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3. Sharing Your Lights with Abundance

We are thrilled that you are interested in sharing Lumi lights with others. This section offers coaching resources to assist your success. This information follows the coaching on personally using the lights because we feel that your personal use experiences are the vital foundation for your sharing.

Perhaps you have a practice that you want to thrive or enhance, maybe you are looking for a 6 figure business with freedom and integrity or you might just help a few friends and family members and help pay for your system. Maybe you are not yet sure where your actions might lead you.

For many people, their experience using the lights helps them become aware of how others would benefit from them. First, many tend to think of relatives and friends, then the Universe opens our awareness of other opportunities like our massage therapist, an injured teacher, even a person we meet in the grocery store. When we least expect it, opportunities to say, "Have you ever tried Light before?" appear. Where do we go from here?

The process is really quite simple. You plant seeds of light. Your sharing becomes a karmic response. Geshe Michael Roach describes the power of this process in his book, *How Yoga Works*, "Every time a good seed ripens and brings you something good -- say, a sound and healthy body --then you immediately turn around and use that healthy body (and your lights) to help others become healthy. And that puts the seed back into the ground for your mind, growing infinitely more powerful with each day, with each re-investment of what the seed has brought you. "

The pace and outcome of your sharing or planting depends upon you. You can go at your own time frame and work at your own pace.

To hone your skills, have accountability, and ongoing support for your success, we invite you to join our Lumi Empowered Dreamers (LED) group that connects every Thursday morning at 8am mst and works as a team to reach yearly, monthly and weekly goals together. The LED group is encouraged to follow the following steps:

1. Use your lights regularly.
2. Define and refine your Identity. Who are you? What are your "I am" statements that declare your purpose and identity in life.
3. Listen to your self talk to determine your limiting viewpoints. We invite people to notice the limits, shift the viewpoint and shine.
4. Start your dynamic, organic vision board, aligning your goals with the LED Team goals and adding your own.
5. Read the Coaching Manual
6. Be accountable to yourself and others and come from a place of powerful responsibility
7. Practice active listening in your interactions and relationships.
8. Be a coachable, team player
9. Be a curious, life-long learner
10. Listen to Divine Guidance and be willing to Dream!

We find the most effective Ambassadors master the ability to:

- S Show up and Serve
 - A Ask and Act
 - L Listen, Learn and Love
 - E Enthusiastically Educate and Offer Experiences with the Lights

The critical place to start is with the process of discovering your why.

Planting Seeds of Light

1. Follow the Model of BE, DO, HAVE: Be the light!

- Use the lights every day. You are developing your unique and powerful story and building confidence in how well the lights work.
- Then you will have a successful way of sharing from your heart in a way that is of service to others.
- The results we experience are always a product of seeds that we have planted.

2. Set your Why, Your Intention!

Questions to ask and journal about:

What seeds do I want to plant? What experiences do I want to have through my sharing?

What is my intention in using/sharing light that is bigger than myself?

What kind of experiences do I want to help others have? Examples: Wellness Empowered, Abundance, Joyful Living, Pain Free Living. This can evolve over time. Don't wait for the perfect answer to get started.

Who am I and what unique traits do I offer?

3. LISTEN: Life is a conversation. Practice active or be-with listening.

Listen to yourself and your self-talk, your commitments

Listen to the commitments of the people around you.

Surround yourself with positive and empowering information.

Take advantage of the education that is offered by our Team via conference calls, our website resource library, classes, books, meetings.

- Monday Intention Calls with Shirley 515-604-9713 737049# or recorded at 515-604-9655
- Our LED Team Calls Every Thursday morning 8:00am 515-604-9713 737049#
- Our Tuesday Zoom Conference Calls at 7pm mst. <https://zoom.us/j/3038186453>
- Listen and learn from additional education: Take part in the light & energy and personal mastery education courses like: Jack Canfield's Law of Attraction Series & Klemmer Mastery

4. Ground your Intention in Action Steps within a context of Service – Make & Keep Powerful Agreements

A. Put as many people as possible on the lights.

- **The more people you put on lights, the more successful you will be.**
- **There is no shortage of opportunities to share lights – conferences, health groups, meet ups, health food store education sessions, women's groups, church groups, teams...**

B. Always use the waiver form and use it to help you build a relationship.

C. Have people learn about the lights while first experiencing them - Audio or Presentation.

D. Have a system for follow up –

- With appointments offer packages
- Use before and after experiences, photos, feedback to help clients see visible results & value.
- Offer the 14 day trial
- Offer regular education opportunities – meetings, webinars, newsletters, social media
- Build in purchase possibilities from the beginning.
- Follow through with your commitments.

