

We Need Snow! If any of you out there know how to do a “snow” dance ... PLEASE get those feet moving and send a couple of feet our way in Western SD!

Upcoming Seminars

Feb '07 – Dallas

Feb '07 – Portland / Seattle

March '07 – Atlanta

March '07 - Houston

Laser Questions and Answers With Dr. Larry Lytle

I was reading about the bite tabs and was wondering if they may help a patient I have. The patient has ringing in his ear (left) vertigo that comes and goes and varies in intensity from bad, that he can do nothing and occasionally makes him vomit, to it is just there and he can do what he wants without bother. The patient has also related a story about getting hit in the chin several years ago and having his left TMJ lock occasionally since. The patient also states that if he sleeps on his left side he is more likely to wake up with the vertigo worse and more often than if he sleeps on his right side. I currently am adjusting his neck working with herbs, vitamins and minerals, and using the Q1000 on his temples and base of the skull. After he related the TMJ story I have started adjusting his left TMJ and have noticed that his better days are almost normal, much less ringing in the ear and no vertigo, however, he still gets days of severe vertigo and nausea. He notes that when he gets the severe episodes he always has them upon awakening. After reading the Low Level Laser User's Manual and about the bite tabs I am wondering if while he sleeps his jaw is relaxing to a position that is irritating the proprioceptors and creating or antagonizing the situation. Do you think that the bite tabs may help?

Per the **Laser Users Manual**, “Vertigo may be due to the lower jaw being displaced too far to the posterior causing pressure on the auditory canal. Place Proprioceptive Guides for intermediate care. For long-term care, see a neuromuscular or proprioceptive trained dentist. Apply the 660 Enhancer into each ear for 6-8 breaths. Apply Mode 3 of the Q1000 to the Thyroid for one cycle daily or as needed.”

I have a second question relating to myself. When I sleep I do get some sleep apnea and have noticed that as I relax, my jaw falls down to my neck and blocks my airway. Will the bite tabs help hold my jaw up when sleeping as I believe this will help the apnea?

Again from the **Laser Users Manual**, “The laser has not appeared to be beneficial for sleep apnea. However, it can be controlled by (1) placing Miracle Bite Tabs, and (2) taping the mouth shut with paper adhesive tape with a figure “X” to hold the jaw forward.” Note that you likely will not have to sleep with the tape forever ... after a week or two, the tape will have helped to retrain the muscles to hold the jaw forward at night.

I would like to see which two modes you would recommend I add. I have a 15 yr old daughter and 12 yr old son, and 2 cats.

The subject of which custom modes to put into your laser is an entirely personal decision, based on your particular needs. The reality of the Q1000 that we've seen over the last 10 years is that many of the daily problems you encounter will be well handled by the three standard modes. Appendix G of Dr. Lytle's **Laser Users Manual** lists about five pages of different custom modes people have had us program. Because of the wide variety of options available to you, I always recommend that you spend some time getting acquainted with your Q1000 before deciding which modes to spend your coupon on.

My husband has back pain and ices his lower back each night. He's always been stalwart and never in pain but the last year of working for 12 hour days in the yard on the weekends doing heavy projects with 8x4s and helping neighbors put in sprinkler systems, has taken its toll on him. He's not into preventative treatments having never been sick, but even he decided to go to the chiropractor 2 MOS ago. I think if he kept on using the cool laser, it would have helped more, but the cost was prohibitive each day for the treatments he was given and was all out of pocket, so he stopped.

The laser will definitely help to release and relax both smooth and striated muscle. In the case of low back pain caused

from over-exertion, your husband would be well advised to use a combination of the Q1000/808 Enhancer (or just the Q1000 for longer periods if that is all you have) on the low back AND spend 15-20 minutes each evening (or morning) in a stretching routine designed to stretch out his hamstrings and lower back.

I have been asked to treat a 7 year old girl with moderately severe eczema on her arms. In the manual you recommend Belly Gelly (and follow up with probiotics) to start with. How much Belly Gelly should a 7 year old child take? After what period of time can one expect an improvement? Do you have any figures for the success rate in treating eczema with the Q1000/Q10?

