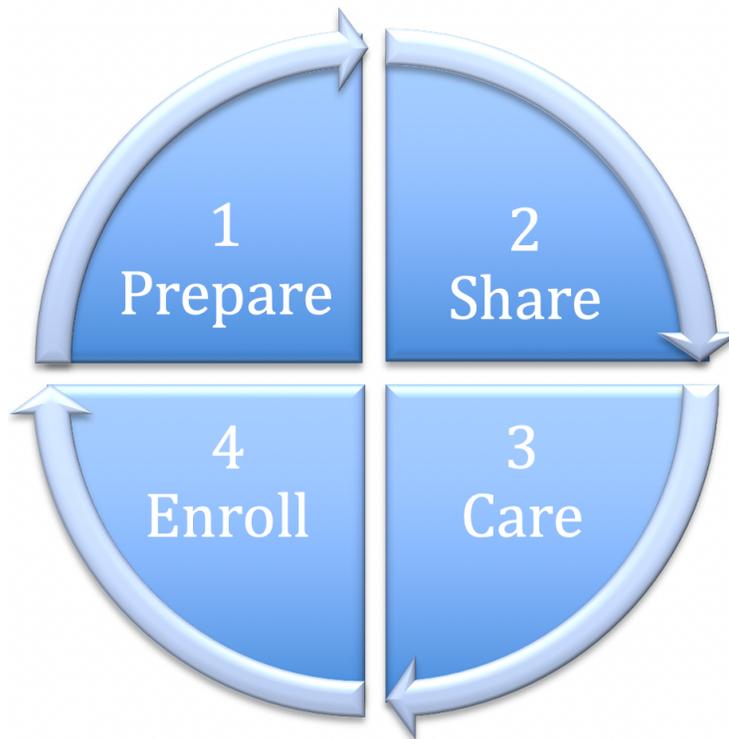




Getting Started Guidebook

Based on our Simple 4-Step
Proven Plan of Action



PRACTICE, LEARN and TEACH these 4 Simple Action Steps
and Success can truly be Yours!

SUCCESS TIP: *Success is not Magical. It's Mathematical!*

Welcome!

Congratulations on your decision to join LifeWave and our expanding LiveYounger Community.

You are now in business for yourself but not by yourself. There is valuable training and support readily available from the company, your upline support team, and our LiveYounger Community.

In conjunction with the tools, trainings and events provided by LifeWave Corporate, our LiveYounger SUCCESS SYSTEM also includes weekly conference calls, webinars, Facebook groups, presentation & training materials and events to ensure your success. Systems easily duplicate...people do not.

This GUIDE is a primary cornerstone of our LiveYounger Success System and is the result of 100's of years of the collective experience and wisdom of many of the industry's top earners and professionals.

It is based on our simple 4-Step PROVEN PLAN OF ACTION (PPA).

I - PREPARE... The First Step in Success

To get off to a good start, take a little time to briefly read and work through the Prepare section of our Getting Started Guide. This is the first step on your journey toward success with LifeWave.

II - SHARE... The Products & Business

Everywhere you go there are people who need and want our products ... and people who need and want our business. Once you have had your own X39 experience and seen and heard the amazing results so many people are having, you'll find talking about X39 and helping people feel, look and live younger will start to come quite naturally.

III - CARE... The Fortune & Friendship are in the Follow-Up

People don't care how much you know, until they know how much you care. You show people you truly care by doing diligent and timely follow-up and by providing enough information for them to make an informed decision that is right for them.

IV - ENROLL... New Customers and Distributors

If you Share & Care enough, people will start asking to purchase your products and join your team... and that's when the fun really begins! Helping people get started on the right path is an important role and responsibility. Our job is to give people enough information to make an informed decision about the best way for them to get started.

We encourage you and those who join your team to plug-in to our simple duplicatable LiveYounger Success System and use the tools we and LifeWave provide.

Once again, a warm welcome to the LifeWave opportunity and to our LiveYounger Community.

Now let's get started!

Your LiveYounger Community and Leadership Team



The First Step in Success

1. WHY Did You Join LifeWave?

Not everyone joins for the same reasons because everyone's DREAMS, WANTS, NEEDS and ASPIRATIONS are not the same. Some join because they are seeking a part-time supplemental income whereas others may be looking for a more serious full-time income. Some may join because they are passionate about sharing our products and mission. We're here to help people feel better, look younger and to lead more joyful, abundant lives. We do this not only with our revolutionary wellness products that tap into the body's natural energy and resiliency but also with a business opportunity that inspires personal and professional fulfillment.

Before you begin charting your personal path to success, the first step is to be clear on your reasons for joining.

1. I am starting my LifeWave business because _____

2. I am most excited about LifeWave because _____

3. Some of my primary skills and background that might help me with my new LifeWave business _____

4. When you have time and money freedom, what would you like to do with your life? _____

SUCCESS TIP: Once you are clear on your reasons for joining, we encourage you to share it with your Upline Support Team so they can better understand and support you.

2. Meet Your Upline Support Team

Once you have taken some time to become clear and you have written down your reasons for joining LifeWave, it's important that you share them with your Sponsor and Upline leaders. This will enable them to better support you in fulfilling your dreams and to assist you in completing the Goal Setting section of this Getting Started Guide

Your Sponsor _____

2nd Upline _____

3rd Upline _____

4th Upline _____

3. Getting Started Checklist

YOUR FIRST 24 HOURS

1. Learn and Practice our 4-Step Proven Plan of Action

- Download** the LiveYounger InTouch App... a powerful and Free marketing tool
- Go To** NittyGritty101.com to Download and Print the GETTING STARTED GUIDE
- Watch** the 40-min GETTING STARTED TRAINING at LiveYoungerGettingStarted.com
- Schedule** a GETTING STARTED SESSION with your Sponsor or Upline leader

2. Explore your websites:

- Primary website: LifeWave.com/UserName (contains opportunity and other product access)
- X39 website: LifeWaveX39.com/UserName (primary focus on X39)
- Training Website: NittyGritty101.com

3. Start Contacting, Inviting and Gifting

- Contact** people to discuss about our Historic Breakthrough in Stem Cell Technology
- Invite them Watch Videos** with your powerful” LifeWave InTouch”
- Offer X39 Gift Samples** (See Gifting Support Options in Appendix)

