



# AROMATHERAPY

— MISTS —



The perfect complement to your patch business.

# INTEGRATING A NEW PRODUCT

Integrating a new product to your business is never easy, but with our 3-Step approach, incorporating these new products into you story has never been easier.

## 3-Step Approach



**Become**  
a Product  
of the Product

**Drive**  
Interest  
& Intrigue

**Prepare**  
&  
Share

## Step 1. BECOME A PRODUCT OF THE PRODUCT

Whenever starting a new product, it is important to look at some of these areas and understand where you are today and what impacts the changes you are making may have on your life.

Our SHINE Mist encourages overall feelings of energy, while our DREAM Mist encourages feelings of peace and relaxation.

Both will most likely affect several of these areas... Sleep, Movement – when you have more energy, when you are exercising more and sleeping better stress decreases, when you are feeling better, you generally eat better. IT IS ALL CONNECTED.

### Track Your Story

Start by filling out our Benefits Tracker to set a baseline. Keep using the tracker to document your progress whilst using the Mists for the first time. It's important to note your progress to build an AUTHENTIC story.

Sometimes we miss the little improvements if we don't track from the beginning of our journey.



Download our Benefits Tracker [HERE](#)

### Habit Stack for Success

The phrase 'habit stacking' was coined by Wall Street Journal bestselling author S.J Scott in his 2014 book Habit Stacking: 97 Small Life Changes That Take Five Minutes or Less.

The basic concept is **when you pair something new with a habit that already exists, it becomes much easier to stay consistent.**

For example, you probably already are in a habit of brushing your teeth every morning – habit stacking would be taking your X39 and putting it on right after brushing your teeth. You put it next to the toothbrush – so it becomes part of the habit.

When starting a new product – compliance with the directed frequency is often the biggest issue. You won't get all the benefits a product has to offer without using it as directed. **USE THE THINGS YOU ALREADY REMEMBER TO DO TO REMIND YOU TO DO SOMETHING ELSE.**

Here is our suggestion... If you are already patching in the morning – just stack on the morning SHINE mist. In the evening – pair our DREAM mist with whatever habit you have that is closest to going to sleep.

## Step 2. INTEREST & INTRIGUE

In a world where we are bombarded with so many messages every minute, especially on social media, we need to do something special to stand out from the crowd. To make our audience pause for just a minute to read your story, you need to share something that will generate intrigue.

**Firstly, think about the solution the mists solve for you.** What problem were you having, that your customers might have too? What is the reason someone might want to try these products?

For example, how many people do you know who struggle with sleep? How about who struggle with energy? What is something that they can emotionally connect with.



"I've never slept so well in my life" or "I can't remember the last time I had so much energy" and add an intriguing photo.

Statements like this on your social feed get people talking, get people thinking and asking questions.

Remember Facts Tell, Stories Sell! Remember all the work you did in step one to become the product of the product... Use that authentic story to authentically share – there are few things more powerful than personal experience!

**PEOPLE WANT THE SOLUTIONS WE HAVE – THEY ARE LOOKING FOR THEM.**  
**You just need to reach your audience and give them the solution they've been searching for.**

## Step 3. PREPARE & SHARE

You don't have to be a product expert day one, nor is that duplicatable for someone new, so leverage the material we have available from LifeWave Corporate.

When you're comfortable with the mists, why not try hosting a launch party. Share your favourite patch product stories and share how these new products add to your narrative. Sharing your unique experience is what draws people to you and your business. You are your own story, so time to start sharing it, be seen and start selling.



Download your Mist Assets now.

# PRICING

## Distributor Pricing

LifeWave Shine	\$39.95   30 BV
LifeWave Dream	\$39.95   30 BV
Aromatherapy Collection	\$73.95   55 BV

