

Instructions for Those Working the Booth at Trade Show

We are giving away free stress relieving massages.

In order to qualify for the massage, they need to fill out the form called, "Sign Up To Have A Free Stress Relieving Massage."

If they don't want to fill out a form, they don't get a massage, unless you think they'll fill it out after....you make the call, but the obvious goal is to get people's information...

So what we are saying is, "We give you a massage, and you give us your information."

While getting the massage, they need to listen to the MP3 player. (Please take time to listen to it before the show starts so you know what it says.)

If they don't want to listen to the MP3 player, they just need to read the 2 pages in plastic called, "Why Are We Giving Free Massages Today?"

There are three folders, one is for completed "Sign Up Sheets" and the other two are for blank Sign Up Sheets and blank Coupons.

When the person listens to the MP3 player, they will hear an offer to pay \$10 for the following:

- Seminar (Doc's weekly Tuesday or Wednesday class)
- Evaluation with Doc (sign up after they go to the class)
- Body wrap or lymphatic massage (they can choose one) When they come into the office to meet with Doc they turn in their coupon and they get scheduled for the body wrap or lymphatic massage. **THEY MUST ATTEND THE SEMINAR FIRST AND MEET WITH DOC FIRST IN ORDER TO BE SCHEDULED FOR THE BODY WRAP AND/OR MASSAGE!**

If you have any questions, call me at (Your number).

Your Name

P.S. You get to keep the \$10 that you collect from patients. If you want you can split it evenly or just keep what you get individually....you guys decide. It might be best to work as a team and not compete....just split everything.