

Business Wizards, Inc. / QLasers Solutions
Laser News You Can Use For January 2007
Happy New Year To Everyone!

Today, as I'm putting the finishing touches on this month's issue, I'm reminded that *there is only one reason on this earth holding each of you back from having HUGELY successful businesses ...* and that reason has absolutely NOTHING to do with

- ✓ The economy
- ✓ The price of your products or services
- ✓ Lack or excess of education
- ✓ Good or bad marketing (although I hope you've been learning some good marketing from me!)
- ✓ Whether or not your products or service have any "governmental" approval
- ✓ The weather or holidays or work schedules or 2nd jobs or your kids/family or your astrological sign

No, there is only one thing that will determine whether you are spectacularly successful and prosperous during the coming year. And that "one thing" is simply

Will You Decide To Do What It Takes To Be Successful?

We will all experience setbacks and discouragement during 2007 ... as I finish this today, it is with the barely hours old knowledge that my sales assistant James has taken another position. A setback to be sure.

But the winners ... those who are pulling down six figures in annual profits make the decision to be successful no matter what happens. The winners ... and you know who you are ... use any setback or discouragement as the reason for your lack of success. The only difference between the winners pulling down the big bucks and the whiners going not so slowly broke - is what each is willing to do for success.

So, after a week of an emotional roller coaster, I'm back in "positive" mode, and I'm stoked, because I know that I'm going to **do whatever is necessary** make this the best year of my life ... and hopefully yours!

Upcoming Seminars Featuring Dr. Larry Lytle

Jan '07 – San Diego
March '07 – Atlanta

Feb '07 – Dallas
March '07 - Houston

Feb '07 – Portland / Seattle

Laser Questions and Answers With Dr. Larry Lytle

New Information on Migraine Headaches

Migraine headaches are a serious disorder in the US and affect nearly 30 million Americans. About 6% of men, 18% of women and 4% of children get migraines. Migraines are differentiated from other types of headaches by their intense throbbing pain, which can last hours or even days, and leads to nausea and vomiting. Movement sound and bright light may make it worse and some may see an "aura". Pain medication is not consistently effective and may add to the nausea.

Experts believe migraines are caused by "stress". I believe they are activated by the "Dental Distress Syndrome" by stress in the 68 pair of "dental muscles", and in my teachings and live seminars, find this pain is usually concentrated on the side of the head most affected by faulty dental muscle proprioception.

Migraines typically arise from hyper-excitation of nerve cell nuclei in the Trigeminal nerve which then releases increased amounts of neuropeptides which in turn results in inflammation (**Scientific American Mind Dec/Jan 2007, The Madness of Migraine PP39-43**).

The 5th Cranial Nerve is both motor and sensory and a source of sensory stimulation is from the muscles that position of the mandible to the skull. Thus treatment of Migraine Headache should include applying mode 1 of the Q1000 laser to Proprioceptive points 1 – 4 along with applying mode 2 to the head on the side where it hurts the most. This should always be accompanied by placing a one inch piece of popsicle stick

between the back teeth on the painful side.

For a more permanent treatment, Miracle Bite Tabs (MBT) should be made and worn at all times except when eating. MBT's should then be followed by proper and permanent Neuromuscular dentistry. Because the Q1000 laser is a great anti-inflammatory device and is proven to be a quick way to release and relax tight "dental muscles", it should be the treatment of choice for the one in ten Americans that suffer from migraines

A Question Posted About The Q1000's Ability To "Clean" Arteries Or Veins.

The difference between an artery and a vein is a smooth muscle layer between the intima, the inside layer of cells and the exima, the outside layer of cells of the artery and vein. When the smooth muscle layer in the artery tightens up, the patient will experience clogged arteries. If it is in the heart – it is a heart attack – if it is in the brain – it is a stroke. When the smooth muscle layer tightens up, the blood behind the area slows and begins to clot. That is called viable plaque. This type of heart disease is readily treatable with the Q1000 laser because it will release smooth muscles rapidly regardless of the location. You just need to know where the problem is so you can aim it – such as heart brain – leg or etc.

