer the technique to a friend who could benefit from it.

These ideas can help you start incorporating the technique into your life, but the possibilities are endless. As you're consistent in using and receiving the technique, you're sure to notice wonderful benefits for yourself and your loved ones.

*How do you plan to use the AromaTouch Technique in your personal life?*

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## Share

There's power in sharing essential oils with others, which makes the AromaTouch Technique® an amazing way to share dōTERRA®. The technique produces a culture of caring for the people around us. It's one of the most effective ways to introduce someone to essential oils. It's effective and safe, allowing you to use it with confidence. The technique also provides an impactful essential oil experience that many have never had before.

### Sharing the AromaTouch Technique to Help Others

Here are some tips to help you get started sharing the AromaTouch Technique and making a difference in the lives of others.

- Set a weekly goal for how many people you'd like to share the AromaTouch Technique with. Doing this can help you be motivated and consistent.
- Take some time to identify people in your life that you feel could benefit from the AromaTouch Technique. Come up with a list of people you could contact, and then invite them to schedule an appointment with you.
- After you've given someone an AromaTouch Technique, take a moment for some quality time with them. You can use this time to answer any questions they may have.

### Sharing the AromaTouch Technique to Introduce dōTERRA

The AromaTouch Technique can also be an effective tool for introducing individuals to dōTERRA. Here are some ideas for using the technique to introduce what dōTERRA has to offer:

- Create gift certificates for a free AromaTouch Technique session and 15-minute consultation. This will allow interested people to experience the power of essential oils for themselves, while also giving you time to answer questions and share more about dōTERRA.
- Post on your social media that you just learned an amazing way to use essential oils and would like to practice the AromaTouch Technique for free on the first five people who comment. You may be surprised at who's interested in experiencing the technique and learning more about essential oils!
- If some people aren't comfortable with receiving the full technique, offer to perform the AromaTouch Hand Technique. This will help them learn what to expect while receiving an essential oil experience. You can learn how to perform the hand technique [here](#).

We look forward to hearing about your experiences sharing the AromaTouch Technique to help others and introduce them to dōTERRA. Share your stories with us by emailing [\[insert email\]](#)!

*How do you plan to share the AromaTouch Technique with others?*

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## Build

From Oils 101 classes to Diamond Club, you have so many ways to build your dōTERRA® business. Now that you've learned the AromaTouch Technique®, you can add it to your toolkit as another way to build your business. The AromaTouch Technique is a fantastic way of supporting and building up your team.

### How to Share with People on Your Team

Here are some ways to use what you've learned to build your business:

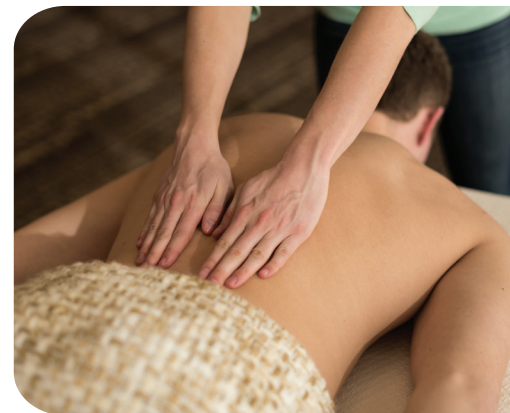
#### 1. Teach an AromaTouch® demonstration class.

All you need for a demonstration class is:

- A massage table
- A volunteer to perform the AromaTouch Technique on
- An AromaTouch Technique Kit
- People you want to share the AromaTouch Technique with

In this class, you can discuss the following:

- The benefits that both receiver and giver experience through the technique
- How this technique is different than a normal massage
- How the technique is specific to dōTERRA and about the selected essential oils



After some discussion, you can show the class the full technique—or perhaps just a few of the movements, depending on how much time you have. For those interested in learning the technique themselves, direct them to this online certification for official training in the AromaTouch Technique.

#### 2. Teach your leaders to use the AromaTouch Technique to build their businesses.

Introduce your leaders to this online certification and explain what kind of material they can expect from this course. Share with them some of the benefits of taking the course. For example, by completing this certification:

- They'll feel more confident when it comes to teaching about the AromaTouch essential oils and sharing products through the AromaTouch Technique.
- They'll be able to use their own experiences with the online course to help others become excited about learning the AromaTouch Technique themselves.
- They'll be empowered, along with their team members, with a new and powerful way of building their businesses.

Incorporating the AromaTouch Technique into your businesses will improve your ability to share essential oils with others, solidify your knowledge of dōTERRA and its products, and so much more.

*If you are building a dōTERRA business, how do you plan to use the AromaTouch Technique to help you build?*

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# CONCLUSION

## What Now?

As you begin lifting others with the AromaTouch Technique®, there are a few resources that will help you keep your new knowledge fresh and up to date.

First, sign up for the monthly AromaTouch Technique newsletter for the latest information on events, business-building tips, and stories from other AromaTouch Advocates.

You can also join us online! Follow us on Instagram @doterra\_att and on Facebook by searching "AromaTouch Technique."

