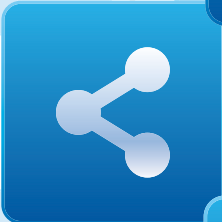


LIFEWAVE®

# SUCCESS MADE SIMPLE

7 DAYS TO YOUR FIRST  
LIFEWAVE DEMONSTRATION



# 7 Days to Your First LifeWave Demonstration

Starting your own business can be simple, straightforward, and fun! This easy-to-follow Success Made Simple Guide is designed to help you begin strong and achieve your first goal with LifeWave in just 7 days. LifeWave makes your first goal easily achievable because it's focused on a single objective: sharing with others your personal experience with LifeWave products.


Now all you have to do is follow the steps provided, and you'll already be on the path to success.

## LIFEWAVE CORPORATE:

**MAIN WEBSITE:** lifewave.com  
**TRAINING WEBSITE:** lifewavetraining.com

**UNITED STATES CUSTOMER SERVICE:**  
8:30am – 5:30pm (PST) / Monday — Friday  
**TEL:** +1(866) 202-0065  
**FAX:** +1(858) 459-9876  
**EMAIL:** customerservice@lifewave.com

**EUROPE CUSTOMER SERVICE:**  
9:00am – 5:30pm (GMT) / Monday — Friday  
**TEL:** +353 91 874 600  
**FAX:** +353 91 874 655  
**EMAIL:** customerserviceeu@lifewave.com

**FACEBOOK:**  facebook.com/LifeWaveHQ  
**TWITTER:**  twitter.com/LifeWaveNews  
**LINKEDIN:**  linkedin.com/company/lifewave-inc  
**GOOGLE+:**  plus.google.com/+LifeWave  
**PINTEREST:**  pinterest.com/lifewavecorp/  
**INSTAGRAM:**  User name- LifeWaveCorporate

## LIST/SCHEDULE OF FIRST WEEK'S ACTIVITIES:

- SUNDAY:** Create list of 25 potential prospects.
- MONDAY:** Send prospects information and invite them to your demonstration.
- TUESDAY:** **Opportunity Call**  
6:00pm-6:30pm PST  
(832) 225-5052  
**PIN:** 952015#
- WEDNESDAY:** Study LifeWave website, literature and Back Office materials.
- THURSDAY:** Follow up with the people you invited to confirm their attendance.
- FRIDAY:** Prepare & setup for your demonstration.
- SATURDAY:** **Host your first LifeWave demonstration!**

**MY DISTRIBUTOR #:**

**MY URL:** lifewave.com/

## MY SPONSOR:

**NAME:**

**PHONE/EMAIL:**

## GOALS:

**MY 7-DAY LIFEWAVE GOAL IS:** to host a LifeWave demonstration!

**MY 30-DAY LIFEWAVE GOAL IS:**

**MY 90-DAY LIFEWAVE GOAL IS:**

**MY WHY**—The reason I chose the LifeWave Business Opportunity:

- I want to make more money
- I want to have more free time
- I want to help people live a better quality of life
- I want to make a difference in the world
- I want to be my own boss
- I want to help lead other people to success
- I want to be a part of a company that values & supports me

# 5 Easy Steps to Planning Your First LifeWave Demonstration

1

## Create Your List

Who are the 25 people you know the best?

Who would be interested in earning extra money?

Who is as passionate about health and wellness as you are?



2

## Schedule Your LifeWave Demonstration

Work with your sponsor to pick a date 4-7 days from now: \_\_\_\_\_

**TIP:** Weekends may work best for most people!

3

## Send Each Prospect An Invitation and Information About LifeWave Products

Before the actual demonstration takes place, send each guest an invitation as well as a link to the LifeWave website where they can familiarize themselves with LifeWave products, the Business Opportunity, and watch the Business Opportunity video.

4

## Follow Up and Promote Your Demonstration!

Call each person you invited and confirm their attendance.

**Use social media** (Facebook, Twitter, Google+, etc.) to promote your demonstration and invite *even more* people to attend.

Create a Facebook event posting and invite all of your friends!

Send an email or text an invite to everyone you know.

5

## Prepare For Your Demonstration

Have everything set up and prepared a few days before the demonstration takes place.

Have product ready and available for people to try.

Download the Business Opportunity PowerPoint for your presentation. You'll find this in your Back Office.

You and your Sponsor practice a run through of your presentation for a better organized demonstration.

Practice how to demonstrate the products.

# Host Your LifeWave Demonstration, and Have Fun!

# My Contact List:

People I know and others who may be interested in health and wellness products:

*(i.e., Friends, family, co-workers, personal trainers, nutritionists, entrepreneurs, neighbors, gym friends.)*



NAME:	PRESENTATION DATE:	FOLLOW-UP:
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____
11. _____	_____	_____
12. _____	_____	_____
13. _____	_____	_____
14. _____	_____	_____
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19. _____	_____	_____
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21. _____	_____	_____
22. _____	_____	_____
23. _____	_____	_____
24. _____	_____	_____
25. _____	_____	_____

**TIP:** Ask each person you contact if they know of other people who may be interested in attending your demonstration as well. You can either contact those people yourself or ask the other person to invite them along. This is a wonderful way to accumulate more leads!

# Script Examples for Inviting People to Your Demonstration



## Phone call:

Hi, (insert name). This is (insert your name).