If the plaque becomes hard and attached, the Q1000 laser will not remove that plaque. Diet associated with either chelation or hotter type lasers are used. However even in these cases the Q1000 will keep the smooth muscle layer from tightening around the existing plaques. The Q1000 laser does not strengthen floppy or loose various veins, but may take the pain out of the area due to poor circulation. If I was told that I had arterial disease of any nature, I would use mode 1 or 3 of the Q1000 as a preventive tool. See the manual.

My question regards a patient who is going to have surgery soon. She is having a breast lift and augmentation, and repair to an umbilical herniation. I am curious what protocol you would recommend to speed up her post-operation healing. I assume the laser would be helpful for pain control, decrease swelling of the breast tissues, suture and scar healing. I would like to have a plan in place so I can start treating her soon after her surgery. Any suggestions from you would be greatly appreciated!

I have had users that have used the laser on exactly the same procedures with good success. The Q1000 laser will speed healing, help control the pain and reduce scarring. Apply mode 1 of the Q1000 for about one minute daily to the area of surgery for two - three days before surgery. It will be necessary to move the laser to cover all the projected incisions. Immediately after surgery - in the recovery room if possible - again apply mode 1 of the Q1000 for one - two minutes to each area move so as to cover all incisions. Do this every other day until healed. Since the laser does not destroy anything I also suggest the patient take 3 Inflamm-Away tablets three times a day on an empty stomach to dissolve the extra cellular debris released from the surgery. This product helps with the black and blue from extra cellular bleeding that will develop below the incisions. Inflamm-Away is available from your laser distributor.

Have you had any experience with internal root resorption? I have this condition and the dentists say the tooth has to be extracted. They have no clue why it developed.

If I had a tooth with internal resorption, I would buy, make and wear Miracle Bite Tabs all the times except when eating to assure the tooth was out of trauma. Then I would apply for one cycle each, the 660 Enhancer probe directly to the crown of the involved tooth and the 808 Enhancer over the involved root. I would do this every other day for one week then weekly for three weeks - wait two months and have another x-ray taken from exactly the same angle and re-evaluate the resorption. I would anticipate that the resorption will be stopped - of course the part of the root that already is gone will not come back but if the trauma is permanently corrected there will be enough root to hold the tooth stable.

Business Building Ideas

Use The First Week of January To Put Together Your 2007 Marketing Plan

If you don't have some type of marketing component scheduled for every month ... really every week ...

Referrals are the life-blood of any truly successful business. They should be for you ... and they definitely are for me. Don't forget that **I pay you between \$130 to a whopping \$1,071.50** every time you refer a patient, business associate or friend who buys a laser. It's simple, easy and **PROFITABLE!** Call or email those referrals to me today ... 605-342-5669 ... kip@rapidnet.com

then expect holes in your income this coming year.

See the next section for good examples of why you **MUST** put your plan for the entire year together now ... **AND THEN WORK THE PLAN.** If you need help with this, please don't hesitate to call or email – I'm glad to provide any assistance to you I can. As an example, a phone brain storm with client Phil Marden produced several new ideas for attacking his particular market niche during 2007.

See, Believe, Begin, Continue, Finish. See what you desire in your mind's eye. Believe you will get it. Begin your quest. Continue until you finish. The only thing that can stop you is fear.

You Create Your Future With A Pen. The secret of the ages is that you can create your future with a pen and your imagination. Here's how. Take out paper or turn on your computer. Pretend it is one year from today. Write a letter to a friend as if you have accomplished all you wanted to accomplish. Go into detail. Feel the joyous emotions. Share your thrill as you detail your success. This single act (which you can repeat as often as you like) commands the universe to bring you what you need to make it your reality.

