



LIVE WELL A.P.S., INC.

SALES ADVISOR OVERVIEW

Welcome to Live Well A.P.S.

You have made a great choice to join us and we are very pleased that you have decided to become one of our Sales Advisors, and help make a real difference for Medicare physicians and healthcare organizations.

We are the perfect place to get the platform, mindset tools, business strategies and insider knowledge to blast through whatever ceiling you were up against in the past.

Our turnkey, efficient, and cost-saving platform and solutions are exceptional for all Medical TINs, physicians, and clinicians. As one of our friendly, knowledgeable, and professional Sales Advisors, you will play a huge role in helping us to inspire, educate, and problem-solve the issues affecting them.

You will play a major role in helping them earn more with:

1. MACRA Optimization
2. Patient Outreach & RAF Optimization
3. Medicare Advantage Optimization
4. Transition to MVP
5. Ancillary Service Optimization
6. RCM Enhancement

Tools You Will Need to Start

- Phone
- Computer
- Headset
- TextNow, Hubspot, Skype or other VOIP
- Basic computer skills

Tools You Will Need to Be Super Successful

- Predictive Dialer Program
- Computer Phone Headset
- Cloud-based Leads Software
- Microsoft Office

Getting Started

Getting started and being successful is as easy as 1-2-3.

1. Complete our **NCND Agreement**.
2. Print the **Live Well A.P.S. Sales Advisor Agreement**.
3. Sign and scan the Sales Advisor Agreement into a PDF document and email to admin@livewellaps.com.
4. Open and print each of the documents in the **SA Training** zip file. It would be a good idea to put all these documents into a binder so you can reference them easily as you're learning, and as you need them.
5. Study the **Sales Advisor Training Manual** and the **Front Phone Scripts**. Pay special attention to and memorize the **Rebuttals**. This is very important.
6. Watch our sales training videos.
7. Download an Email Application (such as Thunderbird <https://www.thunderbird.net/en-US/>) so we can set up your Live Well A.P.S. email account.
8. **GET ON THE PHONE**. Work in a quiet environment. Make the calls. It's the ONLY way to get the results you want and need. It's not difficult. You're not selling anything.
9. Have fun...enjoy what you're doing...**YOU ARE HELPING PEOPLE!**

Obtaining Success

Success is easy to achieve if you follow the system we've developed. It works better than any other method at getting in the doors of medical TINs. You only need to relax and try it out for yourself. It will not take you long to get dozens of Medicare physicians and healthcare organizations to schedule a Zoom call.

Good luck...**Our Success Depends upon Your Success!**

Greg Cole