



## LIVE WELL A.P.S., INC.

### SALES ADVISOR OVERVIEW

#### WELCOME TO LIVE WELL A.P.S.

You will make a great decision about joining us and we are very excited to have you become one of our Sales Advisors that will help make a real difference for TINs, physicians, and clinicians and the patients they serve.

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 solutions are exceptional for all Medicare providers. 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 meet all compliance challenges and improve efficiency and reimbursement with the CMS Medicare CCM Program (M-CCM).

#### TOOLS YOU WILL NEED TO START

- Phone
- Computer with Windows 10 or 11 and Microsoft Office Professional.
- Headset
- Phone, TextNow, Hubspot, Skype or other VOIP

#### TOOLS YOU WILL NEED TO BE SUPER SUCCESSFUL

- Predictive Dialer Program
- Computer Phone Headset
- Microsoft Office Professional.

#### GETTING STARTED

Getting started and being successful is as easy.

1. Complete our **NCND Agreement**.
2. Print the **Live Well A.P.S. Sales Advisor Agreement**. Complete and scan into a pdf document and email to [admin@livewellaps.com](mailto:admin@livewellaps.com).
3. Open and print each of the documents in our **SA Training** zip file. It would be a good idea to print and put all these documents into a binder so you can reference them easily as you're learning, and as you need them.

4. Study the ***Sales Advisor Training Manual*** and the ***M-CCM Front Phone Script***. Pay special attention to and memorize the rebuttals. This is very important.
5. Watch our sales training videos and master TIN scraping.
6. Download an Email Application (such as Thunderbird <https://www.thunderbird.net/en-US/>) so we can set up with a Live Well A.P.S. email account.
7. **GET ON THE PHONE.** Work at home within 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.
8. 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 door of Medicare providers. You only need to relax and try it out for yourself. It will not take you long to get dozens of decision makers to schedule a Zoom call.

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

*Greg Cole*