

MANAGING X39 EXPECTATIONS

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Kai's talk transcribed by Patty Levesque

Follow up after someone watches the 3-minute video or after one of the webinars.

ASK TWO QUESTIONS

► ***What did you like BEST about what you saw or heard?***

- Whatever they tell you, write it down – that's their hot button or trigger – 'oh my knee really hurts – write down knee. Repeat back to them what they said – this let's them know they were heard

The Million Dollar Question

► ***I know you only listened to a short video or webinar. But I'd like to take our resonance or take temperature*** (whatever word you use).

On a scale of 1 to 10, how would you rate your level of interest?

- If they are 7 or better you move forward - with a 3 way call, if needed
- 3-way calls are only done with 7's & better
- If they are 6 and below – leave the door open. Offer another video. Tell them your contact info is there and to call if they have questions.

X39 Patch Samples: What to say

- *The sample is not a sample to see if it works or not.*
- *This sample is for you to see what it looks like, feels like and to experience it. For example, it doesn't pull your hair*
- *The real sample or real trial is when you buy a month's supply and use it for a month yourself*
- *This trial has an unconditional 30-day moneyback guarantee*
- *Stem cells take time to regenerate as they replace those damaged cells*
- *It's a process*
- *It's not something like an aspirin that gets rid of your headache right away*
- *It took a long time for that area that got damaged that you are working on. It's going to take time for it to repair as the new cells are created and get re-instated*
- *That's why we suggest you buy the 30-day trial*