

SUGGESTED DIALOGUE FOR TALKING TO PRACTITIONERS AND/OR PROFESSIONALS

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.

You can practice how this feels and sounds and if you would like you are invited to (test drive roll playing with me personally) by recording and send you...for your own personal evaluation.

When in front of a licensed practitioner...

The first thing you do before saying anything is:

Place a sample private label bottle (of Trauma Relief - keep lavender ice as a substitute handy) in practitioners hand and say, and casually mention You know my favorite 2 questions to ask practitioners are...

1. WHAT do you think your patients would LIKE MORE OF from you; their medical practitioners?
Listen for answer
2. But most of the time I just ask the licensed practitioner "have you considered what you would like more of in your practice"?

These 2 questions seem to go hand in hand what do you think?

That sample is a little something most people we talk with are using. Here's the most important benefits we've heard from practitioners.

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

If you like most practitioners believe you'll find additional comments from your patients like...

Deep relaxation

Emotional relief from the strain of pain

Improved mobility, restored range of motion

NO cost resistance because when you 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?

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!

Most practitioners enjoy Increased satisfaction service without leaving comfort zone or field of expertise.

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

As a (practitioner) have you thought about additional advantages of what would complement your Practice?

For example... are you aware of how the benefits of personalized 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 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.

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

Dialogue When Doing A WBA On An Individual

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:

Patients ACKNOWLEDGE 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?

Maybe I can help you. Would you like to discuss how we can provide you a time and day 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.

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

WholeBody Invitation Model

At your convenience, would like to schedule a FREE no obligation demonstration, for a Whole Body Assessment using therapeutic grade goDésana 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: goDésana 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.