



Stem Cell Education Home Meeting Guidelines

Invitation

1. Position your meeting as an informative Stem Cell Educational Meeting
2. Invite people via Phone, Email, Text, Postcard, Pre-printed invitations, or via Meetup's
3. Make it Fun, keep it simple - Stem Cell Education (Samples Optional)

Preparation

1. Suggested Handouts
 - a. X39 Gift of Good Health Sheet or Sample Card
 - b. Stem Cell Article
 - c. LifeWave Executive Summary
 - d. Customer & Distributor Order Forms
 - e. Where to get More Information Sheet (pending)
2. Room Set-Up
 - a. Laptop, tablet, computer (optional streamed to flat screen TV)
 - b. Comfortable Seating & Water
 - c. LifeWave Banner and display table (optional)

Presentation

1. Host welcomes everyone as they arrive (and casually introduces speaker/sponsor)
2. Host begins meeting by thanking everyone for coming,
 - a. Shares why they are so excited about LifeWave's X39 Stem Cell Technology
 - b. Intro Speaker (if different than host)
3. Speaker
 - a. Shares testimonial and why they are so excited about LifeWave's X39 Stem Cell Technology
 - b. Asks guests to briefly share name and why they came
 - c. Optional: Patch one person with IceWave – explain X39 Stem Cell Patch Is the foundation and Ice Wave is optional
4. Play all or portions of Video @ LiveYoungerReplay.com (can be downloaded to your hard drive)
 - a. Part 1 - 6-minute Intro of Stem Cells, Company, X39
 - b. Part 2 - 3-minute X39 video and 8 benefits (Optional 2:12 min What is Photo Therapy?)
 - c. Part 3 – Getting Started Options
5. Q&A
6. Group sharing of X39 Stories
 - a. Focus on X39 Stem Cell Patch as the foundation (Ice Wave is optional if demonstrated)
 - b. Optionally use testimonials from InTouch App
7. Invitation to join as Customer or Distributor
 - a. Explain Getting Started Options on the back of Executive Summary
 - b. Pass out Application/Order Forms or Interest Request Form
8. Collect Order forms
9. End of meeting
 - a. Next meeting date
 - b. Prospecting for Hosts (Host incentives work)
 - c. Possible short business meeting after a short break following "Stem Cell Presentation"
 - d. Thank everyone for coming and hand out take-home information

After The Meeting

- I. New Customers and Distributors
 - a. Place Orders
 - b. Send Welcome Letters to Customers and Distributors
 - c. Send Additional In-Touch Videos while waiting for orders to arrive
2. Follow-Up with others that did not attend or join
 - a. Send videos via InTouch
 - b. Follow the Daily Method of Operation