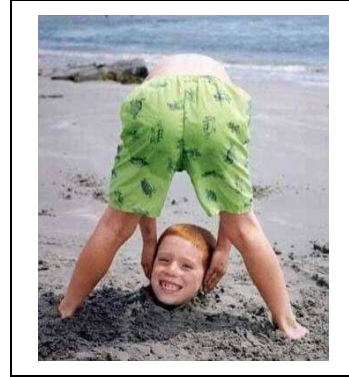


# It's Already August! Time To Pull Your Head Out Of The Sand And Make 2006 Your Most Successful Year!



## Training Issues

### Upcoming Seminars

August '06 – Orlando, FL      August '06 – Boulder, CO  
Sept '06 – Rapid City, SD – Buffalo Roundup! – New Product Announcement & All New Information!  
October '06 – England      Nov '06 – Tacoma, WA      Dec '06 – Ft. Meyers, FL

### Questions and Answers With Dr. Larry Lytle

*Has Dr Lytle or you or anyone found LLL helpful with spinal stenosis? Recommendations?*

I suggest that anyone with spinal stenosis place Miracle Bite Tabs and then apply the Q1000 to Proprioceptive points 1 thru 6 and also apply the 808 Enhancer directly to the stenosis for one cycle daily for one week and then every other day until improvement. As soon as it improves reduce frequency and use as needed for maintenance...If the person has lost their lower back teeth, they cannot wear MBT and must order an Easy Adjust Proprioceptive Guides. Laser Assist Compound and Yoga classes would also benefit spinal stenosis. While they are waiting to get the MBT or EAPG begin by applying the laser as described.

*I am a paraplegic and have had a chronic ulcer on my ankle for 15 years following an injury. It has healed and broken down several times. Last year I had four severe bouts of cellulitis, three of which required hospitalizations and intravenous antibiotics. At that time a punch tissue biopsy indicated pseudomonas growth in the tissue. I believe that it is no longer present. In spite of regular hospital treatment the sore will not heal and I have been referred for plastic surgery. I am concerned that surgical intervention would not work and perhaps leave me with a bigger problem than I currently have. In fact I am concerned that I may require an amputation. I am a physiotherapist and have access to both conventional and alternative therapies. Currently, I am having hyperbaric oxygen therapy once a week and acupuncture and connective tissue massage both of which should promote a better circulation to the area with oxygen enriched blood. I take zinc and aloe vera I read the article on laser treatment in Positive Health and am interested in low level laser therapy. **I would like to know whether, given my tendency towards cellulitis whether that would be a contraindication to treatment and if not where I can access treatment.** I would be willing to purchase a unit but would like to know whether I would need to have a course on the use of laser therapy or whether I would be able to learn how to use it with written instruction.*

A paraplegic might find success in applying mode 3 of the Q1000 for one cycle to the sight of the injury daily for one week, then every other day for one week and then twice a week for 6 months. If there is not measurable improvement in 6 months, regaining limb function is not promising. There is no contraindication for using the Q1000 on Chronic ulcers and cellulitis. Both will respond very well to the Q1000. Apply mode 1 for one cycle every other day to the ulcer – move as necessary to cover entire ulcer. – as soon as it begins healing, and then reduce usage to twice a week until healed.. She is correct that surgery should be the very last resort and I recommend that she delay surgery until she has given the laser time to work.

*Hello: I received the laser, read the instructions and manual closely, and then used the resonating laser and the stimulating 660 cautiously on a hot tooth (lower left incisor) to see if I could eliminate an infection and possibly remineralize the tooth. The morning after the first treatment my eyes were red and my visual acuity diminished noticeably. I did not know what to think, but I continued to use the device on my tooth only turning the 660 on when it was placed directly on the tooth and/or gum line. I'm a bit concerned since my visual keenness remains less and I have developed floaters which remain with me all day. I've not used the laser in a few days hoping that my vision would correct itself. I hope that I've not irreparably damaged my eyes. Would you let me know if my experience is common and what I might expect, and what perhaps I can do to correct*

*this? I know the unit has a setting for floaters, but, of course, I,m really nervous about using it further. I wasn't too worried at first because I never looked directly at the laser, but now I'm not sure what to think. Any advice, guidance, and reassurance that you can offer will be greatly appreciated.*