Have your 7 year old take one tablespoon of Belly Gelly for a week, and then reduce to one teaspoon for two more weeks. - Then stop for two weeks and then repeat. She will need to take one capsule of GeneFlora in the morning and one in the evening. And of course apply mode one of the Q1000 or Q10 daily for 1 - 3 minutes per instrument spot size. If she does not improve in two to three weeks with this protocol, completely eliminate all grains and dairy products. I know that is tough for a 7 year old but it probably will eliminate the cause of the eczema.

How Many Lasers are Enough, by Dr Larry Lytle

How many low level lasers are enough, one – two - three - four, or just one complete laser system?

One wavelength of low level laser will not do everything low level lasers are capable of doing. Multiple wavelengths and different power densities are required to maximize results. All lasers work to some extent, but even the IRB studies done for FDA clearance of both visible and infrared single wavelength lasers only demonstrated results in the 30-38 percent range - about a 1/3 success rate. That means 2/3 of the people trying single wavelengths still end up with pain and a bad impression of low level lasers. Then there are the doctors or people that just keep buying more lasers in search of the “magic wand”.

Consider this happy but yet very sad story.

Dr K got started as an owner of a laser by necessity. His 21 year old son was broadsided by a loaded cattle truck and left for dead. Paramedics tended others and eventually they picked up K-Jr's body and were on the way to the morgue when he moved. For K-Jr's parents this was the happy part of this story – he was alive. The rest of the story is very sad. It started a five year struggle to first keep K-Jr alive and then to try to rehabilitate him.

Dr K, a dedicated loving father, did every thing possible – he took him to the best doctors, the best hospitals, the best rehab centers, the best physical therapists and prayed a lot. After K-Jr was released from the hospital the long tedious process of rehabilitation began. In the past four years K-Jr has received over 400 acupuncture treatments, hyperbaric oxygen treatments, over 200 cranial adjustments, done by the best doctors Dr K could find, and still his head and neck pain persists. Various drugs, homeopathic remedies, vitamins, herbs and alternative techniques were tried, all to no avail.

It is a fact that most doctors buy their first low level laser to treat themselves, a family member or a pet, so with Dr K's son in trouble he turned to low level lasers. First he bought a single diode competitive product whose name most of you would recognize. And then a 2nd device from the same company – the best they had to offer – a four diode unit. Results were less than satisfactory so next; he bought another competitor's product ... still no results.

At this point, it might be prudent to remember our laser physics - both of the competing products featured 635 nanometer wavelengths operating at 10-12 milliwatts of energy output with programmable frequency capabilities. Most users of these products do not know how many joules of energy their instruments produce. Along with delivering electrons to the injured site, total joules of energy are a very important aspect of low level laser therapy. The formula for figuring joules of energy is power output X spot size X time.

Now desperate, Dr K thought maybe he needed more “power” so he began considering buying one of the Class IV products, which are not truly **low level lasers**, as they provide potentially dangerous levels of power. Laser Physicists and the FDA consider low level lasers as devices that put out less than one watt of energy. For safety reasons most low level lasers operate at 500 milliwatts (½ watt) or less. The product Dr. K was considering operates at 7.5 watts or 7500 milliwatts – a hot laser.

Remember the Arndt-Schultz Law of Biology

- ▶ Weak stimuli excite
- ▶ Strong stimuli retard

- ▶ Optimal dose range for wounds is 4 J/cm²
- ▶ Optimal dose varies for each individual
- ▶ For wounds, as healing occurs, reduce the laser dosage

More is not better when it comes to low level lasers. The mentality of laser researchers, manufactures and salespeople is; if the laser energy won't get to where it is needed, increase the power. This won't work because the body sets up impedance and polarizes against increased energy and keeps it from entering the body. The Q1000 laser with its multiple wavelengths, its computer controlled power density, and frequency and soliton waves gets to where the energy is needed regardless of the depth.