If You Didn't Make The Kind of Money You Wanted In 2006, There Is A Good Reason

Before reading any further, get up and take this page with you to the bathroom ... are you there yet? ... good! Now, stand over the sink ... look straight ahead ... and to the person staring back at you ... YELL ...

You Are The Reason I Didn't Make Any Money In 2006. I'm Sick Of You Sabotaging My Success, And I'm Not Going To Stand For It Any More. You Will Stay The \$&!! Out Of My Way This Year ... And I Will Earn What Is Rightfully Mine!

There is both hope ... and help ... available for that miserable cretin staring back at you from the bathroom mirror.

You see, if you didn't make the number of sales you wanted to in 2006, the odds are simply that you or your staff didn't talk to enough qualified prospects!

Sales isn't rocket science folks ... and it doesn't take an advanced degree to know that if you're only talking to a couple of people per day ... and you "close" 10% of those you talk to ... your sales (and paydays) are going to be few and far between.

Folks, done right (and it's easy to do), sales is the most consistent, safe, freeing, high-paying and creative undertaking you can ever dream of. Every company - even yours! - survives because of sales. And consistency in business income (sales) really boils down to just one thing ...

Consistency In Prospecting, Lead Generation And The Number Of Qualified Prospects You Present To Every Day

If you are consistent in these areas, your sales will flow as surely as water runs down-hill. But miss a day of prospecting/lead generation/calling, and sure enough, your sales and income will dry up somewhere down the time line like a desert stream in summer.

The ultimate answer is to (1) figure out how many prospecting/lead generation attempts you need to make to (2) generate the number of interested and qualified prospects you need in order to (3) close the number of average sales required to (4) meet your 2007 income goals.

Whew! That was a mouthful, but it's not really as hard as it sounds. Here's an example of how it all breaks down:

1. Doctor A, in order to meet 2007 income goals needs to make one average sale (\$5,619) per week.
2. To make one average sale per week at a 10-15% closing ratio, she needs to make her presentation to approximately 11 interested and qualified prospects each week.
3. To present to 11 prospects means she needs to talk to approximately 40 interested people each week.
4. To talk to 40 interested people, she has to get in front of 125 people per week – 25 per day.

How do I know all this? Good question!

These are the #'s and percentages taken from an actual sales analysis. Over a period of three weeks, the sales person attempted to make 50 calls per day to prospects who had requested additional information from lead-generating advertisements.

He charted every call, recording “hits” (when he actually spoke to the decision maker) and out of the hits spoken to, how many of those people were still interested in a possible future purchase. From the three weeks of charts, we came up with the averages used to generate steps 1-4 above.

The neat thing about this is that as this person continues tracking his calls, his averages will become tighter, and he will know ... ever more precisely ... exactly what he has to do in order to reach ANY INCOME LEVEL HE DESIRES!

How? He simply takes his new income goal, divides it by the amount of the average sale, and then works backwards to figure out how many contacts are required to generate the income goal.

So, the next time you find yourself whining about your lack of income and sales, get back in front of the bathroom mirror and ask that procrastinating, lazy, self-sabotaging cretin staring back at you how many qualified contacts he or she has gotten in front of and presented to this week. If the answer is less than what is needed to meet your annual goals, kick yourself in the behind (I'd like to see that ☺) and get to work with more and better prospecting and lead generation!

16 Rules For Success, Gary Bencivenga (bencivengabullets.com) & Bob Parsons (bobparsons.com)

While reading the following rules, be reminded that “*we need not so much to be taught as reminded.*”