There is nothing in my experience or reported in the literature that Class 1 (Q1000) or Class 3a (660 Enhancer) low level laser therapy causes any temporary or permanent eye problems including floaters. Higher power Class 3b or Class 4 lasers may cause eye damage. In fact low power lasers similar to the Q1000 and 660 Enhancer are used to treat eye problems in some foreign countries. There is a disclaimer in the Manual concerning the frequencies listed in the appendix stating that these frequencies are not the opinion of me the author. Doctors do not know what causes floaters, or how to treat them. I have floaters, as do many people, and the frequencies suggested by others in the appendix have not helped my floaters. Watching my diet closely does reduce them. A more likely explanation of your condition is that you have a chronic pulpitis – a dead nerve and blood vessels – and the infected tooth is causing the eye problems. The above lasers are beneficial if the tooth pulp is inflamed, especially in the early stages but will not correct an abscessed tooth; however they will reduce pain associated with the infected tooth. To correct the problem you probably need a root canal. I suggest you see your dentist or an Endodontist and have an x-ray and percussion, cold and electrical vitality tests to determine the condition of the pulp. If you do need a root canal, take your laser along and follow the directions in the Manual for root canals. Faulty Proprioceptive feedback to the brain causing reduced blood flow can also affect the eyes – see the appendix for more information.

*See below and photos of this woman's leg sore. She is a paraplegic neurophysiotherapist.*

To treat the associated bed sore, just apply the Q1000 for one 3 minute cycle every other day for one week – then twice a week until healed. DO NOT apply the 808 to the wound. That is too much energy and may take it down the other side of the bell curve. However if the victim has paralysis, apply the 808 to the area of the injured spine twice a week and apply the Q1000 every other day until some sensation appears in the extremities, then reduce the application to twice a week for maintenance. It is also very important to check her Proprioception for spinal healing. She undoubtedly will need MBT.

*I have recently purchased the Q1000 with the 660 and 808 enhancers. My main focus is pain management, however, I have had a few clients ask about the weight loss therapy. I was hoping you could give me a little more information about this protocol. Why do they need a dentist? What is a Proprioceptive guide and how does it work?*

My in-house weight loss study showed that 50% of the people who were on Belly Gelly and Low Level Lasewr Therapy as per the Manual lost weight without any life style changes. I am sure if exercise; diet and mediation were added the weight loss percentage would be even more.

*Have you had experience seeing food allergies improve with this approach? The second question about stenosis is from another dentist. What personal experiences have you been privy to regarding LLLT and stenosis? I know about the guides etc. I would like to send him some anecdotal possibility.*

There are three approaches to food intolerances that I found beneficial – one is the ELISA/ACT blood test – go on line to find a doc in your area. The other is to do a 5 day differential diagnosis using a juice fast and then add back foods and monitor the pulse. The 3<sup>rd</sup> is a shoot gun approach to take the kid off all grains and dairy products. Stenosis will improve with laser therapy when combined with Proprioceptive Guides and Yoga, how ever I do not have a name of any one he can call.

## **Business Building Ideas**

**YOU Are The Message!** Interview of Brian Tracy & Tom Hokins in *Selling Power*

More customers make their decisions to buy based on the salesperson than any other single factor in the sale including price, quality and comprehensiveness of the solution. The best way to create a compelling outward message is to look inward first.

The first thing you should feed your mind is purpose. Customers respond to the energy and enthusiasm that are created by a sense of purpose. To capture the power of purpose, you must understand your own goals. The very act of setting goals and writing them down increases your likelihood of achieving them by about ten times.

Next become a master of prioritization. Write down the six most important things you must do the next day and prioritize them the night before. Not only will you sleep better, your mind will work on what you have to be prepared for the next day and you will start getting more priority in your life.

One of your priorities should be to maximize your time in front of prospects. The average salesperson only spends 90 minutes per day with prospects. (You're probably doubting that right now – keep a stopwatch by your desk and prove it to yourself – it's absolutely true!) If you want to double your income, a very simple

technique is to analyze how many minutes per day you are spending with prospects and organize your time so you double the amount of time you are spending with them.

The great secret of sales success is that you can't control the sales, but you can control the activities which, by the law of probabilities, lead to the sales. The "Law of Three" says that 90% of all your sales results come from three activities – prospecting/appointments, effective presentations and followup/closing. Everything else is a support activity

### **Lesson From Dr. Robert Anthony**

It is important to understand that it is not our thinking that creates our circumstances, but the emotion that is attached to our thoughts.

We've all heard that "thoughts become things" ... in fact, only the thoughts that are accompanied by strong feelings and emotions become things.

Whatever you hold in your mind with energy and focus becomes your reality ... whether it be negative or positive ... if you focus on it and give it emotional energy, it will manifest itself in your life.