Dr K's plight does not get any better. While kneeling in church praying for his son, his leg "went to sleep" and another church member tripped over his extended leg. In his effort to break her fall, his ankle got trapped and was severally fractured in several places. Now Dr K joined his son in rehabilitation - a 10 month long ordeal - incapacitated to the extent he could not treat patients in his busy Chiropractic practice.

As with his son's head and neck injuries and pain, the single wavelength lasers did not speed the healing of his ankle. As a comparison, my carpenter fell off a ladder and shattered his femur four inches below his hip. After extensive surgery and the placement of multiple screws, he was told that he would be out of work for six months. With the use of the mode 1 of the Q1000 on the muscles, the 660 Enhancer on acupoints, and the 808 Enhancer on the bone applied every other day for a month, he was back to work in just 6 weeks. To bad Dr K did not know about the Q Pack when he was treating his son and himself.

And it is also too bad that Dr K did not know about Proprioceptive feedback to the brain. Every accident victim must treat faulty Proprioception in order to heal and become pain free. K-Jr would have benefited immensely by the placement and regular adjustment of Miracle Bite Tabs along with applying Mode 1 of the Q1000 to the tight muscles in his neck and shoulders.

Remember the basics. Resonate bellies of muscles, organs and glands and stimulate bones, joints tendons, ligaments and nerves. This cannot be done with one wavelength – nor should you ever consider using a "hot laser" on an organ.

And so I ask again. How many lasers are enough – one – two – three or four? The answer is that nearly every problem we encounter will benefit from using the correct type of laser and the correct amount of laser energy. The QPack low level laser therapy system was designed with just that in mind ... the correct type of laser for nearly every problem you'll encounter ... with multiple wavelengths shown in international research to be beneficial ... and with devices that apply the correct amount of energy.

If you don't yet own a full QPack system, I urge you to consider completing your investment.

Business Building Ideas

Keep Selling – 1 In 4 Americans Is In Your Target Market!

Here's some interesting information that should be good news ... a staggering 75.8 MILLION people (more than one in four) are aged between 43 and 61, and represent the largest (and one of the richest of all times) demographic bulge in US history. These people are (1) getting older; (2) don't like it one damn bit; (3) have more money to spend than any other generation in US history; and (4) are open to alternative health ideas.

Selling Using Fear, and Then Overcoming With A SAFE Solution.

"S & D" (steal and deploy) is an accepted marketing axiom that I suggest you use in your marketing materials. Just don't plagiarize what you find word-for-word. Below is a nice "box" I ran across recently you can profitably add to your next direct mail or email promotion

The information provided in the box is obviously designed ... and rightfully so ... to stimulate FEAR in those who might currently be taking huge daily doses of acetaminophen. After presenting this information, you'd want to come in with a "SAFE ALTERNATIVE" – i.e., our laser products. Create the fear ... and then provide the solution.

A Study in Excess: Pain Killers Are the Nation's Leading Cause of Acute Liver Failure

STOP! Before you pop one more pill for pain relief, you need to be aware of the real dangers of over-the-counter medications and prescription drugs. "The argument that it's the safest sort of drug has overruled the idea that people cannot take any amount they feel like," according to the Univ. Of Texas, Medical Center, which noted that

acetaminophen is “popped like candy.” Acetaminophen bottles currently recommend adults take no more than 4,000 mg a day, or 8 extra-strength pills. Just doubling the maximum daily dose can be enough to kill, warns the Univ. Of Washington. More than 56,000 emergency room visits and 100 deaths yearly in this country are due to the side effects of acetaminophen. That makes acetaminophen the most common cause of acute liver failure. (Journal of Heptaology, Dec. 2005)

If You’re A Business Owner, You MUST Get On Every “Junk Mail” List You Can!

Before you scoff at such an idea, let me tell you that the last two ideas ... and the one that I’m going to give you in this section ... originated from so called “junk mail” that I take the time to read and “borrow” from. If you’re not putting yourself (use a different name if you want to protect your identity) on mailing lists ... and then studying the materials you receive ... you’re missing the equivalent of a FREE Ph.D. in marketing and salesmanship! Here’s some more material for your marketing files that I think could be particularly useful in the right circumstances:

If You Can’t Trust The Government To Protect The Value Of Your Money, Why Would You Trust The FDA To Protect Your Health?