4. Subscribe to these Newsletters & Text Message Reminders

- Text LiveYounger to 96000 to get text reminders of upcoming LiveYounger Team Webinars & Calls
- Weekly LiveYounger NEWS YOU CAN USE newsletter LiveYoungerNewsletter.com
- Weekly LifeWave News and Updates (Resources section in your Back Office)
- Dr. Nicholas & Dr. Joan’s Dream Team List (email request to drjoan9@gmail.com)

YOUR FIRST 7 DAYS

1. Plug-In To Some of Our Weekly Webinars

For All Distributors

- MONDAY Evening Community Updates & Training ~ 6pm PT, 9pm ET LiveYoungerZOOM.com (346) 248-7799, ID 479-071-423
- SATURDAY Morning Distributor Training ~ 8am PT, 11am ET LiveYoungerZOOM.com (346) 248-7799, ID 479-071-423

Great For Guests

- TUESDAY X39 Info / Doctor Zoom ~ 6pm PT, 9pm ET LiveYoungerZOOM.com
- WEDNESDAY Dr. Nicholas Product Training w/Q&A Noon PT, 3pm ET, (302) 202-1102,,762912#
- 24/7 15-min "Why Life Wave... Why Now” webinar LiveYoungerREPLAY.com

Optional For Distributors & Guests

- MONDAY Morning 20-min Product Chat ~ 8am PT, 11am ET LiveYoungerCHAT.com
- THURSDAY Morning 20-min Business Chat ~ 8am PT, 11am ET LiveYoungerCHAT.com

2. Explore Your LifeWave Back Office

- Go to LifeWave.com =>click Log-In in the upper right corner => enter your User Name and Password
- Become a “happy clicker” and check out the *Resources Section* which very useful
- There are several Corporate social media outlets listed at the bottom of the Back Office

3. **Meet Your Monthly Personal Volume Requirement (PV)**

IMPORTANT: A minimum of 55 PV (Personal Volume) every 31 days ensures that your weekly volume is saved and not flushed and you are eligible to earn commissions. Below are 6 ways to meet PV requirements:

1. **Best Way is Enroll on Autoship:** Product(s) of your choice will be sent to you each month! In your Back Office > Store > Patches > click on the patches you want > select Autoship (not Buy)
2. **Place a Monthly Order:** Just don't forget! Back Office > Store > select the patches you want > Buy
3. **Customer Orders:** Personally enrolled Customer Orders count towards you PV, so if you maintain enough active Customers it will cover your PV requirements
4. **Maintenance Packs:** Cover your monthly PV requirement for either 3 or 6 months and save on shipping. From your Back Office > Store > Maintenance Pack > select the Pack you want
5. **Upgrade Kits:** Great value. From your Back Office > Store > Upgrade Kits.
6. **Purchase of a Diamond Kit or a Diamond Upgrade:** Covers your PV requirement for 14 weeks

4. **Join Our Private Facebook Groups**

- Join our LiveYounger Private FB Group for Distributors in the LiveYounger Community.
 - Be sure you are friends on FB with your Sponsor and ask them to invite you
 - Once you have been invited to join, go to: www.LiveYoungerFB.com
 - Be sure to explore what is available under the Guides and Files sections
- Join our Vibrant Living private FB Group for Prospects and Customers
 - www.facebook.com/groups/581392392412464/

5. **Learn About David Schmidt, Our Patch Technology & GHK-Cu**

- Download the LifeWave X39 Story (Guide) from the LifeWaveX39.com or LifeWave.com home page
- Read about David Schmidt's history and the patch technology, beginning around page 18.
- Learn about the power of GHK-Cu (copper peptide), beginning on page 27.
- Google GHK-Cu and see what you find!

6. **Learn the Compensation Plan Basics**

- 3 Phases of the Compensation Plan (Appendix)
- Compensation Plan and Enhancement Chart (Appendix)
- Compensation Plan Video (NittyGritty101.com)

7. **LiveYounger Team Quick Access URL's**

- NittyGritty101.com – Our Team Training Website
- LiveYoungerGSG.com – Download the Getting Started Guide
- LiveYoungerGettingStarted.com - 40-min 24/7 New Distributor Orientation /Training
- LiveYoungerYOUTUBE.com - Our team's YouTube Channel
- LiveYoungerDOWNLOADS.com - Google Drive with LiveYounger Documents and X39 PowerPoint
- LiveYounger.com - Simple X39 Presentation Site w/ 3-min X39 Video
- LiveYoungerZOOM.com - Mon & Tues evening Zooms
- LiveYoungerCHAT.com - Mon Product Chat & Thurs Business Chat
- LiveYoungerREPLAY.com - 15-min Why LifeWave Why Now Presentation
- LiveYoungerFB.com - Short-cut to our private Facebook Group
- LiveYoungerNewsletter.com – To add people to our weekly newsletter
- WhyLifeWaveWhyNow.com - 11-min Why Life Wave (audio) by Gregory & Robin Blanc Mascari

4. The ABC's of the Business

ATTITUDE ... Develop One Worth Catching!

People can alter their lives by learning to alter and control their Attitudes. In LifeWave, your Attitude is more important than your Aptitude, and ultimately... will determine your Altitude.

SUCCESS TIP: There is little difference in people, but that little difference makes a big difference. And that little difference is attitude. The big difference is if it is positive or negative.

W. Clement Stone, the father of the Positive Mental Attitude movement:

BELIEFS ... Speak Louder Than Words

Belief is the substance that turns your dreams into reality. In this business you must develop a solid well-founded belief in four important areas.

Take a few minutes and rate your current belief level on a 1-10 scale in each of these 4 areas:

1. **Belief in The INDUSTRY** _____

Network marketing is one of the world's fastest growing and richly rewarding professional career paths. More and more companies are relying upon it to more effectively get their goods and services to market.

2. **Belief in The COMPANY** _____

LifeWave is a leading-edge health sciences research and development company ... that strategically chose Network Marketing.

3. **Belief in The PRODUCTS** _____

LifeWave is committed to ongoing research and to stay on the leading edge of with unique, exclusive, patented and scientifically proven breakthrough photo-therapy products.

4. **Belief in YOURSELF** _____

Do you believe in you? This is fundamental to your progress and success. You need to believe you can achieve the goals and objectives that you are going to set for your new LifeWave business.

SUCCESS TIP: What the mind can Conceive and Believe... it can Achieve. Napoleon Hill

COMMITMENT ... Are You Willing to Do Whatever It Takes?