If you have good thoughts or do good deeds towards others, it sets in motion a chain reaction delivering good back to you...maybe not from the same person or at the same time...but probably when you need it most.

If there is something you struggle against, the more you resist, the more you attract that which you don't want.

For every cause there is an effect...not only that, but the effect is always multiplied. So not only will you experience what you cause yourself or others to experience, but it will come back to you multiplied and increased.

You are the creator of everything that comes into your world – and Quantum Physics has scientifically proven this!

It's not just what you think about and focus on that counts ... how you feel about it is literally 1,000's of times more important.

"Ask and ye shall receive" and "even before you ask, it is given unto you" have been scientifically proven by quantum physics to be the absolute law of the universe.

The reality of success in life is far easier than you could have ever imagined – when you struggle to accomplish something, you are guaranteed to fail.

You are the cause of your life ... your life is not the effect of the circumstances and actions of others.

The Law of Attraction states that whatever you focus on...you will get. Notice I said what you focus on. I did not say what you want, need or desire.

### **Lessons From Dan Kennedy's "No B.S. Marketing Letter"**

Here is a book review of "No B.S. Wealth Attraction" (Dan Kennedy) that was done by a 14 year old – you should MEMORIZE this list! – it's that important.

- ✓ If you make every belief that money is limited go away, wealth will be attracted to you.
- ✓ The opposite of wealth attraction is wealth inhibition.
- ✓ One man's tragedy is another man's opportunity.
- ✓ Entrepreneur-ism is all about opportunity.
- ✓ You don't get what you deserve; you get what you negotiate.
- ✓ Money is available in an unlimited supply and is readily replaceable.
- ✓ You can get someone to pay you a lot of money for your trade if you keep a straight face and a voice free of tremor. Entrepreneurial success requires a willingness to risk and experience failure, and recover from it quickly.
- ✓ Money is naturally attracted to the person most comfortable and confident around it.
- ✓ It is easier to attract wealth when you speak the "language of wealth." What you say matters.
- ✓ It is smart to make yourself into a celebrity.
- ✓ If you know more about a subject than your intended clientele, you are an expert.
- ✓ Specialization, even if self-declared, raises your expert status.
- ✓ Experts encounter less fee or price resistance, so they can usually charge premium prices.
- ✓ Wealth seeks movement.
- ✓ Everybody has ideas or talents. Few act on them.
- ✓ Smart: Daily discipline of doing at least one proactive thing to attract business every day. I.e., clip out a magazine article a client would enjoy, send a free subscription or thank you note, etc.
- ✓ A less appealing promise kept serves you better than making a more appealing promise you can't, won't, or don't keep.
- ✓ The number one way to lose clients is to not keep promises.
- ✓ Wealth, value and real integrity are all linked together. Anyone trying to get more wealth without providing more value is dishonest.
- ✓ There are no geographic boundaries for wealth attraction. When you transcend geographic boundaries, you instantly and automatically increase your wealth attraction power and opportunities.

- ✓ It is up to you to decide how much money you will receive today, this week, this month, this year, etc.
- ✓ Wealth is attracted to wealth.
- ✓ Everybody needs to be cautious of need.
- ✓ The less you need the next deal, the next sale, the next client, or the next dollar, the easier it will be to attract all the deals, sales, clients, and dollars you could ever desire or imagine ... times ten!
- ✓ Income is temporary and perishable. Value and equity can be built to last.
- ✓ There are only two ways to get wealthy – people working for you – money working for you.
- ✓ The secret to creating real wealth is to learn how to increase the demand for something.
- ✓ Every person you meet or know either drains your power from you or contributes power to you.
- ✓ Wealth comes from knowing what others do not know.
- ✓ Fortune favors the bold. Courage attracts wealth.
- ✓ Resourcefulness is the ability to take whatever resources you've got and can get and turn them into what you want.

Sell More By Understanding the 4 Responsibilities Of the Sales Professional

1. To the greatest extent possible, to (only) be presenting your proposition to people qualified to accept it and certain to benefit from it.
2. To be presenting something of good quality and value backed by straightforward guarantees that are advantageous for your selected prospect to purchase.
3. To do everything within your power to make that sale. Hold nothing back. Pull no punches. Have no hesitation.
4. To be fabulously successful and prosperous and celebrate those achievements.

No seller can ever emotionally accept even a smidgen of responsibility for the buyer's use or non-use of what is purchased. (*My note – as long as you are training your clients in the use of our products...*)

For everything to be your opportunity, everything must be your responsibility.

