

## 10.13.14 Call - John Meatte Resources for working with Practitioners

# SUGGESTED DIALOGUE

Most of this dialogue is personalized for you to get a feel for what fits you.

As you read this, consider how you would say this in your own style, own words, staying in your comfort zone.

Ready for next assignment. for other group of Drs. while you're working on this.

We can practice how this feels and sounds to you this afternoon, when we speak and I'll record and send you....for your own personal evaluation.

j

Dialogue for you to choose from.

Show them your private label bottles, and say, and casually mention you asked yourself...

WHAT WOULD your patients LIKE MORE OF from your practice?

And here's the solution you came up with. Ask the DR What does he think?

Here's a little something I'm using, brought you a sample.

Hand DR. the roll on that could benefit from and ask him

"How would his patients feel about something that provides immediate relief from both chronic and acute discomfort/pain?

Does the DR have any pain, staff member?

Demonstrate .

Ask him if he feels any benefits?

Casually comment while it's being demonstrated other benefits .....

Deep relaxation -

Emotional relief from the strain of pain

Improved mobility, restored range of motion

Show the sample divide the number of application to the cost of the bottle and ask is (twenty five cents a day) worth not having that pain?

Kelvin comments on one of the benefits he likes is

increased satisfaction service without leaving comfort zone or field of expertise.

without increasing G&A, overhead and additional staffing, and another profit center.

As a DR. of Chiropractic Medicine, (fits all practitioners) have you thought about additional advantages of what would complement your Practice?

For example...

Are you aware of how the benefits of WBA "free demonstrations" provides more benefits to your Patients, Patient retention and increased satisfaction ...services, without leaving your comfort zone, and field of expertise?

Optional questions to pick and choose from:

On average, what percentage complete all the treatments recommended?

Do they stay the course?

Does the economy effect your practice?

What marketing or offers/packages do you offer to attract new patients?

What makes your practice different?

In meeting with many other medical professionals, there seems to be a common focus that having more than one avenue for income is more common place.

What are you doing?

My research after investigating, led me to focused and specific benefits of therapeutic, natural, organic, certified products, because when I saw that the Cancer Treatment Centers of America use this same protocol with 95% customer satisfaction; (the highest in health care) with 30 to 45% better patients results it convinced me I was on the right track, and with all the requests from Medical practitioners we now have an exclusive private labeling wholesale store for them as well.

Which means..... the toxic nature of over the counter products are absent complementing your private practice.

And it's so easy when you ask your patient casually

“when was the last time you were really happy with your body, how you felt, and your health and looked? “

Would you like to do something about it?

And what’s so amazing is people who are looking for benefits will feel the same way a medical practitioner does.

As a Medical Practitioner You’ll have your own on line private label wholesale store with 400 NO risk products, money back no questions, natural certified, and organic. It’s that simple!

**"What specific benefits are most important for you to assist your patients?"**

**Before we begin here’s a little background that might help you.**

**You see...**

Most people who participate in the Whole-body assessment prefer to know in advance what the benefits of the application will be. That way when the application is completed, they know what to look for in feeling better. Which means you have proven to yourself why the benefits are important for you and how they work. As I said, most people appreciate the proof of the value.

Does that make sense to you?

May I ask you a question?

Upon completing these steps, once you have the proof, on a scale of 1-10, how committed are you to helping yourself by investing in and utilizing the Whole-body Collection in your own home in order to make a profound difference in your health?

If not a 10, why not?

*[Doing more discovery if the answer is not a 10 is very important. This is the point at which the expertise and knowledge of the person who is doing the Whole-body assessment will aid in making the sale.]*

**Upon completion of the whole body assessment:**

So... these four-five blends have provided you the results you're looking for?

So which would you prefer .....the benefits of these five blends or .....

as Experience has proven... Most People using only some of the oils that ranked higher in the assessment is not recommended, WHICH MEANS...

If you truly want to experience the benefits of the system and the ease of application, the WBC needs to be purchased and used as a whole. Because MOST PEOPLE'S AGREE The blends have a synergistic effect.

Each WB assessment captures only one moment in time.

The ranking of the same 7 blends could be entirely different the following day. The 7 blends support 7 systems of the body and in order to be most effective need to be used as a system.

WITH AN ADDED BENEFIT OF COST EFFECTIVENESS, economical as a set rather than purchase each blend individually.

Doing the foot application regularly\*\* to support bringing the body into balance and keeping it there is a powerful preventative health strategy.

*And by the way...The regular foot application could be anywhere from 2-3 times daily in trauma healing to once a day to 2-3 times weekly.*

*As you use the WBC 'regularly', Most People begin to sense when the next application is needed.*

*Many people find that a daily application after a shower in the morning or at bedtime keeps their body in balance and feeling great!*

## Practitioner's Collection of Dialogues

Marty, As of Doctor of Chiropractic Medicine...

