



5-Step Guide to Success in Sharing with Health Professionals

1



Establish if this Med Spa, Doctor, Studio, etc. is Open to hearing about THREE

Call the office and say; "Hello, My Name Is (Your Name) and I'm your local THREE Rep, we are a New Holistic Wellness line that specializes in Absorption Technologies and Neurocosmetics and we're listed In the PDR. net. I'm wondering who in your office does the purchasing and if I could have a moment of their time to chat or their contact to send information to?" Get the Contact. Be happy, upbeat, find out how many staff are in office and how many would want samples if you brought them in and offer to come in office and bring Materials, a Few Samples and Set a time to Meet/Present to the purchaser, owner etc. In person or by virtual zoom.

2



Materials for the Presentation Packet

Create a Packet of Information to bring in Office. Feel free to Customize based on what you know about the Office from your step 1 Inquiry Phone Call.

- Office Depot Presentation Folder w/ Business card holder on side pocket.
- Create and use your own Business cards using Canva.com or Vistaprint.com and always Include your Photo, Contact Info and Three Website and QR code.
- Print in color and good paper the following from your THREE APP: Product Usage Guide, Visage Info Sheets, All the Clinical Studies, Enrollment Form and Fast Cash Guide from rlegacymakers.com.
- You can create a Digital Folder that can be emailed as well.

3



Samples (Optional)

Samples are great but not always necessary. Do not feel obligated to give full bottles of product samples to anyone ever. A sample is a taste not a buffet, you want them coming back for more and placing an order. Because we do not have samples of Visage, you can make your own or choose only to sample Vitalite, Eternal and Collagene. Here are some Amazon resources to help make your samples look even more professional:

- Visage 1 pump sample Bottles: <https://a.co/d/h16lTCJ>
- Mesh bags for all Product Samples: <https://a.co/d/27Qdxut>
- Plastic bags for Capsules: <https://a.co/d/iefqD2e>

4



In-Office Presentation Goals

To connect with the office staff, to give a compelling presentation/overview of what THREE can offer them, to get permissions to stay in touch.

- Bring a laptop/iPad with the downloaded presentations from www.rlegacymakers.com
- Present and let the staff ask questions; If they ask a question you don't know how to answer, text your upline sponsor and let the office know you will get the answer for them shortly.
- Always review the enrollment form with them and ask which starting packs Interest them the most to start with. Go over getting started options that benefit their current method of sales.
- Give them Samples and Schedule a time to Follow Up with the Purchaser, If they do not sign up that day.

5



Stay In Contact

Staying in touch 1 x per week is essential to establish a continued relationship until they enroll and even after they enroll. Here are some tips for maintaining a great working relationship:

- Bring a small treat or additional samples or swag when you visit them. Be Kind, Be Memorable!
- Offer up assistance and answer any questions they had prior or that might be new.
- Help them gather stories from their patients/clients and market them.
- Run contests in their office for gift cards or free products in lieu of rewarding good purchasing behaviors, business patterns, like hosting their own virtual/in office events and more.
- Be accessible, reliable and timely. Be a good representative of THREE.