## Congratulations!

Congratulations on becoming an AromaTouch advocate! I hope you enjoyed the course.

Before saying goodbye, I'd like to remind you of the challenge I issued at the start. In the next week, schedule a minimum of three AromaTouch Technique® appointments. Doing so will help solidify what you've learned and allow you to confidently provide this technique to others going forward. Plus, it makes a great gift for others or team members. Three may seem like a lot for one week, but that's why it's called a challenge. You can schedule even more appointments if you're able! The best way to master what you learned is to do it again and again until it becomes second nature. And remember, if you ever want a refresher on what you've learned in this course, you can always come back and rewatch any of the sections.

I'd like to leave you with a parting thought: in all we do, in all we learn, let us not forget our responsibility to help others.

I wish you the best as you continue your journey, bringing hope and happiness to the world. May the AromaTouch Technique help you build deeper connections with your loved ones and your community.

*What are you going to do to rise to Dr. Hill's challenge of scheduling at least three AromaTouch Technique appointments in the next week? Write down a few names of people you think might be interested in receiving the AromaTouch Technique from you and when you are going to contact them.*

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# HOW TO PERFORM THE AROMATOUGH HAND TECHNIQUE

The full AromaTouch Technique is one of the most effective ways to use essential oils on the body, but you may not always have the proper time and notice needed to perform the full technique on someone. This simple hand technique still offers many benefits and can be done at almost any time, any place!

It takes approximately 2–5 minutes to perform the AromaTouch technique on each hand, which amounts to about 5–10 minutes total. While the AromaTouch Hand Technique is quick and simple, it can provide a big impact.

## Choose Your Oil

Before beginning the technique, choose which oil you will use. Below is a list of a few oils we recommend, but other oils or blends can also be used.

- Frankincense
- Peppermint
- Lavender
- dōTERRA Balance®
- Elevation®
- dōTERRA On Guard®
- dōTERRA Serenity®



## Five Movements

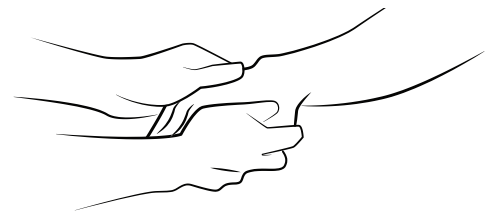
### 1. Oil Introduction

The first movement of the hand technique is the oil introduction. Take the recipient's hand in yours with their palm open and facing upward. Place one to three drops of essential oil into their palm and spread it evenly into their hand.



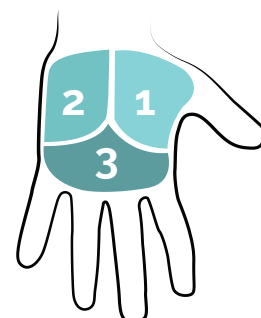
### 2. Dorsum Tissue Stretch

Turn the recipient's hand over, gripping it in both of your hands with your thumbs resting on top of the dorsum (back) of their hand. Use your thumbs to stretch the dorsum tissue moving from the inside out and from the wrist to the base of the fingers.



### 3. Regional Tissue Pull

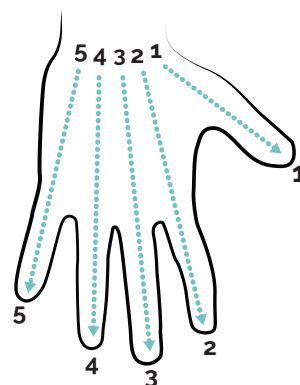
With the recipient's palm facing upward again and their hand resting in both of yours, use your thumbs to methodically work through the three regions of the hand you see below. Begin with region one, using medium pressure, and continue until you've worked through the entire surface area of each of the hand's three regions.



#### 4. Pinpoint Zone Activation

Next, use your thumbs to work through each of the hand's five zones, which can be seen below. Beginning in zone one, place your thumbs at the top of the recipient's hand close to the wrist and use your thumbs to work down the zone to the fingertip. Your thumbs should alternate using medium pressure in a pinpoint style down through the zone. Choose a lead thumb and follow thumb for this step and make sure the follow thumb is always behind the lead thumb.

Repeat this movement three times in each of the five zones.

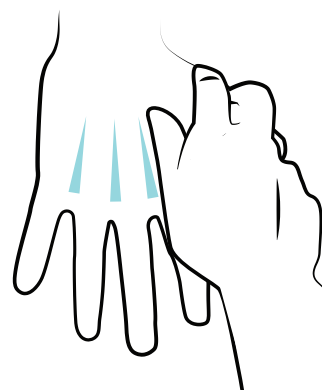


#### 5. Inter-Phalangeal Pull

Lastly, with the recipient's palm still facing up, gently grip and support their wrist with one of your hands. With your other hand, stretch the tissue located between fingers away from the hand by gripping and sliding the tissue between your thumb and forefinger. For this movement, use light pressure and fluid motion.

Repeat this pulling movement three times between each of the fingers.

*When finished, repeat the same five steps on the recipient's other hand.*



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