



Determine your why. **Why** are you doing this?  
**What** is your mission?  
**Who** is your audience?

For decades, I've found myself introducing "cutting-edge" technology related to health & empowerment. The AO Scan Mobile fascinates me! I call it my personal assistant!

As I introduce it, it helps me learn and engage with people as we grow together.

For example, **my personal mission** is to bring an AO Scan Mobile into every household!  
**Target audience:** practitioners who have a client base.  
 They can then introduce the AO Scan Mobile to their clients to experience and purchase.  
**Working as a team** reminds me of the saying "Many hands make the work light!"

- Select clients carefully:**
- ✓ Client willingness to take the Wellness Whiz Quiz?
  - ✓ Commitment to listen to 12 minutes of Sounds 2-3 times daily?
    - ✓ Openness to take charge of their health?
- If yes to the above, proceed with scheduling a session.

Avoid showing ALL that is possible w/ the AO Scan Mobile as it can be overwhelming and *will turn people away*.

**Initial client session:** the 3 scans namely 'Inner Voice', 'Vitals' and 'Comprehensive' w/ Optimizing Frequencies gives enough info to 'digest'.

**Client homework:** listen to the (4) Sound Tracks 2-3 times daily until our next meeting.

**During another call or face-to-face,**

- Go over the data highlighting areas that have yet to optimize.
- Discussion on benefits of owning their own AO Scan Mobile/Tablet.

In the event the Scans were complimentary, any additional work is considered a **PAID SESSION**.

*Set your boundaries, lovingly.*

- This allows you to honor yourself, your time and
- Focus on introducing the AO Scan Mobile to someone else.
- Follow-up w/ clients who have yet to purchase.

Share your Why, Mission and Target Audience w/ other team members.  
 The more clarity you have, the easier it is to reach your goals.

**Bring 4 people on your team with a monthly subscription, it will pay for yours!**