If you believe the purpose of the U.S. Food and Drug Administration (FDA) is to protect the American people, then we urge you to consider the question carefully. Over the past two decades, congressional committees and investigative journalists have uncovered numerous examples of the monumental incompetence, neglect and fraud that ran rampant at the FDA. Lately, even Federal Court judges have begun ruling that the agency’s Gestapo tactics are blatantly unconstitutional.

Who Can You Trust With Your Health? Obviously, the purpose of the FDA is not the protection of the American public’s health. Their purpose is, and always has been, the protection of the financial interests of large pharmaceutical corporations and healthcare organizations.

Sadly, even the medical community can’t be wholly relied upon to protect your health. In today’s revolving-door, assembly line style of medical treatment, few doctors are able to devote the time required to give each patient the individualized attention essential to optimal care. Also, even though we live in an age when new therapeutic discoveries happen every day, overworked physicians don’t have the time or motivation to pore over the staggering quantity of information available for the purpose of improving the care they offer their patients. The truth is, the only one you can trust to protect your health is YOU.

Closing ... The Art Of The Sale

In our business ... in fact in every business ... nothing happens until the sale is made or the order taken. Master closers are ALWAYS looking for buying signals from the prospect, and are always gently but firmly leading the prospect towards the buying decision. With that in mind, here are some “Test” and “Assumptive” closing statements that you can start working into your sales presentation.

<p>Sound good so far? Does that make sense? Can you see how that would (benefit) How do you feel about Sounds easy/like a solution doesn’t it That’s a pretty good value wouldn’t you say What would be your time frame for implementing something like this Do you see anything that would prevent you from (insert action) You have two choices. You can either do (insert current action) and (insert eventual result) ... or you can (insert action wanted) and (insert benefit). What are your thoughts?</p>	<p>Would you like this sent to your home address? How would you like to pay? I can have this to you in ___ days. Is that soon enough? Will _____ be acceptable? Based on what you told me, I would recommend (insert item and associated benefit). Do you agree? There’s no risk whatsoever ... should be get the ball rolling? Many customers who order ___ also add _____. It (insert feature, benefit and tie back to the original product.) Would you like to include that too? Let’s go ahead and (insert action), OK? What don’t I set this up for you now. Do you have any other questions before we proceed?</p>
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Some Thoughts From Marketing Genius Dan Kennedy (www.dankennedy.com)

Time and opportunities wait for no one. Most people wait for EVERYTHING – and are constantly disappointed with NOTHING arrives.

There are those who wait ... and those who do. It is something of a sickness to believe there will somehow be more time or magically more resources next week, next month or next year. What are you waiting for?

Much is made of the widening gap between rich and not-rich. 2006 was the first year ever that every person on the Forbes 400 list of the wealthiest Americans was at least a BILLIONAIRE. I see an ever-widening gap between the individuals of initiative who display a high sense of urgency about just about everything they do, and the vast majority who seem less and less responsible about getting anything done. I do not believe the two gaps widening are coincidental.

Simply put, the people with all the money get things done, get things done, insist those around them behave that way, and are quite ruthless about ridding themselves of those who don't. The achievers mantra is "Minutes Matter."

Valentine's Day Promotion

By the time you have received this, Jan and I will have put around 4,000 letters in the mail to prospects on our list with kind of a unique offer ... a pretty traditional offer of our laser equipment plus the supporting stuff and a new type of risk reversal ... PLUS a FREE DIAMOND SIMULANT with every purchase, that they keep if they decide to send the laser back under the risk reversal option.

Will it work? I truly don't know. But the diamond is actually very nice ... a loose gem, .93 carat ... similar characteristics to a real diamond (i.e., cuts glass) ... actually undistinguishable to the naked eye from a real diamond ... but at a price of only \$73 (less if I buy in bulk.)