I'm calling because something remarkable has happened to me, and I wanted to share it with you. I don't have a lot of time, but I thought you might be interested in knowing...

**TIP:** Smile when you're talking! Since you're on the phone, and the person you're talking to can't see your facial expression, smiling will help you sound more excited, happy and friendly.

## Examples:

### ICEWAVE

....about a product that brought me fast pain relief – the safe and natural way, without the use of a pharmaceutical drug. I feel absolutely terrific! I can't wait to tell you about how easy and convenient the IceWave patches are to use.

I'm going to send you an email with a link to a video I would like you to watch. Also, I was so excited about the results I experienced that I am having a get together this (insert day/time), and I wanted to invite you. I'll put you down as a yes plus a few guests.

**TIP:** Keep the phone call short. Mention right at the beginning that you don't have much time. This will help the person you're talking to be more open to hearing what you have to say since they know the call won't take a lot of their time.

# Script Examples for Inviting People to Your Demonstration Continued...



## Email:

### SILENT NIGHTS

Dear (insert name),

Just a quick email about something incredible that happened to me the other day! As you know, for years, I've had difficulty getting a good night's sleep, and these problems have affected my overall health. But I recently got introduced to an amazing system of health products that are not only easy to use but has given me the best nights of sound sleep in years – with no pharmaceutical drugs or pills to take! I'm so excited about this product that I want to share more information about it with you and other friends. Why? Because the next time you need a restful night's sleep, I want you to be just as amazed as I am with the results after wearing these incredible patches! I'm holding a get-together for everyone at my house (insert day/time) to tell more. I'm looking forward to seeing you then!

### ICEWAVE

Dear (insert name),

Just a quick note about something amazing that happened to me the other day! As you know, I've suffered from terrible pain for years, but I recently tried an incredible product that took my pain away completely within minutes—and it's not a pharmaceutical drug! I'm so excited about this product that I want to share more information about it with you and other friends. Why? Because the next time you need quick pain relief, I want you to be just as amazed as I was with the results after wearing these incredible patches! I'm holding a get-together for everyone at my house (insert day/time) to tell more. I'm looking forward to seeing you then!

Thanks!

## Text message:

Hello! I want to invite you to a get-together I'm having on \_\_\_\_\_. I just had an incredible experience that I want to share with all my friends and family. Looking forward to seeing you, and come prepared to be amazed!

**TIP:** You can follow up a call, email or text a couple of days later with another call, email or text. Simply ask if they received your message and re-invite them to your demonstration. Emphasize how fun it will be! If they can't come, ask if you can send them more information on what you experienced since they have to miss out on hearing your story.



# 5 Steps to Hosting A Successful LifeWave Demonstration!

## List of Needs:

- LifeWave product
- Computer
- Internet connection
- Product for resale
- Business Opportunity PowerPoint
- Download Business Opportunity video
- Enrollment forms
- Compensation Plan brochure
- Company brochures
- Team members to share testimonials

**TIP:** Keep the demonstration duration to 45 minutes or less to keep people's interest!



1

## Introduction and Thank You

Open by having you and your Sponsor thank your guests for coming and sharing your own personal testimonials with LifeWave.

2

## Show Business Opportunity Video

Video is a powerful tool to capture people's attention right at the beginning of a presentation. This video is available for download in your Back Office.

3

## Demonstrate Product and Share Testimonials

For example, if demonstrating IceWave, patch a guest for pain relief. Let this guest share his or her testimonial right after getting patched.

Since our products are designed to go to work immediately, have your guests share their experience after about ten minutes. A high percentage of people will experience feelings of increased health benefits within minutes.

4

## Have Your Sponsor Present the Business Opportunity PowerPoint

Your Sponsor can present the PowerPoint using a computer. If you don't have access to a computer, create a "pitch book" by simply printing off the PowerPoint and placing copies in binders for your guests.

5

## Enroll Guests as LifeWave Members!

Present the Diamond, Platinum and Gold enrollment packages. Ask your guests to choose which enrollment package they are interested in.

# Checklist For Your First 7 Days With LifeWave

## Have you...

- Set your 30 and 90-day goals?
- Stated your "My Why" for choosing the LifeWave Business Opportunity?
- Created your LifeWave product demonstration invite list?
- Scheduled a date and time for your demonstration?
- Sent each prospect a demonstration invite?
- Sent each prospect a link to [www.lifewave.com](http://www.lifewave.com)?
- Followed up to make sure each person will attend?
- Promoted your demonstration on social media?
- Downloaded the Business Opportunity PowerPoint presentation?
- Downloaded the Business Opportunity video?
- Practiced a run through of your demonstration?
- Set up for your demonstration?
- Printed the pay plan brochure?
- Printed enrollment forms?



## LifeWave Facts

- An established company since 2004
- Member of the Direct Selling Association (DSA)
- Listed in 2009, 2010 and 2011 on Inc. Magazine's list of Fastest Growing Private Companies
- Olympic & professional athlete endorsers
- Multiple order fulfillment centers that service over 100 countries worldwide
- Products backed by solid research and over 70 clinical studies
- Endorsement of Suzanne Somers, prominent health advocate, celebrity and best-selling author
- The highest payouts of commissions in all of network marketing
- Technology and products recommended by healthcare practitioners across the globe
- Exclusive, patent-pending health technologies
- Products capable of demonstrating real and immediate results

