

# How to Approach Anyone Anywhere

Distributor –

“Have you ever heard of the Chi Machine or Hothouse?”

Customer –

“No, what’s that?”

Distributor –

“It’s a machine that increases oxygen, energy, and circulation in your body in 5 minutes.”

Customer –

“How does it do that?”

Distributor –

“Let me ask you this. Do you have any problems with:

- Lack of exercise and bad circulation
- Tired or sore muscles
- Poor digestion, constipation
- Arthritis, back pain, bone spurs
- Nervousness, general pain, insomnia, stress
- Asthma and Allergies
- Period pains, low energy, depression, chronic conditions or overweight

Customer –

“Yes, I have problems with symptom, symptom, symptom, etc.”

Distributor –

“Would you like to see if we could reduce or eliminate those problems?”

Customer –

“Yes, that would be great!”

Distributor –

“We will be giving free demonstrations on our machines on date at time. Would you like to come over and see if we can help reduce your symptom, symptom, symptom, etc? (Repeat their symptoms).”

Customer –

“Yes, I think I would like to try them out. Tell me, how much are the machines?”

Distributor –

“Let me ask you this, if the machine was \$10.00 and it didn’t help you, it would be too expensive, right?”

Customer –

“Yes.”

Distributor –

“If the machine was a \$1000.00 and it took care of all your problems, it would be cheap, right?”

Customer –

“Yes”

Distributor –

“Well, the amount is in between but, it doesn’t cost you anything to try and you might just lose your problems. I have a number of people I need to notify about this equipment so I’ll look forward to seeing you on date at time.”