### **Lessons From John Carlton's "The Marketing Rebel Rant"**

In July, John ranted about how the internet is changing before our very eyes. Within a VERY short period of time, the internet as we know it today, will cease to exist. Those of you who are marketing via the net should keep a very close eye on these developments.

He also told a story about "Milt" – "a man who so confidently strolled through life, brazen in his passions and so completely in charge it was as if he'd scripted each day." How had he arranged to be the hero of his own movie?

1. Milt PLANNED HIS LIFE – starting with the desired end result and working backwards to figure out what skills, tools, resources and experiences he needed to get there.
2. Then he got busy with GOAL DIRECTED BEHAVIOR ... and transformed himself into the kind of person required to achieve the goal.
3. He didn't worry about what his peers, friends, relatives thought.
4. He understand that "when other young men believe they will live forever, he needed to sit at the feast as soon as possible so he could enjoy it for what was sure to be a too-short life – no matter how long he lived." (*I LOVE that!*) Most people tend to look at life as some endless stretch ahead of them. Plenty of time to pursue those dreams. No need to knock yourself out. Go ahead and watch some more TV. IT'S NONSENSE, but it's the way most of the slumbering masses get through their days – expecting to get invited to the feast or something.
5. The "break it down" process he started as a kid preparing his life's trajectory never ended. He took every detail of life and broke it down.
6. He saw the world as it was ... not as he wished it would be ... and not as he felt it should be. This "awake and fearless" realization, alone, can change anyone's life.

### **Lessons From Dr. Ben Altadonna**

Most business problems can be solved with (1) sales skills, (2) marketing skills, (3) accurate thinking skills, and (4) the ability to get a lot of stuff done fast and often. Bottom line, nobody cares about you – at least when it comes to your success. Don't look for approval from others, don't worry about what people think, and don't expect any kudos. Being an entrepreneur is lonely. More people want you to fail than succeed – makes them feel good about themselves. So decide what you want and then just do it.

### **Lesson's From Dan Kennedy's "Marketing To The Mass Affluent" Letter**

I just got my first installments of Dan's newest newsletter ... you should ALL be getting this ... priceless information that can't help but build your businesses! Anyway, this is 3 issues worth of highlights – enjoy and profit!

What is the price ceiling in your business? What is the ultimate package you might create and offer? Where is/are the million dollar clientele you're missing?

Once Ignored Demographics = New Opportunity. Meticulously slicing and dicing the market into tiny segments and custom tailoring products, services, prices and most importantly, marketing messages to them. This works even better when the tiny segment is ignored, underestimated and NOT specifically reached out and talked to. *(Some ideas I don't think anyone is hitting very hard yet ... cosmetic market with the Q10 ... pet owners [more on them in a minute] ... competitive dog shows ... harness racing ... you get the picture)*

More evidence celebrities impact the affluent consumer. An important sales tool is being able to name a celebrity as an owner of our products ... even if you have to discount the product. The ability as a salesperson to whisper, "you know, "x" has purchased one of our units..." is worth – a lot! *(If any of you have contacts with celebrities who don't yet own our equipment, please let me know and we'll work out the details so that everyone can benefit.)*

Who's On Your "Hit List"? I'd be money that most owners cannot pull from a drawer a diligently compiled "hit list" of exceptionally affluent, exceptionally influential, exceptionally desirable customers they are patiently and persistently pursuing. Here is how one successful person does it ... "Binn employees a staff of 7 people who mine credit card databases, title insurance reports and charter jet customer lists. The cull the Dunn & Bradstreet company register for names of chief executives and match them with mortgage records to assess their net worth ... *(this next one is great, and if one of you doesn't do this, I'm going to!)* ... they recently pin-pointed 22,000 New Yorkers who either put over \$100,000 on a credit card last year or made a single department store purchase of more than \$2,000.

A few notes about the new millionaire economy. The overriding trend is the rise of mass affluence. Households with greater than \$100,000 income number close to 14 MILLION and have been growing faster than the economy. The real trend is that wealth is growing faster than income, and a new aging affluent class *(could you have identified our market any clearer than "aging affluent"?)* will increasingly be dominating consumer markets. Most businesses are missing the opportunities of the new affluent market by continuing to cater to the middle-class with the lowest price strategy.

As the American economy shifts, Wal-Mart is cautiously experimenting with upscale changes – "class for the masses". Imagine sitting down to question and re-think the formulas that made you THE largest retailer the world has ever known. Most business owners would be loathe to challenge themselves in this way. And that is precisely why most business owners who build good businesses wind up with bad businesses.