Here are two timeless secrets to fulfilling all your goals and dreams in life... and in LifeWave

1. *Make the commitment that you are willing to do whatever it takes!* Apply this principle to your LifeWave business and you will succeed. With commitment, problems become opportunities for growth and to expand your abilities.
2. *Be here a year from now!* The fruits of success are reserved for those who persist and keep their commitments. Life's greatest rewards are earned by those who demonstrate a determination to act until they achieve their goals.

SUCCESS TIP: Success Depends on Properly Matched Commitments

5. Set Goals for Your New Business

A goal is “a desired result or purpose toward which you are working.” Your mind will not reach toward achievement until it has clear objectives. Goal setting accomplishes three very important things:

1. Goals help you turn dreams into reality. Dreaming is necessary, but most of the time dreams are so vague that you can't get a handle on them. Goals help you turn wandering generalities into meaningful specifics.
2. Goals turn things you want ... into things to do. Map out a specific game plan. Once you decide what it is that you really want, work out a strategy for achieving it. Now you can develop a Daily Plan of Action.
3. Goals help you measure your progress. For example, when you set a goal to talk to four new prospects about your business each day, then you have a clear way to measure your success.

Pursuing worthy goals will help you expand and grow. Overcoming obstacles and achieving goals can give you a deep sense of fulfillment and happiness. However, planning to achieve your goals is not enough! You have to want your goals badly enough that you are willing to do whatever it takes.

1. Income Goals

Monthly within 90-Days _____
A comma in your monthly _____
A comma in your weekly _____
Ultimate monthly income _____

2. Time & Investment Goals

Hours each day _____
Hours each week _____
Initial \$ Investment _____
Monthly \$ Investment _____

3. Activity Goals

New daily contacts _____
New daily samples _____
Daily follow-up calls _____
Weekly New Customers _____
Weekly New Distributors _____
Weekly Calls/Webinars _____

4. Achievement Goals (target dates)

Starter Kits and Upgrade Kits

Bronze _____
Silver _____
Gold _____
Platinum _____
Diamond _____

Achievement Ranks

Manager _____
Director _____
Sr. Director _____

Develop Your Contact List ... *“Find the best and they will do the rest”*

We have products that can change lives. Start by building your Top 40 List. We all know people and families who could benefit from our wonderful products and/or by joining your LifeWave business. You probably have 100's in your smart phone contact list. Your personal and business contacts are some of your greatest assets!

Suggestion: Create a profile of the types of people you would like to have on your team. What are their characteristics? e.g. professional, coachable, willing to be a student, shared values, have initiative, people I like, have technical skills.

This is a 'living-breathing" document. Continue to grow your contact list daily – either electronically or on paper

Ten Friends and Family to Share X39 with:

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Ten Sharpest, Most Entrepreneurial and Influential People:

- | | |
|-----------|-----------|
| 11. _____ | 16. _____ |
| 12. _____ | 17. _____ |
| 13. _____ | 18. _____ |
| 14. _____ | 19. _____ |
| 15. _____ | 20. _____ |

Ten Health Conscious People and Families:

- | | |
|-----------|-----------|
| 21. _____ | 26. _____ |
| 22. _____ | 27. _____ |
| 23. _____ | 28. _____ |
| 24. _____ | 29. _____ |
| 25. _____ | 30. _____ |

Ten People with Direct Sales or Network Marketing Experience:

- | | |
|-----------|-----------|
| 31. _____ | 36. _____ |
| 32. _____ | 37. _____ |
| 33. _____ | 38. _____ |
| 34. _____ | 39. _____ |
| 35. _____ | 40. _____ |



Sharing the Products & Business

We are in the Sharing & Caring

Not Telling & Selling Business

1. Our Sharing Tools... “Let the Tools do the Talking”

- NittyGritty101.com
- LifeWave InTouch App
- X39 Sample Cards
- Gift of Good Health Flyer
- Videos at LiveYounger.com
- Your personal LifeWaveX39.com website
- X39 stories & testimonials
- The X39 Story (55-page pdf)
- Clinical Evidence Section LifeWave website
- Simple posts and stories in social media
- Live calls and webinars
- 3-Way calls with your Upline

2. Simple Daily Method of Operation (DMO)

- **CONNECT** heart to heart... before you present
- **PIQUE** their interest with either...
 - Historic Breakthrough in Affordable Stem Cell Technology, or
 - Some X39 success stories
- **OFFER** an X39 Sample... almost everyone says yes 😊
- **SEND** 3-min video link via InTouch before sending sample
- **ALERT** will inform you when they open and watch videos
- **FOLLOW-UP** and take the appropriate next steps
 - Remind them to watch video
 - If they watched “*What interested you the most*”
 - Answer questions
 - 3-Way Call
 - Send Sample with Card or Flyer
 - Send Additional video(s) and/or info
 - Enroll them as Customer or Distributor

Note: If you are not yet comfortable using the LifeWave InTouch App, you can send your prospects to our LiveYounger.com website to watch the compelling 3-min video... however, you will not have the advantage of the “alerts” and simple contact tracking that the InTouch App provides.

SUCCESS TIP: Information TELLS ... Stories SELL

3. Words that Work

Suggested Things to Say:

- “A Historic Breakthrough in Affordable Stem Cell Technology”
- Share your story:
 - 1 - How you were before trying X39
 - 2 - You decided to try it
 - 3 - Benefits you are now experiencing
- “I’m sleeping much better”
- “I’m feeling like I am 10 years younger”
- “My energy throughout the day is way up”
- “My strength and endurance have significantly increased”
- “My workouts are amazing”
- “I just feel so much better”
- “I’m feeling like myself again”
- “I’m sleeping like a baby”
- “This product is amazing... unbelievable... a true gift from heaven”
- “You’ve nothing to lose, and your health to gain”
- X39 enhances, supports, increases...
- Phil Jones’ Magic Phrases – See appendix

Things NOT to Say:

- Heals, cures or prevents any disease
- Please avoid using disease names
- Stick to the symptoms of aging

Some Magic Phrases from the book, Exactly What to Say by Phil Jones

- I'M NOT SURE IF IT'S FOR YOU, BUT ... would you be interested in a non-invasive affordable way to activate your own stem cells?
- HOW OPEN-MINDED ARE YOU? ... would you be willing watch a short video about a historic breakthrough in affordable stem cell technology?
- WHAT DO YOU KNOW ABOUT ... stem cell therapy?
- HOW WOULD YOU FEEL IF ... you had an extra \$500-\$1,000 every month?
- JUST IMAGINE ... feeling like you were years younger
- WHEN WOULD BE A GOOD TIME ... to get back together?
- I'M GUESSING YOU HAVEN'T GOT AROUND TO ... watching the video I sent you...YET