And, more importantly, the "math" of this promotion works very, very well. About \$.70 to get each letter in the mail - means that **one sale produces a profit!** Let's see, 1 sale divided by 4000 letters means I need a .025% response rate.

So will it work ... maybe, maybe not --- but I like the odds. Here's what is important for you to take home from this example:

1. I'm piggy backing on an upcoming holiday as a reason to re-contact people who have expressed an interest in our products. Every month gives you a chance to send something to someone ... next month, I'll send something with a St. Patty's Day theme. Every month gives you another chance to knock on your prospect's door with an enticing new offer.
2. I'm using an order enhancement that has absolutely nothing to do with the offer itself. There are no "rules" that say you have to use a premium that is related to your offer ... in fact, sometime, an unrelated premium might work even better (I guess I'll know if about 15 days!)
3. The premium does however tie into the reason for the promotion ... and I hope, will strike an emotional chord with the prospective purchaser ... i.e., he/she gets a valuable gift for the spouse/significant other with the purchase.
4. The "math" of the promotion is in my favor. Obviously, my offer is a fairly high-dollar offer ... and I can just hear some of my professional clients moaning, "this won't ever work for me – my 'sale' is only \$45." **Prairie Pucks!** While you're initial sale to each new client may only be \$45 ... the **Lifetime Value** of each new client (not to mention the average number of referrals each new client will generate) you pull in with a promotion like this is worth much, much more. By answering the question, "how much (not how little) can I afford to spend to attract a new client", you'll start realizing that the math will work for you in ways it probably isn't now.

This type of marketing is (a) easy, (b) profitable, (c) can be planned out literally months in advance, and (d) can be put on autopilot by having one of your staff members responsible (and rewarded) for this segment of your marketing efforts.

If you want a copy of the letter (and to know where to buy the diamond simulants) send me an email request.

Some Thoughts From Marketing Genius John Carlton (www.john-carlton.com)

Normally, I never read people's reasons for requesting refunds, and I advise you not to read them either. No matter how off-base or insane they are, their comments will take root in your brain and grow like some alien weed. And then you'll waste outrageous amounts of time crafting your response ... countering every nuance of the refundee's argument ... detailing all the ways they are wrong and evil and basically the scum of the earth.

If you do succumb to this urge, and write that reply email, at least have the self-respect not to SEND it. Just don't. You will accomplish nothing. And often, you will ignite a very negative pen-pal exchange that will eat up even more of your time ... and accomplish NOTHING.

Caveat: of course, if you get a LOT of refunds, and the reasons given seem to form a common theme ... then you SHOULD pay attention to why people hate you. There's a problem either in your product or your offer, and you can use what you learn from unhappy former customers to fix things.

Notes on refunds: a too-low refund rate means you're not marketing aggressively enough. Generally, you should strive to have around a 7% to 15% return rate. That's roughly the percentage of butt-head morons in any given market ... and you should position your product or service to *piss them off*.

I'm dead serious. If too many butt-heads buy your product and are so passive about it that they won't even bother to return it ... then you're very likely under-pricing your stuff and being too timid in your sales pitch.

Here's something else to consider: If you're selling information ... or if your product has a learning curve ... then this is critical stuff. Most people understand that it's a good thing to "KISS" --- keep it simple, stupid. They understand it, but not in a visceral way. They quickly FORGET what it was like going through their OWN learning curves ... and start making all kinds of wrong assumptions about what it will take for their customers to navigate those same complexities of cluelessness.

Because no matter how simple YOU think something is ... it's still a mysterious adventure to the uninitiated. If your teacher doesn't viscerally understand your cluelessness, and structure his lesson in a way that addresses your physical, your mental, AND your emotional needs ... then you'll fail.

The bottom line is this: it doesn't matter how well YOU understand the lesson. If your job is to help someone ELSE understand it, then you must go deep into the learning process of your student ... and ignore all your own biases.

I always urge marketer's to bend over backward to present their material in ways that can be accurately described as "fast, simple, easy and cheap." That's the mantra of successful marketing. As a marketer, anytime you have to impart knowledge that you possess to someone else, you're operating in teaching mode. It's easy to fall into a rut, where you get your "patter" down, and stop considering the EFFECT of your style.