- 1. Get and stay out of your comfort zone.** Not much of any significance happens when we're in our comfort zone. I hear people say they are concerned about security, and my response is “security is for cadavers.”
- 2. Never give up.** Almost nothing works the first time it is implemented. If it were easy, everyone would be doing it, and you wouldn't have an opportunity.
- 3. When you're ready to quit, you're closer than you think.** There's an old Chinese saying I just love, and I believe it is so true: “*The temptation to quit will be greatest just before you are about to succeed.*”
- 4. With regard to whatever worries you, not only accept the worst thing that could happen, but make it a point to quantify what the worst thing could be.** Very seldom will the worst consequence be anywhere near as bad as a cloud of “undefined consequences.”
- 5. Focus on what you want to have happen.** As you think, so shall you be.
- 6. Take things a day at a time.** Focus on the present and on what you can do now ... today ... this minute ... to achieve your goals and dreams.
- 7. Always be moving forward and improving.**
- 8. Be quick to decide.** Take the time to analyze the situation and then decide. Remember what General Patton said: “A good plan violently executed today is far and away better than a perfect plan tomorrow.”
- 9. Measure everything of significance.** Anything that is measured and watched improves.
- 10. Anything that is not managed will deteriorate.** If you want to uncover problems you don't know about, take a few moments and look closely at the areas you haven't examined for a while. I guarantee you problems will be there.
- 11. Pay attention to your competitors, but pay more attention to what you're doing.** When you look at your competitors, remember that everything looks perfect at a distance.

Do You Have A Success Story You'd Be Willing To Share? No Story Is Too Small or Unimportant! Testimonials Are PROOF What You Are Saying Is True. You Should Ask For Them ... And I Need Them To! Email Your Story (with your picture if you have one) To Me ... kip@rapidnet.com

12. Never let anybody push you around. You have just as much right to what you're doing as anyone else, provided that what you're doing is legal.

13. Never expect life to be fair. Life isn't fair. You make your own breaks. You'll be doing well if the only meaning fair has to you is something that you pay when you get on a bus (i.e., fare).

14. Solve your own problems. You'll find that by coming up with your own solutions, you'll develop a competitive edge. Masura Ibuka, the cofounder of Sony, said it best: "You'll never succeed in technology, business, or anything by following the others."

15. Don't take yourself too seriously. Lighten up. Often, at least half of what we accomplish is due to luck. None of us are in control as much as we like to think we are.

16. There's always a reason to smile ... find it! After all, you're really lucky just to be alive. Life is short and "we're not hear for a long time ... we're hear for a good time."

The Next Time Someone Questions Your Price

The truth about price is that most people know the price of almost everything, yet, they don't know the value of anything. **Educating the prospect about the VALUE of your offering is your main job.** If you compete on price, you might as well dig your grave and start shoveling yourself in now. Value, value, value, value.

For Neighborhood Marketing Read This ...

Here's a neat idea I ran across recently that has merit for localized marketing. Rather than spending money to buy appropriate prospect lists and then another \$.75 each to mail to those lists ... cut out the mail list rental and postage by **contracting with local paper carriers** in the neighborhoods you want to target **and have them deliver door hangers** (make sure they don't put these in the mail box – it is a felony) with your initial information and sales offer and free coupon.

If I were doing this, I'd probably use, (1) The Beneficial Applications of Low Level Laser Therapy, (2) the small laser therapy front office patient brochure I've provided you with, (3) about 10 pages of testimonials (with photos), and (4) a limited time offer for a FREE low level laser therapy demonstration.

Commit And Immerse. John Carlton (become a "marketing rebel" by visiting www.marketingrebel.com)

Negative or positive, everyone has a reaction to advertising/marketing copy. Everyone. As a marketer, you're not just after a reaction ... but a specific reaction. And one of the secrets to getting this specific reaction – and one of the toughest lessons to get across to my students is exactly this – you must learn the art of selling something to another human being before you can be a successful marketer.

It's one of the more elusive interactions to master, but not difficult to learn once you sit down and start paying attention to the secrets of world-class salesmanship. The first hurdle is to simply get over your fear that becoming a killer salesman will cause demons to start polishing up a chair for you in Hell.

Instead, you will merely develop a whole new set of skills that allow you to operate in the world with more mastery and more effectiveness. In fact, if you truly have something wonderful that people need or want, then *shame* on you if you ignore your duty to effectively get your message across.