4. Product Approach

- ASK questions about them and some of the people they love and care for.
 - “Are any of your family and friends experiencing any of the symptoms of aging?”
 - “What things are you doing to support your immune system?”
- SHARE stories how X39 provides a broad range of wonderful benefits to offset the symptoms of aging

5. Business Approach

- Business-minded people will quickly understand and appreciate the advantage of getting involved early in this *Historic Breakthrough in Affordable Stem Cell Technology*
- Friends like helping friends. So you can let them off the hook by asking for their “opinion and/or assistance” in helping you FIND someone who might be a good fit for your LifeWave business:
 - “I’m starting a new business marketing a “Historic Breakthrough in Affordable Stem Cell Technology.” I’d really appreciate it if you could take a few minutes to watch a 3-minute video and give me your opinion about it”.
 - “I’ve always been impressed with your business abilities. I’m wondering if you’d be willing to give me your “opinion” on a new business I’m starting. It’s about a “Historic Breakthrough in Affordable Stem Cell Technology.”
- With these approaches, they will usually listen and agree to watch the video(s) and may naturally come to the conclusion that there just might be something in this for them!

6. Using Social Media

- We are now in the information age... and if learning some simple methods to use social media to build your business is a fit for you, it will be time well spent.
- If you don't already have an active Facebook account, start one today 😊
- Ask your sponsor to invite you to our Live Younger private Facebook Group.
 - Note: you and your sponsor must be friends on Facebook first
- Check out the pre-written Social Media images and posts in your InTouch App to get you started
- Facebook Instant Messenger is a powerful way to target and invite specific "friends" to look at a short 3-minute video about a Historic Breakthrough in Affordable Stem Cell Technology at LiveYounger.com
- Consider ordering the short but powerful book, *Freakishly Effective Social Media for Network Marketing* by Ray & Jessica Higdon
- Important: Do NOT over-post about your business. Most of your FB posts should be on more of a personal, friends, family, human-interest level... occasionally seasoned with stories and health benefits you are experiencing (10%). 'Stories sell, information tells.'
- For better results, research for the best times to post on the Social Media of your choice.
- Create curiosity... don't mention product or company names



The Fortune & the Friendship Are in the Follow-Up!

A good rule to remember is “People won’t care how much you know until they know how much you care” And one of the best ways to show you care is by doing diligent follow-up... listening to their needs ... and getting them enough of the right information they need to make a good decision.

1. Show You Care... Follow-Up!

- Following-up has rightly been called the master skill.
- It’s a waste of time, effort and money to send out videos and samples if you are not going to follow-up.
- Following-up enables you to take appropriate action AFTER they’ve watched the 3-minute video.
- When you videos via the LifeWave InTouch app, you'll be immediately notified when they've watched it.

2. Ask Questions

- What interested you the most?
- On a scale of 1 to 10, with 10 being highest, how would you rate your current interest level?
- What would it take to get you to a 10?

3. Answer Questions

- Take appropriate action. Perhaps send an additional information and video(s) or do a 3-way call.
- Once you (and your upline) have successfully answered their questions and concerns, invite them to become a Customer or Distributor.

4. When To Do A 3-Way Call?

- After they have watched at least one or two of the LifeWave videos
- When on a 1-10 scale, their interest level is 7 or above, but not yet ready to enroll.

5. When To Send A X39 Sample?

- If they are not yet ready to enroll after watching one of the videos, sending an X39 sample Gift can be a powerful next step to keep them engaged.
- See the “Gifting Support Documents” sheet in the Appendix for more information about Gifting

SUCCESS TIP: *Never end one exposure without scheduling the next*

6. Handling Objections

Objections may appear to be stumbling blocks, but instead think of them as opportunities in work clothes. Almost all objections open up greater possibilities for understanding... and they are a perfect opportunity for you to transfer enthusiasm and education to your prospect. Objections are nothing more than questions in disguise.

The **FEEL... FELT... FOUND** technique is a very simple, very sincere, yet very powerful way to turn a critic or skeptic into a believer.

- After your prospect has aired his concerns and you genuinely understand them, you can say with sincerity and empathy ... **I understand you FEEL.**
- **I FELT the same way...** Letting your prospect know that at some time you shared similar feelings validates them and helps them better identify with you.
- **Let me tell you what I FOUND...** Now that you understand where they are coming from and have established rapport, that gently opens the door for you to share your knowledge and experience.

SUCCESS TIP: Listen with the intention of Understanding... NOT with the intention of Responding

7. Some Final Follow-Up Success Tips

1. We are in the SHARING and CARING business... not the convincing business
2. Your responsibility is to give people enough information to make an informed decision
3. Usually it will take multiple discussions and exposures for your prospects to make a decision
4. You will be wasting a lot of your time contacting people ... if you're not going to follow-up
5. You can earn as you learn, and you aren't expected to know everything
6. All you need to know is where and how to get the information people want
7. Have one calendar where you post and keep track of all your scheduled follow-up calls
8. You are in business for yourself, not by yourself
9. Your Sponsor, Upline and LifeWave Corporate Team are all there to help you succeed
10. Practice, learn, and do 3-way calls with your Upline



Enrolling New Customers and Distributors

Getting Customers Started Right

1. Remind them about our unconditional 90-day Money-Back Guarantee for Retail and Preferred Customers... so there's *"nothing to lose except some of those unwanted symptoms ... and your health to gain"*
2. They can purchase directly from your inventory or from your LifeWave personal website
3. Starting them as a Preferred Customer saves them money and lays a foundation for both their long-term health benefits and your residual income. A true win/win. Note: enrollment on autoship is a requirement for becoming a Preferred Customer to get wholesale pricing
4. Send them the GIFT OF GOOD HEALTH Flyer to track their results (Appendix)
5. Encourage them to get a baseline before they start, then track their results for the first 24 hours, weekly for the first month and then monthly for month 2 and 3
6. Follow-up with them when their product arrives and then frequently during their first month
7. The best source for new Customers is a satisfied existing Customer. Once they start having some results, ask them for referrals.