I urge you to very carefully consider "who is your customer?" How do they actually live? Work? Play? Spend? How many pages can you fill describing your customer, his life, his interests, his preferences?

One of the greatest opportunities in most businesses to boost margins is creating upscale/luxury/premium "VIP" versions of already successful products.

Follow The Money. Within four years, about 1/3 of the population is going to be at least 50 years old. Those Americans who were 50 or older as of 2001 controlled 67% of the country's wealth, or 28 TRILLION dollars! *(I get excited just reading that! Our potential market is growing every day ... please don't tell me you can't find anyone to sell our equipment to)*

A question to contemplate, "what perks might I afford all or selected groups of my customers that can attract ... retain ... permit premium pricing for core goods/services ... stimulate word of mouth ... maybe even create publicity?"

Playing With Prices. The question for many businesses, is which is easier and faster: finding 100 who will pay \$10,000 or 1,000 who will pay \$1,000? Often, surprisingly often, the task of finding the 100 is not proportionately or even appreciably harder than finding the 1,000. Playing with prices will inevitably lead you to three conclusions:

1. At least some of your prices should be raised. *(Note in our case this might mean that you focus on selling Super Pro Packs rather than individual Q1000s)*
2. You ought to prioritize attracting more affluent customers for whom price is a minor issue or no issue at all.
3. So you can raise prices even more!

*(Many of you are missing out on this completely ... but are also missing out on something else – the opportunity to also sell to the low end of the spectrum. I.e., target the affluent and sell the QPacks or Super Pro Packs ... but then go back to everyone who didn't buy [possibly as a competitor to yourself with a different business name] and offer the lower priced Q1000 or Q10. Having this type of system in place should help you to maximize your sales and return on marketing investment.)*

What's more instructive is the enormous sums of money people are now spending on their pets. According to a Pace study, spending on pets has more than doubled in the past 10 years, with predictions of again doubling ... but in only the next 2.5 years! Americans will spend \$36 BILLION on pets in 2006 – double the amount spent 10 years ago. The "humanization" of pets is also a continuing trend. *(This "humanization" is your open door invitation to sell lasers to these affluent pet owners!)*

One of the secrets of marketing to the affluent is letting them know you know that they ARE elite. Much of this purchasing is about ego and separation from ordinary people ... about being recognized as having

exceptional taste and “being with it”.

In every microcosm of society, every vocation, occupation, business, profession, subculture or geography, there is a percentage doing very, very, very well and spending freely. Each person’s personal passion wins over everything else, including price and logic ... every single time. The same person bitching about \$3.50 per gallon gas will not even question the price of the fly fishing trip if his life’s passion is fly fishing. Think how you might modify or align what you sell to connect with a target group of prospects highest personal passion.

Catering to the affluent requires a unique culture, a unique language. There is a lingual artistry and style to selling to the affluent that more lulls them into the purchase than bullies them into it. Scripts and cultural conditioning of the people are critical, not optional. *(So, if you are going to be selling lasers to affluent ShitZu [sorry about the spelling, but couldn’t resist!] owners, you need to speak “ShitZu”)*

A Secret Formula For Prospering In An Unprosperous Situation.

1. Get Rid of the Deadwood. Take at least the bottom 20% of the least valuable, most price sensitive, least passionate time suckers and drive them away to make room for more profitable clients.
2. Focus on keeping or attracting only ultra-high value clients.
3. Get more money from fewer clients.

Stop Speaking To Everyone The Same Way. Speaking differently to different customers based on their thoughts, feelings (psychographics) and behaviors, NOT (just) demographics is even more CRITICAL when marketing to the emerging mass-affluent. Consumers are much more ruthlessly resistant to messages they perceive as not personally relevant. If you want success in direct marketing to the affluent you MUST succeed with PRECISE message-recipient matches.

How many affluent are there? There are 8.9 MILLION U.S. households with investable assets of \$1 million and up. 22% of U.S. households have over 55% of all earned income. Surely it must be easier to profit selling to the 1 in 5 with this wealth. Not necessarily easier to sell, but easier to PROFIT. Do you know and have a list of the 100 wealthiest residents ... the 500 wealthiest ... in your community? ... the 100 most successful business owners in your niche? Do you have a prime target list at all? *(Many of you could become wealthy with no other marketing strategy than this ... without ever having to travel – think about it and then TAKE SOME ACTION!)*

Zealot Customers Are Your Goal. The asset is the herd (your customer base), but the best kind of herd is made up of the zealot customer. The higher up the affluency ladder you go, the less they are attracted or persuaded by advertising; the more effective is word of mouth; the more persuaded they are by peer zealots. Question, “what can you do to make more of your customers zealots?”

