



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!