E. Think of the compensation plan as another way to empower people.

- Money is energy & your relationship with it mirrors your commitment and intentions
- Coach and develop with team thinking to build faster

Stay Focused on What You Are Planting:

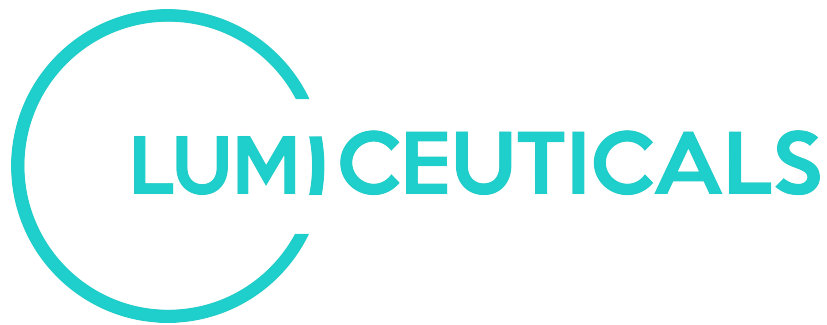
1. Lead by example
2. Keep and Make Powerful Agreements
3. See Breakdowns as Opportunities
4. Be Coachable – ask for and receive feedback – be open to looking at what limits you.
5. Practice Be-With Listening
6. Take Responsibility For Your Actions and Behavior
7. Be a team player – “Creating bold, ethical, compassionate leaders who will create a world that works for everyone with no one left out.”
8. Don't settle for ordinary when extraordinary is so much more fun. Be open to abundance!

B. Effective & Appropriate Language When Sharing

1. **Ambassador agreement and W9** – this agreement establishes you as a LumiCeuticals Ambassador . It is required to earn a commission check and to receive support for officially marketing LumiCeuticals products. The w9 is a requirement to receive your commissions from LumiCeuticals.
2. **Waiver and Feedback** - This form is critical for sharing light. It gives legal clarity about intent and it helps the Ambassador to ask appropriate safety and follow up questions. We encourage you to use this form every time you offer someone a light session.
 - a. Waiver for conferences, events and non-payment sessions
 - b. Waiver for practices and paid sessions.
3. **Easy Explanation Language from our Brochure** – perfect for sharing in on public venues like social media, websites, brochures, flyers.
4. **Testimonials** - Testimonials are always great to share. They don't make claims, they powerfully share someone's personal experience. We encourage you to have written permission to use someone's testimonial or picture for a public viewing.
5. **Terms, Definitions, and LumiCeuticals Light Energy Standards** – use this to become comfortable and confident in how to speak about light. The standards are helpful for people who have been asked power, intensity and wavelength questions.
6. **Sample Informed Consent Form** – if you have a practice or business where you are charging for light sessions, we recommend you have some kind of informed consent form. This is a sample from which you can create your own.

Additional Language Resources

1. **Website:** www.shinewithlight.com & Members Section – Welcome Letter and Documents
2. **Facebook:** Shine With Light Business Page on Facebook –research
 - <http://www.facebook.com/shinewithlight>
 - Shine With Light Facebook Owners Private Group - invite only for owners.
3. **Other Third Party Resources/Books**
 - Electroherbalism Frequency Lists – Brian McInturff
 - Light: Medicine of the Future- Jacob Liberman
 - The Biology Of Belief - Bruce Lipton
 - Frequency: The Power of Personal Vibration – Penney Peirce
 - Energy Medicine – Donna Eden
 - Luminous Life – Jacob Liberman
 - Energy Medicine – James Oschman
 - Light Therapies – Anadi Martel



LumiCeuticals LLC Ambassador Rules & Agreement

Ambassador Status

Ambassadors may market light system products through LumiCeuticals, LLC and earn Commission Bonuses. You must be at least 18 years of age and reside in the United States or a US territory. You must provide LumiCeuticals with a completed W-9 form providing valid Social Security Number (SSN) or Individual Taxpayer Identification Number (ITIN). Acceptance of a Federal W-9 form and this signed Ambassador Agreement with LumiCeuticals allows you to market our light energy products and earn bonuses. In addition, you may sponsor others and have sponsorship rights with respect to their downlines, as described in the LumiCeuticals Compensation Plan and this Document. You understand your name and contact information will be shared with LumiCeuticals Ambassadors and Business Leaders who are part of your direct sponsorship lineage and on whose commission statement you appear.

Distributing Products

Because LumiCeuticals is committed to the direct-selling business model and marketing built on relationship referrals, LumiCeuticals Ambassadors may not distribute our light system products directly or indirectly to or from Internet auction sites. They also may not distribute products to Owners or Ambassadors outside their Personal Group in the LumiCeuticals Compensation Plan.