Getting Distributors Started Right

It's truly exciting when someone decides to join your LifeWave business. Sponsoring a new Distributor is both a blessing and a responsibility. Your responsibility is to help them get started right, and your intention should be to develop a long-term, mutually-rewarding relationship. Below are some of the initial steps to walk your Distributors through to ensure they get off to a good start:

1. Provide them a PDF of the GETTING STARTED OPTIONS sheet (in Appendix)
2. Help them choose and order the Enrollment Kit that best fits their needs, plans and budget
3. Help them enroll on Autoship
4. Help them download the LifeWave InTouch App
5. Invite them to NittyGritty101.com... and do a quick walk through with them.
6. Have them download and print the GETTING STARTED GUIDE from NittyGritty101.com
7. Invite them to watch the 40-minute new distributor orientation and training at NittyGritty1010.com or at LiveYoungerGettingStarted.com
8. Schedule a GETTING STARTED SESSION within 24-72 hours to walk them through this GUIDE book and NittyGritty101.com
9. For the first few new Distributors who join your team, have someone in your upline who is confident and competent conduct the GETTING STARTED SESSION with you on the line listening and learning
10. Walk them through the Getting Started Checklist on page 4 and NittyGritty101.com
11. Introduce them to your Sponsor and some of your Upline
12. Plug them into our LiveYounger Success System
13. Be there with and for them!

Appendix

1. Getting Started Options

When someone decides they are ready to join your team as a Distributor, to help them choose the Enrollment Kit that best fits their needs, plans and budget immediately send them a PDF or provide a printed version of the Getting Started Options sheet.

2. Daily Method of Operation (DMO)

Learn, Practice and Teach our simple and powerful DMO, and success will truly be yours

3. Gifting Support Documents

Giving a Gift of X39 can change someone's life and your business! Some feel it fast, some slow, but it always immediately begins working at a cellular level from the very first day. This is a powerful and proven way to open a meaningful discussion and evaluation of X39, and if done properly, will constantly result in new Customers and Distributors.

4. The Gift of Good Health w/ Health Tracker

Many LifeWave Distributors are having success sharing and “Giving the Gift of X39”. Whether you are giving 1 patch, 3, 7, or a whole 30-day supply, this 2-page home printable document was designed to go with your gift, and gives the recipient some basic information and guidelines on getting the most out of the gift.

5. Three Phases of LifeWave Compensation

LifeWave has developed a solid, balanced and well-structured compensation plan that generously rewards Distributors every step of the way. This short 2-page summary breaks it down into 3 logical and simple phases that make it easy for the new person to get a basic understanding and move forward.

6. Compensation Plan

This document outlines the structure and qualifications necessary to begin moving through the phases and ranks of the Compensation plan... one step at a time.

7. Set-Up Guide For Your LifeWave Cash Card

It usually takes 2-3 weeks to set it up, so start the process soon.

FINAL SUCCESS TIP: *Whenever a new Distributor joins your team:*

- 1. Have them download and learn to use the LifeWave InTouch App*
- 2. Plug them in to NittyGritty101.com and download the GETTING STARTED GUIDE*
- 3. Invite them watch the New Distributor Orientation and Training at LiveYoungerGettingStarted.com*
- 4. Schedule a GETTING STARTED SESSION within 24-72 hours*



Getting Started Options

Activate Your LifeWave Stem Cell Business

- FACT:** The Fewer Stem Cells You Have... the Faster You Age and the Slower You Heal
- FACT:** Over 100 million people in the USA, and billions worldwide are experiencing the symptoms of aging
- FACT:** The patented, exclusive X39 Stem Cell Technology will rock the global wellness & anti-aging markets
- FACT:** The X39 patch is the most comprehensive of LifeWave products producing broad-spectrum benefits
- FACT:** Keep it Simple - Keep it Duplicatable => focus on X39 and the symptoms of aging
- FACT:** X39 Stem Cell Activation Patches helps people Look, Feel and Live Younger
- FACT:** Timing... Timing... Timing! Just recently released to the world market in January 2019
- RECOMMENDATION:** Try using only the X39 stem cell activation patches for your first 90 days to experience its broad range of benefits and to build your personal X39 story

Select A Getting Started Enrollment Kit

1. Bronze \$124 (Includes 1 month of X39 and \$25 Membership)
2. Silver \$299 (Includes 3 months of X39 and \$25 Membership)
3. Gold \$499 (Includes 5 months of X39, one other product and \$25 Membership)
4. Platinum \$999 (Includes 12 months of X39 and \$25 Membership)
5. Diamond \$1599 (Includes 19 months of X39, sales materials and \$25 Membership)

Benefits Of Starting With The Diamond X39 Kit

- Best way for you and your family to start enjoying X39's amazing anti-aging health benefits
- Best Prices: Contains \$1,900 wholesale and \$2,850 retail value ... plus marketing materials
- Better able to start helping people locally and globally "Live Younger Longer"
- Lays a foundation for building a life-changing income.
- Lead by example.... many new distributors will tend to start the way you did
- Personal Volume (PV) qualifies you and also pays you at the Sr. Director Level for 14 weeks
 - Maximizes the fast-start Product Introduction Bonus (PIB)
 - Earn \$500 PIB on each Diamond Kit you sell. Sell three... and yours is Free!
 - Earn \$100-300 PIB differential on every Diamond Kit sold in your downline that is not under another Diamond or qualified Sr. Director
- Comes with a 30-day money-back guarantee

4 Reasons To Always Have Extra Patches On Hand

1. Products to **USE** for you, family and friends
2. Products to **SELL** locally to Retail Customers, and Wholesale to Distributors
3. Products to **LOAN** to new local Customers and Distributors while they are waiting for their product order to arrive
4. Products to **SAMPLE** with major influencers and prospects



Daily Method of Operation

Learn, Practice and Teach our simple DMO

SUCCESS FACTS

- We are in the SHARING and CARING business (GSG pg 9-12)
- Hardest part of the business is getting people to watch the videos
- Offering an X39 sample will get more people watching the videos
- Sending videos with InTouch combined with offering X39 samples ... just works!
- Our job is to give people enough information to make an informed decision
- Let the tools do the talking
- Fall in love with this simple DMO and success will truly be yours

OUR SIMPLE DMO

1. **CONNECT** heart to heart... before you present
2. **PIQUE** their interest with either
 - The phrase “Historic Breakthrough in Affordable Stem Cell Technology”
 - X39 Success Stories
3. **OFFER** them an X39 Sample (almost everyone says yes)
4. **SEND** 3-min video link from your InTouch App before sending sample
5. **ALERT** will inform you when they open and watch video
6. **FOLLOW-UP** and take the appropriate steps
 - Remind them to watch the video
 - If they watched, “*what interested you most?*”
 - Answer questions
 - 3-Way Call
 - Send Sample with Card or Flyer
 - Send Additional video(s) and/or info
 - Enroll as a Customer or Distributor

Success is not Magical... it is Mathematical!

