

Dear Universal Biomat Representative,

People's Health Challenges & Stress show up all year around, *including the summer*.
Help is available with the Biomat!!!

Strategies to engage customers in Summer Purchases:

Understand the FREE Product Promotion. It's nice to get a FREE Product...

Send this **link** to existing Biomat owners & prospective clients:

<http://www.universalbiomat.com/summer-promo-internl-2016.html> [copy & paste in an email].

Offer Biomat sessions:

1. Use 'negative ion only' on hot days.
2. Offer a discount for customer paying upfront & for families.
3. Suggest paying customers bring a friend for a FREE, introductory Biomat Session

EARN more Product Certificates (PCs)

Every time you visit your RichwayBackOffice.com, you earn

\$0.25 per visit, maximum 4 per day

\$10.00 with every order placed there [of course, I can assist with those]

Once \$100 is reached, RichWay will mail you a \$100 Product Certificate

GENIE BONUS: when you place an order online, earn a chance to WIN up to \$4,000 in PCs

"Wavelength" – RichWay's Newsletter

Did you receive it? Could you open it? The link is below this PDF.

\$100 off Pro Biomat

With Proof of "**First Responder Certification**" for Fire, Law Enforcement & Emergency Medical Personnel; Effective July 1st

5% off an ad in Natural Awakenings Magazine

Gain visibility by initiating an ad by Sept. 10 with a 5% discount.

Contact Traceyb@NaturalAwakeningsmag.com Mention you are a RichWay ISA.

Beat the Summer Doldrums

1. Have a positive attitude. "Like attracts like".
2. Recharge. Meditate. Get inspired. Set your intention for goals, *write them down....*
3. Gain online visibility ***Start a blog ***Grow your social network audience ***Showcase the Biomat on Instagram & Pinterest – *stay within RichWay guidelines.*
4. Strengthen relationships. Contact current clients & inquire about how they're doing with their product(s). Show that you care beyond their purchase.
5. Showcase the Biomat/BioBelt at an existing professional office. Barter for space fee with free sessions for the staff.
6. Prep for the fall & winter. Promote the Biomat/BioBelt as a birthday, wedding & holiday present.

Universal Biomat TEAM - growing & succeeding!!!

Featuring **RACHELLE CROTEAU** who reached the **EMERALD LEVEL** in record time!
WELCOME to **TRACY SYLVESTER**, a new ISA brought in by Rachelle.

Also, **THOMAS RUBINO** sponsored by **MADelyn TREMBLAY**, is now living in Spain.
We wish Tom great Biomat visibility.

Links below (1) "FULL" RICHWAY NEWSLETTER & (2) WATER article for clients.

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