You Can Build a Business.

LumiCeuticals publishes an authorized LumiCeuticals Compensation Plan, which outlines the benefits and requirements of our light system direct sales business. Information on how to build a light business is available from your Sponsor and/or Business Leader.

Independent Contractor Status

LumiCeuticals Ambassadors are INDEPENDENT CONTRACTORS. LumiCeuticals Ambassadors are not employees or agents of LumiCeuticals or of any LumiCeuticals Distributorship and may not so represent. LumiCeuticals is not an agent or fiduciary of any LumiCeuticals Ambassador or Distributorship. LumiCeuticals Ambassadors will not be treated as employees of LumiCeuticals

for federal or state tax purposes and will be responsible for payment of any self-employment or other income taxes. LumiCeuticals Ambassadors will not be treated as employees of LumiCeuticals for purposes of the Federal Insurance Contributions Act or any other laws covering employees.

Unauthorized Claims

LumiCeuticals Ambassadors may not make unauthorized claims about our light energy products or the LumiCeuticals Compensation Plan. Because it sets the foundation for how we do business, if a LumiCeuticals Ambassador does not follow this Ambassador Agreement or the Compensation Plan, he or she may be subject to remedies for breach of contract, including termination of his or her Ambassadorship

Please understand that LumiCeuticals may be legally liable for all statements and claims made by all of our Light System Ambassadors either verbally and on websites and/or written materials. In order to protect the technology for the thousands who enjoy its benefits we ask that you stay in compliance with these terms made in accordance with all health regulatory bodies. Here are some guidelines we suggest:

- Neither Shine With Light nor the LumiCeuticals name can be used in your website or URL address.
- You also cannot use the LumiCeutical trademark Logo on any marketing or website materials for the same reason. The law views usage of these copyright materials as if you are a legal representative or agent of the company. This also holds you legally liable for any claims made against the company. If you're not sure, please ask us to review any materials you want to use first.
- Do Not use the Health Dynamics, Joffs Enterprises, Shine with Light or LumiCeuticals name or logo on any website or marketing materials unless it is marketing material that that we have provided after August 1st, 2016. Make sure you are using the most up to date materials we provide to our Ambassadors.
- DO NOT use the Health Dynamics, Shine With Light or LumiCeuticals name in any social media internet network accounts (IE. Facebook, Twitter, Linked-In, etc)
- Do Not display any Shine With Light or LumiCeuticals software protocols or individual treatment program names anywhere on your website or promotional materials (IE. Balance Hormone Production, etc.) as this can be construed to be treating medical conditions by the FDA.
- LumiCeuticals pads with infrared light have FDA clearance for Pain is as follows: intended for the relaxation of muscles and relief of muscle spasms; temporary relief of minor muscle and joint aches, pains and stiffness; temporary relief of minor pain and

stiffness associated with arthritis; and to temporarily increase local blood flow. Ambassadors can only speak of LumiCeuticals temporary pain relief and circulation increase in regards to FDA clearance. Otherwise it is perceived that everything you state in your collateral is FDA cleared which it is not.

- Please DO NOT make any other unauthorized medical claims for the light products. These include claims that purport to “relieve” “improve” or “cure” any physical and/or medical condition. Instead, we suggest always using terms such as “helps promote,” “may improve” and “supports healing” “studies have shown” which are not absolute in nature.
- If you are promoting the light systems we market on your website please display the disclaimer somewhere. “Our Light Systems are not intended to be used as a medical device and is not intended to treat, diagnose, or cure any physical and/or emotional symptoms or medical conditions.”

We thank you for your help and cooperation in safeguarding our light system technology.

In agreement to abide by the terms set forth in this Ambassador Agreement and the LumiCeuticals Shine With Light Compensation Plan Please Sign Below:

I have read and agree to all terms and conditions stated above and certify that all information provided is correct.

Name: _____

Address: _____

City: _____ State _____

Email: _____

Phone: _____

Signature: _____

Date: _____

Request for Taxpayer Identification Number and Certification

**Give form to the
 requester. Do not
 send to the IRS.**

Print or type See Specific Instructions on page 2.	Name (as shown on your income tax return)	
	Business name, if different from above	
	Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ <input type="checkbox"/> Exempt payee <input type="checkbox"/> Other (see instructions) ▶	
	Address (number, street, and apt. or suite no.)	Requester's name and address (optional)
	City, state, and ZIP code	
	List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number
or
Employer identification number

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here	Signature of U.S. person ▶	Date ▶
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

Harmonic Light Waiver

For the diagnosis and treatment of any medical condition, consult a licensed physician.

