

HTE SEMINAR MARCH - 2011



Dear HTE Distributors,

Thank you all for coming to our first HTE seminar of the year, on the 24th of March at Lille and on the 26th & 27th of March, 2011 at Paris La Bastille.

We were very pleased to meet you and to introduce you the benefits from our devices to help you to take care of your health and the one of those you love.

Our Health Tour started in the beautiful city of Lille with a product presentation organized in collaboration with Lucia's family. Then, it continued in Paris, the most visited city in the world, the two-day seminar with the precious help of Chantal.

During these three days, many of you liked Dr. Justo Cabriaes' presentation that we invited from Mexico. We had the honour to share his experience on our devices. Indeed, Dr. Justo Cabriaes uses our machines for his daily care to his patients. He introduced us in details each one of our devices followed by his new researches on his patients suffering from diabetes or fibromyalgia. We saw how his treatments combined with the use of our machines have given amazing beneficial results on the quality of daily life of his patients.

We are sure you can't forget those pictures of his medical study about his diabetic patients suffering from foot gangrene. Some of you even told us to ignore that diabetes could cause such suffering and leads to amputations. But thanks to the unique treatment of Dr Justo Cabriaes, the "Feedback Regenerative Flow", combined with the use of our equipment, we have witnessed extraordinary results on his patients, including through avoided amputations.



Our visit to France was also the opportunity to introduce to you our latest new product: the FIR Pad! With the benefits of Far Infrared Ray (FIR), this new device is your best tool for a good relaxation, to ease muscular aches, stiffness, strains, spasms, and to stimulate local circulation. With more than 100 FIR Pads sold in less than a month, many people already enjoy its benefits. Don't wait anymore to get your own!

Each seminar is a good occasion for you to introduce our equipment to your friends. The most popular device was obviously, the New Grande SOQI Bed combined with FIR Pad. The enthusiasm was so strong that, breaks and periods set aside for experiencing the machines were fully booked all the time. Attendees also continued to try the products during Dr Cabriales' presentations to be sure not to miss their turn. We would like to thank them for their interest in our machines. We received delighted testimonials after they used them. All unanimously, felt a great relaxation feeling and benefit on their body. Some have even expressed to have to resist the strong temptation of falling asleep in front of everyone because the New Grande SOQI bed is so relaxing.

Most of the attendees were also very interesting in the tremendous business opportunity available to them. We are pleased to welcome new distributors. We wish them a successful future to our side!

Next, we have recognition for our new Supervisor Patrick and our new Manager Jeanyne. Congratulations to them, they upgrade their business to the next level.

We continued the seminar in the right mood with our famous raffle. Congratulations to the winners: Jacqueline the lucky winner of a FIR Pad in Lille. In Paris: André won an E-power, Mariel, Véronique and Maité won one Palm Massager each.

On Sunday 27th of March, 2011, we dedicated the day to train new Distributors who joined us and strengthen the knowledge of the other ones. We started very motivated with an energetic 'emotional freedom techniques' session presented by Chantal. And it is in a dynamic, interactive and fun atmosphere that we pursued this training. The main purpose was to help you to improve your product knowledge, develop your HTE business and the growth of your Best Team.

For that, we have specially prepared a training kit very practical and extremely useful for your personal development. We created a CD including all the different Power Point presentations presented during the two-day seminar. You could study them with your team; adapt them and present them at your next Home Party. We also created a product guide to help you deepen your product knowledge. Then we practised with some Role Plays for how to handle objections. We studied the Top 10 questions, the most often asked about each device; through all the discussion along with the Product Guide, distributors have upgraded their knowledge to a new level.



Indeed, Role Plays are a very good way to exercise, get in position to learn from each other. Distributors have done a good job on participation and performances to Role Plays!

We also covered in detail the various marketing programs that we have specially set up for you. Each year, HTE implements marketing programs to support you in your business development. This year, do not miss the Home Party Program. A unique opportunity to meet people and share with them the benefits from our products in a friendly atmosphere. This program aims to help you to close your sales, including through preferential prices established for your guests. Home Party is your best tool to grow your business. That is why, to encourage you, we offer you vouchers * after a successful Home Party! (*Please refer to Home Party Program). To have a successful Home Party it takes a good team work. Start to form your SOQI Best Team today. Work together and grow together! Home Party will help you to develop your group.

With your Best Team work on Home Party together is the best way to expand your business and your groups. Once you recruit 6 new distributors and help 2 of them to become Supervisor within three consecutive months you can qualify the SOQI Club and be rewarded of A\$ 400 product voucher! It means not only you get A\$ 400 product voucher you have build of small group of 6, with duplication of successful Home Party and recruiting your group will grow exponentially.

Then in the afternoon, we discovered with Vivienne the first 4 steps of SOQI 8 steps for your successful SOQI Business Home Spa:

1. Self-Management
2. Marketing Plan
3. The Golden Rule
4. Communication

We created these SOQI 8 steps, and we will reveal the last 4 at our next seminar, to support you to optimize your business. Indeed, they will help you to plan and prioritize your development efforts while giving you full of tips and advice!

We are sure some of you regret that you couldn't make it this time. So don't miss our next one, we will keep you posted. You can come join us along with your friends and introduce them to our fantastic devices and HTE business opportunity.

In the meantime, build your SOQI Best Team and organize your own presentations with them to share our wonderful products. Call your future guests and future distributors at the upcoming HTE seminar now. We hope to see you all there soon!





We are sure some of you regret that you couldn't make it this time. So don't miss our next one, we will keep you posted. You can come join us along with your friends and introduce them to our fantastic devices and HTE business opportunity.

In the meantime, build your SOQI Best Team and organize your own presentations with them to share our wonderful products. Call your future guests and future distributors at the upcoming HTE seminar now. We hope to see you all there soon!

Some of our distributors even come all the way from Pau to attend to our seminar in Paris. Thank you everyone for coming to our seminar. HTE Team would like to present you a little souvenir.....

http://www.youtube.com/watch?v=60mLIQdz3YE&feature=youtube_gdata

Please copy-paste this link in your research bar to see the highlights of our France meeting.

Regards,

HTE EU & AU TEAM



HTE EU & AU