And the best way to learn salesmanship is to commit ... and immerse yourself in it. You commit by jettisoning all thought of escape and girding your loins for the coming effort, and you immerse by providing yourself with all the tools necessary for total success. Go DEEP and cram your mind full of everything there is to know about super salesmanship.

And, then more importantly, you must immerse yourself in the needs and quirks of your prospect and find out exactly what it takes for them to say "Yes" to your offer.

More From John Carlton. Nearly every single top entrepreneur I know has a towering sense of humor. This can't be a coincidence. I believe there is a direct correlation between appreciating the absurd humor of

life ... and rising to the top. The first requirement you have, when you decide to start selling something to people, is to become a hard-core student of human behavior. And I defy you to do that ... and not become alarmed! The REASON there are so many smart-asses in the upper ranks of the entrepreneur world ... is that their humorous cynicism is a major tool for truly understanding human nature. The reality of life in the big sand box of capitalism requires a deep and uncensored view of how people actually operate. Not how we wished they operated, or how we believe they should operate.

What I find more interesting (and profitable), however, is the concept of "common sense". The vast majority of your neighbors and friends operate on the idea that they possess common sense. And the common sense concept that common sense *involves* actual common sense is, frankly, bullshit. There ain't no such thing as common sense. In fact, almost everything most people think is a "no brainer" ... is WRONG.

Remember this the next time you're crafting a sales argument: Actually having a solution to someone's problem is no guarantee they'll buy. You still must search for every little nonsensical objection that might possibly come up ... and counter it. Because you cannot predict what little thing will stop your reader from acting. Don't rely on your common sense.

The Darwin Awards – Doesn't It Feel Good To Know You're Smarter Than Someone!

Thanks to Dr. Steve Troeger, CO for sending this to me.

Last year's winner was the fellow who was killed by a Coke machine which toppled over on top of him as he was attempting to tip a free soda out. This year's winner was a real rocket scientist... really! And the nominees were:

Semifinalist #1 A young Canadian man, searching for a way of getting drunk cheaply, because he had no money with which to buy alcohol, mixed gasoline with milk. Not surprisingly, this concoction made him ill, and he vomited into the fireplace in his house. This resulting explosion and fire burned his house down, killing both him and his sister.

Semifinalist #2 Three Brazilian men were flying in a light aircraft at low altitude when another plane approached. It appears that they decided to moon the occupants of the other plane, but lost control of their own aircraft and crashed. They were all found dead in the wreckage with their pants around their ankles.

Semifinalist #3. A 22-year-old Reston, VA, man was found dead after he tried to use octopus straps to bungee jump off a 70-foot rail road trestle. Fairfax County police said Eric Barcia, a fast food worker, taped a bunch of these straps together, wrapped an end around one foot, anchored the other end to the trestle at Lake Accotink Park, jumped and hit the pavement. Warren Carmichael, a police spokesman, said investigators think Barcia was alone because his car was found nearby. "The length of the cord that he had assembled was greater than the distance between the trestle and the ground," Carmichael said. Police say the apparent cause of death was "Major trauma.

Semifinalist #4 A man in Alabama died from rattlesnake bites. It seems that he and a friend were playing a game of catch, using the rattlesnake as a ball. The friend - no doubt a future Darwin Awards candidate - was hospitalized.

