

# 1. CONNECT Heart to Heart

(Say to Self)

**We're going to connect.  
They're going to love this.  
They're going to think  
it's the best thing ever.  
We're going to 'walk away'  
with at least having had  
a great conversation.**

~ Jessica Higdon

(By Phone)

**Did I catch you  
at a good time?**

## 2. PIQUE INTEREST

- This may or not be for you...
- Just out of curiosity...
- What do you know about...
- I've recently learned about...

- Who do you know who...
- What do you know about stem cells?
- Is there one thing about your health you'd like to change?
- Just imagine if...

### 3. POINT TO A TOOL

(Which would be best for this person?)



**A Video?**

-Sent from LiveWaveNOW

**A Website?**

-LiveYounger.com/username

-LiveYoungerSports.com

-CopperPeptideBreakthrough.com

Would it be okay if I sent you a...

## 4. FOLLOW-UP

What did you like best about...

Who else do you know who could benefit from LifeWave?

Do you have any questions for me?

Sounds like you're ready to move forward!

(If not, ASK)

What else do you need to know to make an informed decision?

## 5. ENROLL

(Note to Self)  
**I always do what's  
best for the person  
I'm enrolling.  
Discuss the options.**

**Will you be using the patches  
just for yourself and family?**  
(Customer)

**Or will you be sharing  
them with others?**  
(Brand Partner)