Yet, in the real world, the ONLY thing that matters is the effect. The results. So if you don't understand the needs and fears of your prospect ... find out.

New Testimonials

Here is a dental miracle that occurred in Dec 2006 while out of the Country... I had a much bigger infection under one of my filling that was cracked then I thought, the pain was getting worse. Thankfully I got an emergency appointment with one of Dr. Hal Huggins DDS students in Porte Vallarta MEX. And upon examination found out that the infection went down to the Pulp... typically painful beyond belief and always a root canal... well "no root canals for ME..." I used the 808 on the root area for 30-40 seconds then followed up with the 660 enhancer to reduce the inflammation that would be occurring and help with the pain of the operation. I had used the equipment before on myself with no discomfort, but never anything down to the pulp. I had NO pain ... No Discomfort and the Dentist and assistant could not believe that I did show any signs of discomfort. ... The Dentist packed the filling in a special way via Dr. Hal Huggins protocols and filled with a glass filling for a temporary filling. They were impressed how little bleeding occurred during the whole procedure and so was I. Glad that I always carry my Q- lasers with me where ever I go....

I used the Q1000 and enhancers over the next two week to deal with the discomfort and now four weeks later I am looking forward to the new permanent crown to be installed. I Love my Lasers, David Gawain

A new DC client of mine – Dr. Guest in Bozeman, MT – called a couple of weeks ago to ask about the applicability of our products to a brown recluse spider bite. I told him that our equipment works at the cellular level to help the cells regain “normal” functioning and health, and that yes, we have had previous successes with brown recluse spider bites. He then told me “the rest of the story” (to borrow Paul Harvey’s famous slogan). The bite had occurred **over 18 years ago** ... and the patient has lived with an open ulcer the size and depth of a quarter for that entire period! He has suffered from staff infections 10 different occasions ... and ... (this absolutely blows my mind!) ... his insurance company has paid out over \$90,000 over the 18 year period trying to find a solution to this problem. After explaining the “rest of the story”, Dr. Guest asked me what I thought about the possibilities now. I repeated that because our equipment works at the cellular level to help restore normal cellular functions and health, I STILL believed that his patient would receive benefits from application of our equipment. **And Boy Did He!** An unbelievably ecstatic Dr. Guest called me back about 10 days later. Over that 10 day period, he was able to treat the patients wound/ulcer two times with the following combination (the total treatment time was 10 minutes): Q1000 – over the surface of the wound; 808 Enhancer – inside the wound – on puncture/pocket wounds, it is important to treat the bottom of the wound so that the top doesn’t heal over first leaving a pocket; 660 Enhancer – on two or three acupoints for this area, and to active the entire body’s charka/healing system to aid in healing this problem. **On The 10th Day When Dr. Guest Called Me Back After Only Two 10-Minute Treatments That 18-Year Old Ulcer Had COMPLETELY HEALED!** Isn’t that amazing! A health problem that had plagued this patient for 18 years ... and on which insurance and Western medicine spent \$90,000 without producing any benefits ... was completely healed in only two 10-minute sessions with our equipment. Kip Lytle

Hi Doug, Sorry to take so long in sending this to you. I want you to know how delighted my husband and I are with our Q1000 laser. My husband could no longer drive at night--he said that the oncoming lights blinded him. After about two months of using the laser (he held it up to his closed eyes as you suggested), he now has no problem seeing at night. For the first time in a year we can go out for the evening with him driving. Also, he cut his hand badly while cutting a bagel. He was bleeding so profusely that his friends wanted to drive him to the hospital to get stitches. He refused and came home with the hand bandaged tightly. He held the laser to it for about 30 minutes on three nights. The pain went away rapidly and when we took the bandages off, the wound was open but totally dry and healing beautifully. I have used it for pain with remarkable results. I tripped over my dog and came down hard, hitting my elbow on our tile floor. The pain was terrible. I immediately sat with the laser held up to the pain and after about half an hour the pain had disappeared. The pain has not returned. I have used it on a vericose vein---now it's completely flat with no swelling or puffiness and the color is fading. Any time I have pain anywhere I immediately go for the laser. I have never known anything as remarkable as this. Thank you Doug for being available for questions and comments. I consider myself to be one of the luckiest people on earth to own a Q1000 laser. Warm regards, Janet Drue-Manson, LCPC

Random Ideas

I Believe by Brian Tracy

I believe every person has within themselves inexhaustible reserves of potential they have never even come close to realizing.