Now ladies and gentleman, the winner of this year's Darwin Award: The Arizona Highway Patrol came upon a pile of smoldering metal embedded in the side of a cliff rising above the road at the apex of a curve. The wreckage resembled the site of an airplane crash, but it was a car. The type of car was unidentifiable at the scene. Police investigators finally pieced together the mystery. An amateur rocket scientist... had somehow gotten hold of a JATO unit (Jet Assisted Take Off, actually a solid fuel rocket) that is used to give heavy military transport planes an extra "push" for taking off from short airfields. He had driven his Chevy Impala out into the desert and found a long, straight stretch of road. He attached the JATO unit to the car, jumped in, got up some speed and fired off the JATO! The facts as best as could be determined are that the operator of the 1967 Impala hit the JATO ignition at a distance of approximately 3.0 miles from the crash site. This was established by the scorched and melted asphalt at that location. The ATO, if operating properly, would have reached maximum thrust within 5 seconds, causing the Chevy to reach speeds well in excess of 350 mph and continuing at full power for an additional 20-25 seconds. The driver, and soon to be pilot, would have experienced G-forces usually reserved for dog fighting F-14 jocks under full afterburners, causing him to become irrelevant for the remainder of the event. However, the automobile remained on the straight highway for about 2.5 miles (15-20 seconds) before the driver applied and completely melted the brakes, blowing the tires and leaving thick rubber marks on the road surface, then becoming airborne for an additional 1.4 miles and impacting the cliff face at a height of 125 feet leaving a blackened crater 3 feet deep in the rock. Most of the driver's remains were not recoverable. However, small fragments of bone, teeth and hair were extracted from the crater, and fingernail and bone shards were removed from a piece of debris believed to be a portion of the steering wheel. Epilogue: It has been calculated that this moron attained a ground speed of approximately 420-mph, though much of his voyage as not on the ground. And apparently he neglected to wire in an OFF switch.

New Testimonials

I have a friend who was in a car accident 4 years ago. He was in a coma after the accident for four months, and has had multiple surgeries since then to correct the damage. I used my new QLaser QPack plus Dr. Lytle's proprioception techniques on him during an initial laser therapy session that lasted approximately 30 minutes. After this initial session, my friend reported that his hands were warm (increased circulation) for the first time in four years since the accident. My friend loved to dance, but his knee was badly damaged in the accident and he hadn't been dancing since the accident. After our initial laser therapy session, he felt good enough to go out dancing – and felt fine afterwards! Please remember that all this occurred after just one laser therapy session! Sincerely, Dr. Gary Guest, DC, Bozeman, MT

I have wonderful news! It will be 15 weeks this Sunday that my cat "Jag" was shot, (that is not the wonderful news). When I first found Jag, I thought that she was attacked by a wild animal, when I picked her up, her left paw just hung very loose. An x-ray showed that her shoulder joint was shattered and her Humerus was broken. The Vet recommended amputating her left leg.

So as the Vet is telling me to amputate my cat's leg, I'm wondering if this LLLT, could or would work to save my cat's leg. I wanted to try the laser to save Jag's leg, but the price of the laser, was holding me back from buying it, but when my chiropractor told me it would pay for itself, I placed the order, and the laser shipped overnight, and started using it on Jag, that next day.

Jag is using her leg, running, jumping and playing. Jag walks with a limb, which it doesn't seem to bother her. Jag is healing very nicely, she seems to be getting better by the week... with any hope and luck she will continue to heal. Thank you! Caroline J. Gissinger, Ohio

I have several inflamed nerves, right tibial and sciatic. These nerves radiate intensive pain and numbness on the back of the thigh, side of the calf/ankle and the entire right foot. When I started using the Q10 in these areas, I noticed less of treatment. I then started treating the day and was able to stop using the 50 patches. I continue to treat my right foot twice a day (6-9 minutes each) and feel pain relief about 10 minutes after the treatment. I was not able to sit before the Q10, but can now sit long enough to enjoy dinner. Thank you for your great Q10 invention!

**Don't Forget To Send Your Referrals To Me Today
I Can't Wait To Write You a BIG Check In Thanks!
Call Kip at 605-342-5669 or Email Me at kip@rapidnet.com**

pain after one day started treating the day and was able to mcg of fentanayl to treat my right

Maureen Dere, Patient of Dr. Jo Stroud, CA

Being up in age, I never leave home without my Q1000. It is the best investment I have made in my whole life, and has relieved my arthritis pain. I use the Q1000 whenever and wherever necessary (a lot on an old body like mine!), and it's like getting a miracle every time! Myrtle West, Berwyn, IL

Random Ideas

*Life is not the amount of breaths you take – it's the moments that take your breath away.
Will Smith in "Hitch"*

Happiness is the purpose of conscious life.