Gifting Support Documents



Giving a Gift of X39 can change someone's life and your business! Some feel it fast, some slow, but it always immediately begins working at a cellular level from the very first day. This is a powerful and proven way to open a meaningful discussion and evaluation of X39, and if done properly, will constantly result in new Customers and Distributors.

[Click to Review and Download the Gifting Daily Method of Operation \(DMO\) Guidelines](#)

Two Excellent X39 Gifting Options

1) The One-Patch Sample Card

This professionally printed and attractive 4-color sample card created by Sr. Presidential Ron Ledford. They can be personalized or left blank and ordered along with an attractive blue mailing envelope directly from VistaPrint in the US and Canada.

For a 50% First Order Discount use code XBIZBOX50.

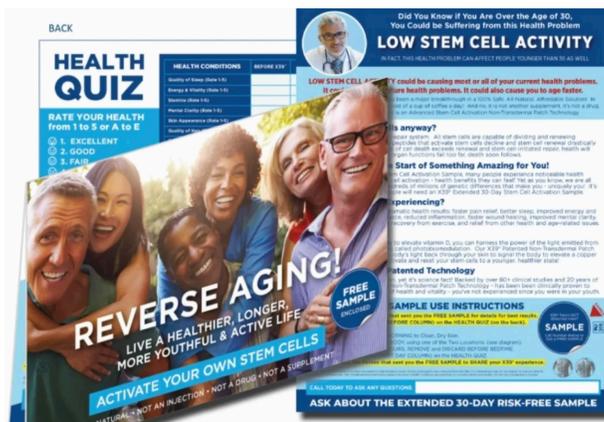
US: <https://xbizbox.go.customprintcenter.com/>

CA: <https://livingbetterteamca.go.customprintcenter.ca/>

2) The X39 Gift of Good Health Flyer

This simple downloadable, 2-color, 2-sided print-at-home flyer clearly outlines X39's benefits, usage instructions and on the back side contains the Health Tracker for recipients to document their before and after results.

If you use this flyer, consider also including the LifeWave X39 Tri Fold Brochure (10 for \$3.50 in your back office store) and possibly one of the Stem Cell article reprints in the Distributor => Resources section of NittyGritty101.



The Gift of Good Health
Activate Your Body's Own Stem Cells
to Help Support a Healthy Immune System

Historical Breakthrough in Affordable Stem Cell Technology

- As we age, our stem cells decline in their ability to heal our bodies
- Continued use of LifeWave's X39® stem cell activation patches provides the body with a level of health and vitality that many have not experienced in years... possibly decades
- The secret! An exclusive, patented and proven phototherapy non-transdermal patch technology
- LifeWave's X39® is the result of over 90 clinical studies and 20 years of research
- When applied to or near the body, the X39® phototherapy patches are activated by the infra-red light emitted from your body
- X39® then emits back a very targeted and specific light frequency that is clinically proven to signal the body to elevate GHK-Cu copper peptide
- GHK-Cu copper peptide has been clinically proven to activate your body's own stem cells
- LifeWave is the world's first and only company offering this patented approach to activate stem cells
- All for the cost of a cup of coffee per day!

Typical Health Benefits

- Rapid minor pain relief
- Reduced inflammation
- Better sleep
- Improved energy and vitality
- Enhanced sports performance
- Faster recovery from exercise
- Improved skin appearance
- Improved hair quality
- Rapid wound healing
- Improved mental clarity
- Relief from many other health and age-related issues

How Quickly Do People Experience X39's Benefits?

Millions of genetic differences make you - uniquely you... so everybody's results and speed of results will vary.

- Some Within Minutes... Many Within 24 Hours:** Many experience rapid and noticeable health benefits from stem cell and copper peptide activation... benefits they can feel!
- Others Need A Longer Period Of Time:** With our Risk-Free 30-Day X39® Trial, everyone will have the opportunity to start experiencing powerful and diverse health benefits of X39®
- During Your First 24-Hour Experience:** You'll see how easy the X39® non-transdermal patch technology is to apply, wear and remove - 12 hours on, 12 hours off. It's super-dry, very comfortable to wear, you won't even know you have it on - and it even stays on during a shower or a swim!

Ask About Our 30-Day Risk Free Trial

Get Started Today! See Usage Instructions on the reverse side.

ACTIVATE YOUR STEM CELLS

LIFEWAVE X39™

X 10

LIV.

Activate Your Stem Cells!

Christine Meyer, M.Sc.

A Safe Way to a Healthier You

Adult stem cells play a critical role in our overall health and longevity. In 2006 the New England Journal of Medicine stated that the number one indicator of wellness is directly correlated to the number of adult stem cells in the blood stream.

What are stem cells? They are cells with the potential to develop into any kind of cell needed. They have the incredible ability to heal and repair any organ or tissue. All stem cells share at least these two characteristics: they can make identical copies of themselves and, unlike other cells, either self renew as stem cells or differentiate into other kinds of cells.

While our need for adult stem cells increases dramatically as we age, the older we get, the fewer of these are released into our bloodstream. A teenager has approximately 100 trillion cells in the body of which about one billion are circulating adult stem cells.

- At age 30 this number has dropped to 400 million (a 6% reduction)
- At age 50 this number has dropped to 250 million (a 75% reduction)
- At age 60 this number has dropped to 100 million (a 90% reduction)
- At age 80 this number has dropped to 50 million (a 95% reduction)

powerful healing cells intricately mold themselves to heal your body on a cellular level. The advancements in stem cell therapy in the past two decades are completely rewriting what we think we know about human healing and the power of our own body to eradicate illness, injury and chronic conditions.

The Truth About Stem Cells

There are hundreds of stem cell therapy clinics worldwide and over 500 in the US. These clinics offer interventions for sports injuries along with various conditions like autism, multiple sclerosis, COPD, cancer, and Alzheimer's disease. As with other medical procedures, the results vary greatly. Stem cell therapy is still considered experimental and may not be covered by insurance. Increasing the number of circulating adult stem cells has the potential to regenerate areas in the body already damaged. Whether we have had an injury, illness, or are experiencing signs of aging, stem cell activation can quickly transform our quality of life. Stem cell therapy can be considered

You can be anything you want to be when you grow up.