I believe each person has far more intelligence than they have ever used.

I believe each person is more creative than he or she has ever imagined.

I believe the greatest achievements of your life lie ahead of you.

I believe the happiest moments of your life are yet to come.

I believe the greatest successes you will ever attain are still waiting for you on the road ahead.

And, I believe through learning and application of what you learn, you can solve any problem, overcome any obstacle and achieve any goal that you can set for yourself.

What do YOU Believe?

February's BACK PAGE SPECIAL!

February is famous for Valentine's Day ... the month of love ... this month's back page special is sent with love ... and if you participate, I think you'll **Love** the added health-enhancing results this month's back page special can bring to you and your family!

One of the facts of life about tools ... and your laser(s) are tools of the health-enhancing sort ... is that the best results are achieved when you use the right tool for the job. For example, you might be able to perform many common household tasks – including plumbing – with duct tape ... but we all know it's not the right tool for most of these jobs, and will not provide you with the best benefits.

The same is true of low level laser therapy tools. Many companies try to promote a “one-size-fits-all-problems” solution, hoping that prospects won't realize that **one laser can no more produce optimum benefits across the range of health problems** than duct tape can for all household tasks.

To Truly Produce Optimum Low Level Laser Therapy Benefits & Results You Need The Right Tool For The Job.

Which is why we produce one of the only low level laser therapy SYSTEMS in the world. Our complete professional system (the QPack) is comprised of:

- ✓ The Q1000 for soft-tissue and organ problems
- ✓ The 808 Enhancer for hard-tissue (cartilage, tendon, ligament, nerve & bone) problems
- ✓ The 660 Enhancer for trigger point release and non-invasive laser acupuncture

The QPack provides you with the right tool for every type of health problem you face!

We went to great lengths to produce a system with three different tools, because we know and believe that our clients (you) will benefit by having and using the right tool for the job.

The problem is that many of you own only the Q1000, which just isn't a “system.” And,

Most Of You Would Benefit To An Even Greater Degree If You Owned The Rest Of Our System!

And so this month's **Back Page Special** gives you the opportunity to add either (or both) the 808 Enhancer and the 660 Enhancer to your low level laser therapy arsenal at tremendous ... **preferred client only** ... prices!

I understand that money may be tight, and so, even though I would recommend it, I'm not going to insist that you buy both Enhancers in order to take advantage of this offer.

If you can only afford one Enhancer at this time, I suggest you add the 808 Enhancer at this time. That way, you'll have a true “soft-tissue (Q1000)” and “hard-tissue (808 Enhancer)” laser system. However, if you can swing it, I've made the deal on both probes so amazing you'd be a fool to pass it up!

As with all **Back Page Specials**, **this offer is for existing BWI and QLaser Solutions clients only, and expires Wednesday, February 28th - also at these tremendous savings, no referrals fees will be paid.** Here we go:

	<u>808 Enhancer Only</u>	<u>808 & 660 Enhancers</u>
Regular Retail Price	\$1700	\$3400
Feb. Back Page Special Price	\$1360	\$2380
You Save	\$340 ... a full 20%!	\$1020 ... a full 30%!

So there you have it ... **wholesale pricing** ... for my most preferred clients only during February! Don't miss this opportunity to complete your system at huge savings! To order, either call me at 605-342-5669 or fax the order form below to me at 605-342-5739.

Name	Phone	

Shipping Address	CC Billing Address (if different)	

Shipping City, State, Zip	CC Billing City, State, Zip	

Credit Card Number	Expiration Date	Security Code