

SUCCESSFUL BUSINESS TIDBITS

Universal Biomat

Consider adding the following to your enthusiasm for the Biomat...

As a Representative, there is no need to know *everything* about the design of the Biomat or other RichWay products.

YET, having the following at your fingertips will give **YOU confidence & YOUR CLIENT comfort and readiness** in purchasing from you:

- 1) The ideal product for your client to purchase (i.e. find out why they are interested in the Biomat).
- 2) The PRICE LIST & shipping fees along with timeline to receive their product.
- 3) Universal Biomat brochure & Business Card to hand out.
Use the brochure to explain *in a condensed version* the Biomat's 3 primary elements: Negative Ions, Far Infrared Rays & Amethyst crystals. Hand client a brochure or offer to mail one if you are contacted over the phone.
- 4) CAUTION with Biomat use from the manufacturer – refer to it regarding your client's health concerns. Keep in mind that nearly everyone can benefit from the Biomat even at the lowest setting. Education is primary for safe use with an easy rule “low & slow” on increments for heat settings and duration.
- 5) “*The Fourth Treatment for Medical Refugees*” book & the Prime Magazine.
- 6) The “Biomat Sandwich Method” Summary.
- 7) How to navigate through www.UniversalBiomat.com for videos and Dr. Grant's Studies.
- 8) Information needed from a client to send in their Order.
- 9) Take notes as you speak with a customer over the phone.
- 10) A specific date & time to follow-up with your client. Consider time zone differences if applicable. Be available to respond to calls & emails readily.
- 11) Know who your ‘support people’ are within Universal Biomat, with phone #, fax & email address. Request a 3 way call to support your client as needed.

To your success, Jocelyne & Jeff



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