STEM CELL PARENTAL ADVICE

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The Gift of Good Health

*Activate Your Body's Own Stem Cells
to Help Support a Healthy Immune System*

Historic Breakthrough in Affordable Stem Cell Technology

- As we age, our stem cells decline in their ability to heal our bodies
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- Some Within Minutes... Many Within 24 Hours: Many experience rapid and noticeable health benefits from stem cell and copper peptide activation... benefits they can feel!
- Others Need A Longer Period Of Time: With our Risk Free 30-Day X39® Trial, everyone will have the opportunity to start experiencing powerful and diverse health benefits of X39®
- During Your First 24-Hour Experience: You'll see how easy the X39® non-transdermal patch technology is to apply, wear and remove - 12 hours on, 12 hours off. It's super-thin, very comfortable to wear, you won't even know you have it on - and it even stays on during a shower or a swim!

Ask About Our 30-Day Risk Free Trial

Get Started Today! See Usage Instructions on the reverse side.

X39® Usage Instructions:

- Before using X39®, watch the short 3-min VIDEO at www.LiveYounger.com
- Then complete the “Before” column on the Health Benefits Tracker below
- Apply one X39® Patch in the morning as described below
- Wear the X39® Patch for 12 Hours - REMOVE before bedtime
- The next day, complete the “24 hours” column on the X39® Health Benefits Tracker
- Get your questions answered by the person that shared this with you
- Extend your X39® experience with our RISK FREE 90-Day 100% Money-Back Guarantee
- Keep Tracking Your X39® benefits for 90 Days with the Health Benefits Tracker below

Place One X39® Patch On Either Of These Two Locations

- Apply to clean, dry skin in the morning
- For best long-term results & daily use, wear it for only 12 hours daily
- Keep well hydrated when using X39®



Health Benefits Tracker (Rate yourself on a 1-10 Scale)

SECTION 1: A Higher # is Better with these Symptoms - 10 is Excellent

	Before	24 hours	7 days	14 days	21 days	30 days	60 days	90 days
Quality of Sleep								
Mental Clarity								
Energy & Vitality								
Stamina								
Recovery Time								
Muscle Strength & Tone								
Mobility								
Skin Appearance								
Eye Health & Sight								
Quality of Hair								
Feeling of Well Being								
Other:								

SECTION 2: A Lower # is Better with these Symptoms - 1 is Excellent

	Before	24 hours	7 days	14 days	21 days	30 days	60 days	90 days
Pain								
Inflammation								
Headaches								
Migraines								
Mood Swings								
Fine Lines & Wrinkles								
Age Spots								
Scars								
Other:								

Warnings: Remove immediately if you feel excessive discomfort or if skin irritation occurs. For external use only. Do not ingest. Do not use directly on open wounds or damaged skin. Ask your health professional before using if you have a health condition or have questions and concerns about your health. Do not use if pregnant or nursing.



3 Phases of LifeWave Compensation

In addition to being a solid 15-year old company doing business in 100+ countries, LifeWave has developed a solid, balanced and well-structured compensation plan that generously rewards distributors in three progressive and cumulative phases. Below is a short summary of those three phases.

Phase I - PERSONAL PRODUCTION BONUSES

These bonuses are designed to encourage and reward the enrollment of personally sponsored new Customers and Distributors.

1. 33% on Retail Customers - X39 @ \$149.95 Retail => you earn \$50 Profit
2. 20% on Preferred Customers - X39 @ \$99.95 Wholesale => you earn \$20/month
3. 15-31% Product Introduction Bonuses (PIB) - Paid on New Distributor Kits and Upgrades. (No commission on the one-time \$25 Enrollment Fee in the kits)

<u>Kit</u>	<u>Price</u>	<u>PIB</u>
Bronze	\$124.95	\$15
Silver	\$299.95	\$50
Gold	\$499.95	\$100
Platinum	\$999.95	\$150 - \$250
Diamond	\$1599.95	\$200 - \$500

Phase II - TEAM BONUSES

With consistent effort, your team will begin to grow beyond those you have personally enrolled, and that's when two additional powerful team bonuses start clicking in.

1. \$50 Binary Cycle Bonuses
 - This is a “non-flushing” Binary which means as long as you remain active with a minimum of 55PV every 31 days (combined Customer and Personal purchases), your downline volume will continue to be banked and accumulate towards future commissions
 - To qualify for Binary Commissions, Active Distributors need only one personally sponsored active Distributor in each leg
 - This is a 1/3 – 2/3 Binary, and every time you have accumulated 660 points in one leg and 330 in another, you are paid a \$50 weekly Cycle Bonus.
 - Some people “cycle” occasionally, some people weekly, some daily... and yes... some hourly (there is a generous 60% cap on total binary payout)
2. Additional \$100-300 Platinum/Diamond PIB Differential Bonus
 - This is a special additional Product Introduction Bonus (PIB) paid on the sale of Platinum and Diamond kits (and upgrades)
 - Platinum and Diamond kits are designed for serious, committed business builders
 - The Platinum/Diamond PIB provides a \$100-300 incentive for upline Leaders to build in depth.
 - For more details, see page 8 in the “Complete Compensation Plan” available in your LifeWave Back Office Resources Section.

Phase III - LEADERSHIP BONUSES

As your organization continues to grow and you start moving through the ranks of Leadership, you will start earning generous Matching Bonuses, Rewards Trips, and other Special Bonuses from time to time.

