

## Lifewave-3 STEP RECIPE

### INTROS:

IF AN INTRO is NOT needed,  
go to STEP # 1 “what have you heard?”

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#### INTRO #1:

Are you in to your health?

#### INTRO #2:

Hey, I have something important to ask you, but we haven't caught up in a LONG TIME (or a few weeks).

Let's catch up first... What's been going on with you?

#### Intro #2:

Hey, (Name) I really want you to know how much you mean to me, and the RESPECT I have for you. I have something really important I would like to share. I'm nervous and probably going to stumble through it, but it's TOO important, not to share.

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### STEP #1 & 2

What have you HEARD recently about stem cells??

\*LISTEN\* ZIP It!

So you haven't heard about the latest breakthrough?

I FINALLY FOUND something life changing.

Grab your phone or tablet.

Go to:

[www.whathaveyouheard.com](http://www.whathaveyouheard.com)

### INSTRUCT THEM:

“Scroll down to the “Before/After” pictures. Do you see them? Find the woman with the black glasses. The one that looks like mother & daughter. Can you believe she had fast growing cells?

YES, that's the same woman!

Do you see the dead fingertip ?!?. The surgeon did not want to re-attach it !

Ok, stop looking at the pictures. Do you see the 2 min video below?

- { VERY IMPORTANT to say this } :

After that video ends, I'll give you the LAST THING YOU NEED to answer MOST of your questions.

- { IMPORTANT NOTE: once the 2 min video ends:  
YOU REMAIN SILENT UNTIL THEY ASK A QUESTION!! }

REPLY:

"That's a GREAT question.

Grab a NOTEPAD. You're going to have EVEN MORE questions (like I did) after you watch one of those videos below. It will explain ALMOST everything and then we'll answer ALL your questions.

When do you want to get those questions answered, TONIGHT or TOMORROW?

(they say: "tomorrow")

ok, tomorrow at 5:00 or 7:00?

(they say: 7:00)

Oh by the way ... because I don't have all the answers, I'm going to have a friend on STANDBY, who will be able to answer them... that way we'll both get to learn together! Isn't that cool??

If you like what you see, I'll show you how to get it WHOLESALE.

{IMPORTANT}

If they ask,

"How much is it?"

Reply:

"It's less than \$3.50 a day and THERE ARE 5 WAYS to buy it wholesale.. we'll go over that after you finish the video."

STEP #3

Answer their questions and enroll with a wholesale pack via ZOOM, 3-way call or (last resort: paper order form)

\*{VERY IMPORTANT} :

They MUST watch a testimony video BEFORE STEP #3.  
Period. THIS IS VITAL TO THE PROCESS.

\*NOTE

MOST EFFECTIVE:

- ideally, have someone else answer their questions.
  - Zoom video call for Step #3
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## QUESTIONS • HESITATIONS

### \*NOTE:

IF someone REFUSES to watch a testimony or refuses Step #3

They may say something like:

“I don’t need to be SOLD!!”

“I don’t need to speak to anyone, I just want to TRY IT and order them RIGHT NOW !!”

### \*Reply by ASKING:

“Would you like to know how to USE these patches, so they ACTUALLY WORK for you?? ... or do you simply want to ‘shoot in the dark’ and ‘wing it’ ??”

“Ok, THAT’S the purpose of the testimony (or the step #3 zoom)

### \*NOTE:

If they say:

“Just send me your link, so I can sign up”

### \*Reply:

“A wholesale account holder must set up your wholesale account”  
( this is our community standard)

### \*NOTE:

If they say:

“I just want to be a customer”

### \*Reply:

“Would you like to get it wholesale, at the EXACT same price as me, with no obligation?”

NOTE: If you are uncomfortable with follow-up

RELPLY: I know that diligent follow up is often uncomfortable for most people, but what makes me more uncomfortable is the potential of you falling through the cracks and not getting answers to the questions you originally wanted answers to. Would you be ok to have some of them answered now?