Build on what you're good at ... hire to compensate for your weaknesses.

**My Wish For You Is That You
Make 2007 Your Best Year Ever!**

P.S. Don't Miss My New "Back Page Special" Section! It's new, and designed to save you \$\$\$!

Back Page Special

Japanese Philosopher Y. Kimura said, “For a producer of values – every moment of his or her life – has significance beyond his immediate life. An hour wasted has a compound effect on, in essence, everyone on this planet. For a producer of values, his personal life is, in actuality, public and even cosmic.”

Because both you and I are producers of value, during 2007 (and beyond!) my aim is to use this new section of my newsletter to bring you methods, products and services designed to help you exponentially increase the value you are able to provide to those you encounter in your life.

The standing rules of the *Back Page Special* are:

1. The offer(s) is/are only good till the last day of the publication month of the newsletter; i.e., the offers you are about to read expire January 31, 2007
2. You will get no reminders ... nor no second chances. Procrastination is a “value killer” that we must all take daily action to prevent. If you see something you like here ... don’t kill the value ... make the call or email to place the order right away!

With that understanding, let’s get to this month’s *Back Page Specials!*

Value Increasing Offer #1 – Dr. Lytle’s 8-Hour *Healing Light* DVD Training Seminar

Education is a crucial key in everything we do, and if you don’t own Dr. Lytle’s *Healing Light* DVD yet, you’re simply not fully educated in the incredible benefits your laser system has to offer.

Many attendees to Dr. Lytle’s live seminars call it the most life-changing information they have ever received. But, as we all know, it can be difficult and costly to attend live functions. **The *Healing Light* DVD program provides you the same benefits ... and even MORE INFORMATION than is given during the live events!**

Dr. Lytle’s 8-hour *Healing Light* DVD normally retails for \$600 ... and is worth every penny, because it is jam-packed with life-changing, value producing information. But, as a value producer and *Back Page Special* reader, you won’t pay \$600 ... or \$500. Not \$400 ... \$300 ... and amazingly, you won’t even pay \$200!

***Back Page Special* Readers Pay Only \$170 Plus \$8 S/H.**

How’s that for starting our new year off right! Hold on to your hat, because I’ve got one more value increasing *Back Page Special* offer for you this month!

Value Increasing Offer #2 - \$6.50 Laser Purchase Credit For Every New Referral!

As indicated many, many times before, referrals are the life-blood of business. And this month, **for every qualified new referral you send me, you’ll receive a coupon good for \$6.50 off your next laser purchase.**

What is a “qualified new referral”? Simply someone you have personally spoken to about our products, who is (1) both interested in and financially able to buy one of our laser products for themselves, and (2) who is not already listed on our database of prospects.

As always, the people you send to us will be sent a full information package with a short note indicating that you asked us to send it ... and are NEVER under any obligation to buy. I’ll simply do my best to help continue their education about the fabulous benefits of low level laser therapy ... and if it makes sense to them, will help them become an owner of their own laser.

Consider that every human being (even you!) knows at least 50 people who could massively benefit from our products and are financially able to purchase ... then think about your personal cash register “*ka chinging*” at **\$6.50 a pop** ... (\$325 dollars credit if you send in 50!) and you get the kind of double-whammy value increase that makes me smile just thinking about it!

There’s no limit to the number of referrals you can send, and you *still earn your normal 10% referral fee if/when one of these people purchase a laser from me.*

That’s it for this month. These *Back Page Specials* absolutely expire on January 31. To take advantage of them, call me at 605-342-5669 or email me at kip@rapidnet.com ... TODAY!