

# How To Move People Forward With HTE

By: Jeff Kowalski

# Belief

- Do you believe in our machines?
- How many machines do you own?
- How often do you use the equipment?

# Why Are You Really Doing this Business?

- Pay off bills
- New car
- Family vacations
- Quit your job
- Retirement
- Be self employed
- Like working in the health field
- Enjoy helping others improve their health and finances
- If you have a strong enough “**WHY**” you won’t quit when the going gets tough

# Goals

- What would you like to be, do, have, or become?
- Do you have written goals?
- Are they positive and in the present tense?
- Example: I earn \$9,000 per month from my wonderful HTE business. I desire to be a president by Dec 1<sup>st</sup> 2010. I'm driving a brand new black SUV with 4 wheel drive. Without goals you are like a ship without a rudder, you will float around in life and never have what you really want.

# Memory Jogger

- **Make a written list of everyone you know:**
- **Friends, Relatives, Neighbors, people you work with, massage therapists, business owners, sales people, stay at home moms, teachers, people with health concerns, and people who want to earn some extra income.**
- **Write down between 50 and 100 names.**
- **Which people will be your best prospects?**
- **Put stars next to the people you think may be your best prospects.**

## How to Approach Anyone Anywhere

**Distributor-** “ Have you ever experienced the SOQI Spa?”

**Customer-** “ No, what’s that?”

**Distributor-** “It’s medical devices that increases oxygen, energy, and circulation in the 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 condition 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.”

**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 all the machines were \$4,000.00 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 problem. 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 .”

# Requirements Before Trying Our Machines

- I will spend only 10-15 minutes asking and answering questions. Then I ask people to watch my DVD on line at [chidvd.com](http://chidvd.com) or, on their TV.
- After watching my DVD they can ask me anything and they can try out my machines.
- My DVD becomes my sorting tool so I only spend time with qualified people.
- How to handle long distance customers.

# Follow Up

- Ask them if they watched the DVD?
- What did they think about the hamburger?
- What did they think about the fake Chi machine?
- What did they think about the ERE machine?
- Now you know if they watched the DVD or not.



# Closing Begins

- Ask them what interested them the most about the DVD?
- Listen and take notes.
- Share testimonies about machines related to their health problems.
- Focus all your attention on them.
- We have two ears and one mouth for a reason.
- We should listen twice as much as we talk

- Ask them if they would like to try the machines in the privacy of their own home with a two week money back guarantee?
- Tell them the regular price and then share the current special price of the machines.
- **Know your specials!**
- Ask them if they would like a additional discount.
- Discuss value of membership by asking questions.

1. Would you like to receive a commission back on the purchase of multiple machines?
2. Would you like to use all your machines as a 100% legal tax write off?
3. Would you like to get your machines paid for by sharing with others?
4. Would you like a part time or full time income by helping others?
5. Would you like me to help you build your business?

- Fill out application form and help them call in order to HTE.
- **NEVER NEVER NEVER** tell them to place their own order!!
- Gift them some additional info like Chi and HotHouse papers, Testimonial Books, DVD's, CD's, and company brochures.
- After their machines arrive, follow up to check on them.
- Now you can ask them how many people they know who could benefit from our machines.
- Have them make a list of people they know.

# Moving Your New Person Forward

- Repeat everything you did with your new distributor.
- Make sure they believe in our machines.
- Why do they want to do this business?
- What are their goals?
- Now you can start working their list and have them use the How to Approach Anyone...script.
- Do three way calls with them after they get people to watch the DVD.
- Help them close sales.
- Do Home Parties with them.
- Start doing monthly meetings together.

# Set A Good Example

- Stay focused on one business only.
- You cannot be highly successful in two MLM companies at the same time.
- Show me anyone who earns over \$100,000 a year in two MLM companies at the same time.
- Could you handle two wives or two husbands?

- Modern science proves that everything in our world is comprised of energy-everything.
- Our house, our car, and our bodies at the quantum level are 99.999 percent energy.
- You cannot create high energy results from a low energy body.
- Pay attention to what you eat, drink, read, watch, say, do, and think about.
- Are these things increasing your energy level or reducing your energy level?
- Like attracts like

- We have the best machines on the market and now with Go Green we have the best nutrition on the market to give you the highest energy.
- I'm committed to helping HTE bring in the best consumable line of products along with the best machines.
- We will have the best of both worlds.
- Stick with us for the ride of your life and have incredible energy to attract everything you desire.