

How to Approach Anyone Anywhere

Distributor: “Have you ever heard of the Chi Machine or HotHouse?”

Customer: “No, what’s that?”

Distributor: “It’s a medical device that increases your *oxygen, energy, and circulation* in your body in 5 minutes, Guaranteed! May I ask you a couple of questions to see if these medical devices are of any interest to you?”

Customer: “Yes you may.”

Distributor: “Do you have any problems with:

- Lack of exercise or bad circulation
- Tired or sore muscles
- Poor digestion, constipation
- Arthritis, back pain, bone spurs
- Nervousness, general pain, insomnia, stress
- Asthma and Allergies
- Period pains, low energy, depression, chronic conditions or overweight

“Did you hear any conditions that challenge your health?”

Customer: “Yes, I have problems with symptom, symptom, etc.”

Distributor: Try to get them to give you more details on the above symptoms, as to how long they’ve had the condition, how it affects and interferes with their lives, etc. Empathize with them.

“Would you like to see if we could reduce or eliminate those problems?”

Customer: “Yes, that would be great.”

Distributor: “May I send you some literature to read about how others with similar symptoms have found relief? Or Would you prefer to watch a DVD or 3-Way them to one of the conference calls that is available 24/7/365. Check HTE’s Website for numbers. *

Customer: “Yes, I would like to read about your medical devices.”

Distributor: “After you’ve read about them, and would like to experience these incredible medical devices for yourself, I’ll be able to arrange that for you. I’m sure you will have questions after you read the literature. May I set a time that will be good for both of us, so that I can answer your questions. Would _____ or _____ be a good time for you?”

Customer: “Yes, _____ will be good for me.” “I’m looking forward to reading your literature. But how much does it cost?”

Distributor: “May I ask you a question?”

Customer: “Yes.”

Distributor: “If these medical devices were \$10.00 and they didn’t help you, it would be to expensive, right?”

Customer: “Yes.”

Distributor: “If these medical devices were \$10,000 and they took care of all your health challenges, it would be cheap right?”

Customer: “Yes.”

Distributor: “Well, the amount is in between but it doesn’t cost you anything to read or try them and you might just loose your problems. I’ll put the info in the mail today and I look forward to answering your questions about these amazing medical devices!”

*Please note, as time goes on, there are more options of delivering information to individuals – i.e. websites, email, etc.