## Preferred Customer Pricing

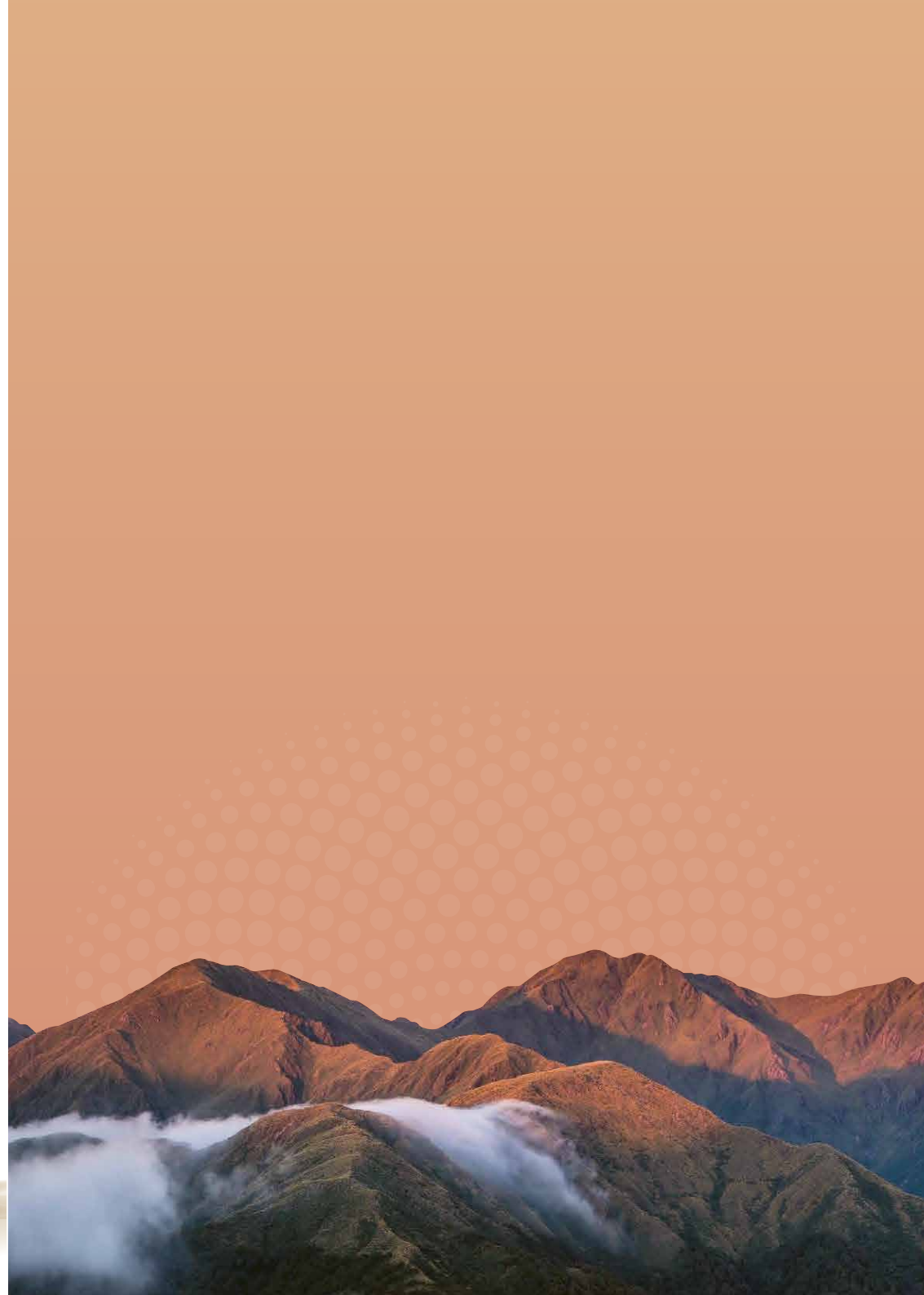
### Bonus

LifeWave Shine	\$39.95   21 BV	\$6
LifeWave Dream	\$39.95   21 BV	\$6
Aromatherapy Collection	\$73.95   39 BV	\$10

## Retail Customer Pricing

### Bonus

LifeWave Shine	\$49.95   30 BV	\$10
LifeWave Dream	\$49.95   30 BV	\$10
Aromatherapy Collection	\$88.95   55 BV	\$15





Available to purchase on

[www.lifewave.com](http://www.lifewave.com)

	File name	- MKT-AMT-BK-EN R01	COLOURS USED 
	Version	- 1	
	Date	- 13 Oct. 2022	
	Dimensions	- 148.5mmW * 210mmH	
	Software	- InDesign CC 2022	
	Board Type	- Claro Silk 250gsm	
	Laminate	- Soft touch Laminate cover	

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