

YOUR FIRST 30 DAYS IN BEMER

1. Set up your back office. Go to Settings and create new password.
2. Add your password and your US ID Number to your cellphone under Contacts. Also, add in BEMER's corporate number 800-554-9117.
3. On the left side, click on IBD HOME PAGE SETTINGS to set up your Domain URL. Type in your desired domain name. Do not use spaces or capital letters. Make it short and easy so people won't make typos.
4. You should receive a voucher within two hours. Be sure to check your new BEMER email account for it. If you do not receive your voucher you should contact Home Office and request one immediately.
5. Plan to attend a nearby Academy. Schedule attendance in your back office on the Home Page left side. Look at the academies in cities where you have family and friends. They may want to attend the free pre-academy presentation.
6. Your back office also identifies who your business support team members are. Contact them and introduce yourself. This is relationship marketing and we all need support. We are here to help you.
7. Set up a folder in your email for BEMER. I have several Subfolders or Categories in which to file emails, reports, important numbers etc.... Subfolders examples are: *Information/How To, Flyers, Forms, Medical Research, Team Events, Video Testimonials, and Samples (for Emails and Power Points that are recommended to send out)*.

IMPORTANT NUMBERS & HOW TOs

8. **BEMER Corporate** 800-554-9117
9. **Blog Talk Radio** – 515-605-9877 Every day Monday thru Friday at Noon EST. This is a must, if you can commit to listening. Great stories, speakers, ideas and so inspirational. You can listen to the last 2 weeks of calls at www.blogtalkradio.com/ibds.
10. **Get the Number of your support team from your BEMER Backoffice.**
11. **USAGE Hotline** 310-295-9753 Hours M-F 9:30-11:30 am PST BEMER customer: usage-information@bemer.services BEMER IBD: usage-support@bemer.services
12. When you do contact the hotline, be concise, give your name, US ID # and make your request clear.
13. This is a great lesson in communication. If you want people to return calls and speak with you, then don't waste their time and don't be unprepared. Otherwise, all you will get in life is answering machines and voice mail. ***You should add these important phone numbers into your phone, as well as print out!***

FOR IT SUPPORT:

If you have a back office, log-in or technical issue contact home office 800-554-9117 send an email to it-help@bemer.services. This is for sign-up, Webshop, or eWallet questions.

PRODUCT WARRANTY ISSUES

If you have a product issue send an email to product-support@bemer.services In your email to Product-support, put your ID number, name, email and phone number. Describe your problem clearly and someone will call to confirm problem and to trouble shoot. If they can't fix it over the phone, they will send out a new replacement product in 2 business days.

SET YOUR GOALS

PART-TIMERS 1) Make it a goal to expose the BEMER to 3 people per week. Exposures can be; trying the BEMER in person, having a three-way call, sending some YouTube videos, attending a Wednesday night webinar and/or bringing them to a local meeting, if available.

2) Getting people to commit to trying the BEMER is critical to your success. Several options are available. The 3 Day or 7 Day BEMER Challenge entails asking your potential customer to make a commitment. The BEMER Challenge is simple. Ask someone to make a commitment for 3, 5 or 7 days to go on the BEMER. Use the enclosed chart to have them monitor their own progress.

Some examples of opening statements for the BEMER Challenge are: *“I just started a new business that involves a medical device that is registered with the FDA. I was wondering if you could help me out?”* Most people will say, *“Sure, what do you need me to do?”*. Your response would be to ask them to take the 3 Day, 5 Day or 7 Day BEMER Challenge. Share with them that you just need some testimonies. Then, ask if they know anyone that is suffering with ailments, having sleep issues, fatigue, or any kind of physical challenge that may get relief from increased blood flow. Get them to commit, fill out the Challenge Form and ask probing questions.

Sample Questions:

14. How long have you had this problem?
15. What are you doing about it?
16. How is that working for you?
17. How much have you spent?

18. Have you given up on your issue?
19. Are you the type of person that typically likes to take the pills or are you the type that likes to consider other options?

Team Building

Last, but not least, is putting together a team. No one wants to do a business by themselves. We all feed off of each other's ideas and motivation. It gives people a great sense of worthiness and purpose. Even if it's one other person, two people can be a team. Everyone needs a team.

Like a turtle on top of a fence post, I did not get where I am by myself. It was the help and effort of so many great people that enabled me to get to the top. When the water rises, so do all the ships in the harbor, so let's work on getting a team built. When you have a partner, sharing BEMER with people makes it fun, relaxing, rewarding and it also helps create a more stable residual income. That excites me, as much as helping people. I love hearing that people paid off their BEMER in less than 90 days. That should be the goal for all of us to help people get their BEMERs paid for right away. The person that puts the most people on the BEMER has the most people wanting to buy. Remember, we never sell BEMERS, people buy them.