1. Matching Bonus

- 1st Level - 25% Matching Bonus of the weekly binary income earned from your Personally Sponsored Distributors. Requirement:
 - 110 PV every 31 days
 - Be Paid As Manager or Above
- 2nd Level - 20% Matching Bonus of the weekly binary income of second level Distributors in your Sponsor Tree. Requirement:
 - 110 PV every 31 days
 - Be Paid As Manager or Above
 - Have a minimum of six binary pay cycles in the paid commission week
- 3rd Level - 20% Matching Bonus of the weekly binary income of third level Distributors in your Sponsor Tree
 - 110 PV every 31 days
 - Three active Personally Sponsored Silvers in each leg
 - One personally sponsored Distributor in each leg that qualifies for 2nd Level Matching Bonuses with six cycles in the week
 - Have a minimum of 10 binary pay cycles in the paid commission week

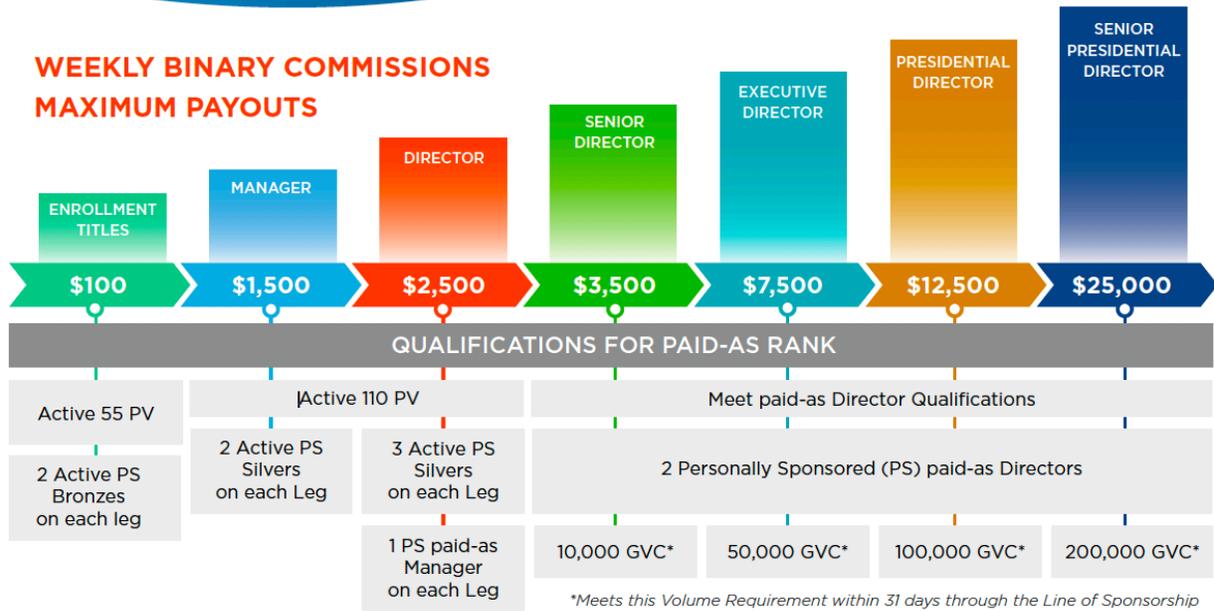
2. Incentive Trips and Special Bonuses

- Annual Rewards Trip
- Others TBA

Compensation Plan Enhancements



As LifeWave continues to explode across the globe, we search for new and innovative ways to maximize your opportunity and strengthen your financial possibilities. We are implementing weekly maximum payouts by paid-as rank and a new base-line qualification for matching bonuses to incentivize your team's growth and put you in the driver's seat when it comes to your earning potential!



Have more volume than you can cycle in a week? No worries, as long as you stay active, those points will remain as **carry-over volume** from week to week and will be available for commissions when you cycle again.

A Member must be "binary qualified" to earn any Binary Commissions. To be binary qualified, a member must meet the active and structural requirements of an Enrollment Title (see above) and have at least 660 BV on the power (strong) leg and 330 BV on the profit (weak) leg.

UNLIMITED MATCHING BONUSES

As a paid-as Manager or above you can qualify to earn a 20-25% match of the Weekly Binary Commissions of your Personally Sponsored (PS) distributor(s) when you meet the above qualifications. There are no maximum payouts on Matching Bonus and the **earning potential is unlimited!**

LEVELS	PERCENTAGE MATCH	QUALIFICATIONS
1st	25%	Active 110 PV Paid-as Manager or Above
2nd	20%	Active 110 PV Paid-as Manager or Above Minimum 6 cycles in paid commissions weekly
3rd	20%	Active 110 PV 3 Active PS Silver+ on each Leg. 1 PS Distributor earning Level 2 matching on each Leg. Minimum 10 cycles in paid commissions weekly



Here are a few terms that are helpful when learning about Weekly Maximum Payouts on Binary Commissions & Matching Bonuses:

- Enrollment Title:** One of the statuses a distributor can have is based on the kit they enrolled/upgraded with when joining LifeWave. Enrollment Titles would include: Starter, Bronze, Silver, Gold, Platinum and Diamond.
- Paid-as Rank:** A weekly status a distributor earns based on structure, volume and active status of a member's team. This weekly status determines the maximum commissions paid for the week.
- Lifetime Rank:** A status or highest rank a distributor has earned in their career with LifeWave.
- Carry-over Volume:** Volume carried over week to week after maximum binary commissions determined by paid-as rank or enrollment title are paid.

LifeWave CashCard... How To Apply

STEP ONE: How to Access Your Commission Earnings

1. First, you need to create your *Pay Portal* account. Start this registration process as soon as you earn money!

Be sure that the name you use for your *LifeWave* distributorship is exactly the same as what you give for your *CashCard* registration.

2. Send a copy of your photo I.D. to commissions@lifewave.com with a cc to customerservice@lifewave.com

Subject Heading for the email (a couple of suggestions):

- *Photo ID for Pay Portal Account*
- OR...
- *Photo ID Cash Card*

Note: U.S. residents must include a completed W-9 Form.

3. Once your *LifeWave Pay Portal* account has been created, you will receive an activation email with instructions on how to activate your account.

STEP TWO: How to Activate Your Account

CashCard Company 1-855-543-3444

Weekdays 8am - 8pm PT, 11am - 11pm ET

Weekend 8am - 5pm PT

www.lifewavecashcard.com

Note Log-In from your computer **not** from your phone.

> click *Activate Account* > follow Instructions

VERY IMPORTANT

Use the login information that is provided in your Activation email. It's not the same *UserName* & *Password* that you use to log in to your *LifeWave Back Office*.

3. STEP THREE: Transfer \$\$\$ to Your Card or Bank Account

www.lifewavecashcard.com

Note: Log-In from your computer not from your phone:

1. To periodically move money to your visa/debit Cash Card:

> click *Action* > *Transfer to Card* > *Accept*

2. To request that money be automatically moved to your *LifeWave* visa/debit card:

> create *Auto Transfer* > *transfer everyday/'daily' option...* > *100%* > *Save* > *Confirm*

3. You can request that money be automatically deposited into your bank account.