The “Experience” grows ever more important in all kinds of businesses. How can you transform the experience people have in doing business with you into such an unexpected and fascinating and entertaining pleasure that they will not even think about price, and above all else, become committed, enthusiastic zealots who tell your legend to everyone they know?

***This one can't be circulated enough. WARNING..New Credit Card Scam.***

Verified by snopes <http://www.snopes.com/crime/warnings/creditcard.asp>

This one is pretty slick since they provide YOU with all the information, except the one piece they want. Note, the callers do not ask for your card number; they already have it. This information is worth reading. By understanding how the VISA & MasterCard Telephone Credit Card Scam works, you'll be better prepared to protect yourself.

*One of our employees was called on Wednesday from "VISA", and another was called on Thursday from "MasterCard".*

The scam works like this: Person calling says, "This is (name), and I'm calling from the Security and Fraud Department at VISA. My Badge number is 12460. Your card has been flagged for an unusual purchase pattern, and I'm calling to verify. This would be on your VISA card which was issued by (name of bank). Did you purchase an Anti-Telemarketing Device for \$497.99 from a Marketing company based in Arizona?"

When you say "No", the caller continues with, "Then we will be issuing a credit to your account. This is a company we have been watching and the charges range from \$297 to \$497, just under the \$500 purchase pattern that flags most cards. Before your next statement, the credit will be sent to (gives you your address), is that correct?"

You say "yes". The caller continues - "I will be starting a Fraud investigation. If you have any questions, you should call the 1- 800 number listed on the back of your card (1-800-VISA) and ask for Security.

You will need to refer to this Control Number. The caller then gives you a 6 digit number. "Do you need me to read it again?"

Here's the IMPORTANT part on how the scam works. The caller then says, "I need to verify you are in possession of your card". He/She will ask you to "turn your card over and look for some numbers".

There are 7 numbers; the first 4 are part of your card number, the next 3 are the security numbers that verify you are the possessor of the card. These are the numbers you sometimes use to make Internet purchases

to prove you have the card. The caller will ask you to read the 3 numbers to him. After you tell the caller the 3 numbers he/she will say, "That is correct, I just needed to verify that the card has not been lost or stolen, and that you still have your card. Do you have any other questions?" After you say No, the caller then thanks you and states, "Don't hesitate to call back if you do", and hangs up.

You actually say very little, and they never ask for or tell you the Card number. But after we were called on Wednesday, we called back within 20 minutes to ask a question. Are we glad we did! The REAL VISA Security Department told us it was a scam and in the last 15 minutes a new purchase of \$497.99 was charged to our card.

Long story made short - we made a real fraud report and closed the VISA account. VISA is reissuing us a new number.

What the scammers want is the 3-digit PIN number on the back of the card. Don't give it to them. Instead, tell them you'll call VISA or Master card directly for verification of their conversation.

The real VISA told us that they will never ask for anything on the card as they already know the information since they issued the card! If you give the scammers your 3 Digit PIN Number, you think you're receiving a credit. However, by the time you get your statement you'll see charges for purchases you didn't make, and by then it's almost too late and/or more difficult to actually file a fraud report.

What makes this more remarkable is that on Thursday, I got a call from a "Jason Richardson of MasterCard" with a word-for-word repeat of the VISA scam. This time I didn't let him finish. I hung up! We filed a police report, as instructed by VISA The police said they are taking several of these reports daily! They also urged us to tell everybody we know that this scam is happening.

Please pass this on to all your family and friends. By informing each other, we protect each other

### **New Testimonials**

This is a little premature, but important enough that I wanted to get it out to you ... a full testimonial should be coming in the next few weeks: *wife has a lot of health problems had a blood clot Monday morning and had a heart attack, pulse dropped and she flat-lined - he grabbed the laser mode 2 on the heart - 10 to 12 seconds later her pulse came back - flat-lined again, used the laser again and it revived her again -- asked him if she was willing to have this as a testimonial (Yes!); she also has some problem with her tear glands -- not working for years, lasers the temple area with the Q1000 and the tears come back for 2-3 days afterwards.*

### **Random Ideas**

**There are only five months left in 2006 – what are you going to do with them?**