Have you Experienced the Benefits of Free Whole Body Assessments in reducing aches and Pains in your patients? .....PAUSE... :-)

Marty...No... What is it...

Then, I hand him the Benefits PDF and say...With your permission...

While he's looking at it, I say...

Marty, when you bought your car did you do a test drive?

PAUSE

Well, then you know the Benefits of a test drive...right?!?!

How about we just do a plain old fashion test drive, 2-3 people...

So you know the benefits for your clients.

1. Immediate relief from pain - both chronic and acute
2. Deep relaxation - sometimes for the first time in years!
3. Emotional relief from the strain of pain
4. Improved mobility, restored range of motion

The benefits to the Therapist:

Patient mention increased satisfaction service without leaving comfort zone or field of expertise, without increasing G&A, overhead and additional staffing

Where you can look at people you know and Measure for yourself, the value....

And,..... while we are it Marty, If you have any aches or pains, we'll be glad to do one for you too!

What kind of aches and pains do you have?

## PRACTITIONERS DIALOGUE

As a DR. of Chiropractic Medicine, (fits all practitioners) have you thought about additional advantages of what would complement your Practice ?

For example... Are you aware of how the benefits of WBA "free demonstrations" provides more benefits to your Patients, Patient retention and increased satisfaction ...services, without leaving your comfort zone, and field of expertise?

Optional questions to pick and choose from:

On average, what percentage complete all the treatments recommended?

Do they stay the course?

Does the economy effect your practice?

What marketing or offers/packages do you offer to attract new patients?

What makes your practice different?

In meeting with many other medical professionals, there seems to be a common focus that having more than one avenue for income is more common place.

What are you doing?

Have you explored what else could you do, without increasing G & A, overhead and additional staffing?

What would options that are risk free mean to your bottom line?

I don't know if what I'm doing would help you or not but if you have a moment I'd like your opinion on some benefits that are making a difference for other practitioners and perhaps you if your open to your options [so do you have a minute to](#) discuss these risk free benefits.

WHAT WOULD your patients LIKE MORE OF from your practice?

WHAT WOULD THEY LIKE LESS from your Practice?

My research after investigating, led me to focused and specific benefits of natural, organic, certified products, because

when I saw that the Cancer Treatment Centers of America use this same protocol with 95% customer satisfaction; (the highest in health care) with 30 to 45% better patients results it convinced me I was on the right track, and with all the requests from Medical practitioners we now have an exclusive wholesale store for them as well.

Which means..... the toxic nature of ingredients of over the counter products are absent complementing your private practice.

And it's so easy when you ask your patient casually "when was the last time you were really happy with your body, how you felt, and your health and looked? "

Would you like to do something about it?

And what's so amazing is people who are looking for benefits will feel the same way a medical practitioner does.

As a Practitioner You'll have your own on line wholesale store with 100 NO risk products, money back no questions, natural certified, and organic. It's that simple!

Maybe I can help you.

Would you like to discuss how we can provide you a time and day for free WBA demonstrations for your customers

**"What specific benefits are most important for you to assist your patients?"**

**Review three of Go's products you personally would use in a patient situation and convert product benefits to a question.**

WHAT WOULD THEY LIKE MORE OF IN LIFE? (In you practice)

WHAT WOULD THEY LIKE LESS OF IN LIFE? (In your practice)

Listen and use their answers throughout the rest of your conversations.

\*\*\*\*\*

**When someone says what is it, what are you doing, your business all about, what have you got etc.????**

**Respond with:**

"I can give you a complete presentation BUT....it would take an entire minute.  
When do you think you can give me an entire minute?"

**So if they say yes...**

**Tell them you need to ask two quick questions first>**

WHAT WOULD THEY LIKE MORE OF IN LIFE? (In you practice)

WHAT WOULD THEY LIKE LESS OF IN LIFE? (In your practice)

Listen and use their answers throughout the rest of your conversations.

**Example: Are you serious of just kidding around about income, paying less taxes, better health, freedom, security, use their answers over and over.**

**This allows the prospect to accept they are in a familiar spot, tearing down unfamiliar fears about what we do**

**One minute or less presentation:**

My research, after investigating three businesses, getting behind the scenes to know what it's truly all about and what to avoid, led me to focused and specific benefits of certified, organic, non-GMO products

Which means..... the toxic nature of ingredients of over the counter products are absent from my products and that helps me to enjoy a better health life style in a detoxified environment.

You can experience measuring your own results in helping yourself GENERATE YOUR OWN PART TIME INCOME and improve your health. And even more so... when you help other people, ESPECIALLY...when you realize how much telling people information annoys them you just might realize why most folks are not big on selling either. Instead it's simply a "recommend to people business" just like when you recommend a book, movie, restaurant and the money and tax benefits isn't bad either. Easier to and removes the stress from selling.

