



## One on One Training

We looked at the presentation from our top producer and found a well thought out presentation plan.

The "secret" weapon. Lead with the product, not the opportunity. We find that once someone understands the incredible value of our products that conversation almost always leads to how do they get involved and share our product with others.

### Product Knowledge Summary

- Unlimited Medical Visits
- Unlimited Dermatology Visits
- Behavior Health
- Prescription Benefit Plan
- Self order Lab Test (Blood Work)

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