And with part time income of \$500.00 a month, it's amazing what a \$6,000.00 a year increase in income does for your lifestyle.

And it's so easy when you know someone to merely ask, "When was the last time you were really happy with your body, how you felt, your health and how you looked?" "Would you like to do something about it?"

And what's so amazing is people who are looking for the benefits I researched for years feel the same way I do.

Your own online store with 100 NO risk products, money back no questions, certified, non-GMO and organic. It's that simple!

And when I saw that the Cancer Treatment Centers of America use this same protocol with 95% customer satisfaction, (the highest in health care) with 30 to 45% better patients results, it convinced me I was on the right track. With all the requests from Medical practitioners, we now have a product website for them as well. Maybe I can help you.

Would you like to take a quick virtual tour of our U.S. Corporate Operations?

### **Summary Questions to remind the prospect of what they want.**

What would you like more of in your life and what would you like less of in your life?

Are you serious or just kidding around about paying less in taxes and getting \$\$ X for X?

### **Next: Closing after The One Minute Presentation**

**Sorting, 4-4 or pass. This is where you decide if they are a preferred customer and keep looking for business builders.**

**Go Marketer:** Great. There are 4 things you would have to do to make that kind of money in our business. First, don't change. Continue to do what you do all the time ~ recommend things you enjoy like you have with books, movies and restaurants. Easy, right?

**Potential Distributor:** Yes.

**GO Marketer:** Next help me identify find 1 or 2 people in the next year who would like to get paid to benefit an organic supplement, have more energy and improved health. Almost everyone today is more health conscious, right?

Does that sound like something you would be willing to help me do for \$\$XXX a month? [Use **THEIR** figure]

**Potential Distributor:** Yes.

**GO Marketer:** Third, find 2 or 3 people just like you who would like to pay less in taxes and make an additional [Use figure and reason(s) for money they gave you], a month. We all know people who would like to earn a few extra dollars, isn't that true?

**Potential Distributor:** Yes.

**GO Marketer:** We work in teams. So would it be OK with you if I did the work with you until you were making at least XXXX a month? [Don't wait for an answer.] Do you think you would like that kind of support?

**Key:** At this point the 60 second presentation is OVER and it's time for the next step. You are sorting – if they are not in agreement with all 4, thank them, and move on. Close on the objective...

**Meet an Advisory Board Member and why,  
Coffee shop meeting,  
Wednesday Oils call,  
The support benefits of doing a "GO" test drive with John.**

The components are:

1. Familiar with recommending
2. Familiar with better nutrition or people who want more energy
3. Familiar with what they want
4. Personal assurance about what they are unfamiliar

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## **WholeBody INVITATION MODEL**

At your convenience, would like to schedule a FREE no obligation demonstration, for a Whole  
Body Assessment using therapeutic grade goDesana oils for better mobility, eliminate pain, no side  
effects and improves self-esteem.

Please see the enclosed business card for contact information.

What Licensed Medical Practitioners in Stanwood are saying about the results of a Whole Body  
Assessment:

Rachael LMP: It Works!

Sherry LMP: goDesana oils can help in the reduction of pain and are a great "healthy"  
alternative to prescription meds.

Revallee LMP: I learned about the Whole Body Collection from Marilyn. With every oil I applied I noticed a change. Big difference!

Signed MDW

## PRACTITIONER LETTER

***Alexandria Brighton, Internationally-recognized French Medical Aromatherapist, master formulator, and purveyor ~ goDésana's exclusive partner.***

### Add Some GREEN to Your Practice

Alexandria Brighton is an internationally recognized and certified French Medical Aromatherapist with over 25 years of experience as a formulator, educator, and owner of the Brighton Institute of Botanical Studies.

Her Essential Oils and Blends are available exclusively at goDésana, are now available for private label exclusively to Practitioners worldwide.

With goDésana Essential Oils, you have the guarantee of pure, therapeutic, unadulterated, and pristine Essential Oils in every drop for you and your patients.

#### Private Label Benefits

- Your name, practice name, and contact information on every bottle.
- Up to 50% discount off of Manufactures Suggested Retail prices provides profitable in-practice opportunity.
- Free set-up and custom label fee waived.
- Low twelve bottle, single item, minimum allows the opportunity for quick start-up.

#### Exclusive Income Opportunity

Share with your patients or with other practitioners. Either way, you enjoy a hands-free and lucrative affiliate opportunity when patients order direct from your site or phone in their order. We process and ship direct to your patients and provide you with information on orders placed and your affiliate earnings.

Be sure and ask about our "CYCLE Bonus Plan" that explains how to earn \$300,000.00+ annually.

To get started complete the attached form or call (614) xxx-xxxx.