Print Name: _____

Address:_____ **City:**_____ **State:**_____ **Zip:**_____

Phone: _____ **Email:**_____

I am choosing to use harmonic light energy, exercising my free will and following the dictates of my own conscience which allows me to select what I understand is most beneficial to my health. I fully understand that the attending demonstrators do not offer allopathic drugs, surgery, chemical stimulants, or any other conventional treatments. In addition, they do not diagnose, treat or otherwise prescribe for my disease, illness, or perform any act that would constitute the practice of medicine for which a license is required. I have solicited use of harmonic light energy and any attending practitioners' services in good faith, I am fully aware and release the practitioner to do a light energy session, wellness consultation and other stress reduction protocols. By signing below, I acknowledge that I have read and understand all parts of this consent form, that I had the opportunity to ask any questions with regard to the described procedures, and I hereby affirm: I am not here for medical diagnostic or treatment procedures and I am here on this and any subsequent visit solely on my own behalf.

Yes No 1. Are you currently pregnant?

Yes No 2. Are you taking photosensitive medicines where you have been guided to stay out of the sun by your doctor? If yes, consult your doctor prior to use.

Yes No 3. Are you epileptic or prone to seizures?

Yes No 4. Are you sensitive to light?

Yes No 5. Are you currently being treated for an active cancer?

Yes No 6. In the event that a LumiCeuticals Ambassador requests to use my image for promotion or marketing on a public website, social media or in print, I approve this use.

Your Signature:_____ **Date:**_____

Occupation: _____

Whom may we thank for your referral:_____

I am interested in improving my health and that of my family in the following areas

Stress _____ Pain _____ Inflammation____ Inch loss _____ Anti-Aging _____ Energy_____
Mood _____ Skin _____ Circulation____ Muscular Health____ Endurance _____ Bones_____
Nerves____ Immunity____ Joint Health____ Wound Health____ Mental Focus____ Sleep _____
Digestion____ Parasites____ Detoxification____ Memory _____ Metabolism____ Recovery____
Other _____

Harmonic Light Waiver

For the diagnosis and treatment of any medical condition, consult a licensed physician.

Print Name: _____

Address:_____ **City:**_____ **State:**_____ **Zip:**_____

Phone: _____ **Email:**_____

I am choosing to use harmonic light energy, exercising my free will and following the dictates of my own conscience which allows me to select what I understand is most beneficial to my health. I have solicited use of harmonic light energy and any attending practitioners' services in good faith, I am fully aware and release the practitioner to do a light energy session, wellness consultation and other stress reduction protocols. By signing below, I acknowledge that I have read and understand all parts of this consent form, that I had the opportunity to ask any questions with regard to the described procedures, and I hereby affirm: I am not here for medical diagnostic or treatment procedures and I am here on this and any subsequent visit solely on my own behalf.

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Yes No 4. Are you sensitive to light?

Yes No 5. Are you currently being treated for an active cancer?

Your Signature:_____ **Date:**_____

Occupation: _____

Whom may we thank for your referral:_____

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Nerves____ Immunity____ Joint Health____ Wound Health____ Mental Focus____ Sleep _____
Digestion____ Parasites____ Detoxification____ Memory _____ Metabolism____ Recovery____
Other _____

The Language of Light - Wording for Use in Print, Social Media, Websites and Flyers

Feel Yourself Shine

Harmonic Light - The Ultimate Self-Healing Tool

"The medicine of the future is light. We are healing ourselves with that which is our essence."
- Light Medicine of the Future, Jacob Liberman, OD, PhD

LumiCeuticals Harmonic Light systems combine the ultimate biological nutrient of Light and the tuning power of Resonant Frequency to profoundly benefit your mind, body, and spirit.

Relieve Pain and Increase Circulation

LumiCeuticals safely and comfortably delivers light wavelengths throughout the body. Our red/infrared pads are medically approved and FDA OTC cleared to increase circulation and relieve pain associated with:

- » Muscle/Joint Aches & Stiffness
- » Tendonitis
- » Injury and Wounds
- » Back Pain
- » Arthritis
- » Muscle Spasms & Strains
- » Neuropathy
- » Repetitive Use Injury



This is the official FDA clearance logo for LumiCeuticals

Release Stress and Restore Vitality

Your body can only heal when it is free from stress. LumiCeuticals pulses each light wavelength at specific Harmonic Resonant Frequencies to help your nervous system easily shift from stress to meditative relaxation, helping people of all ages to fully rest, digest, and heal.

Tune and Balance

When supplied with the right light and frequency, your body is beautifully designed to "tune" itself into balanced health. LumiCeuticals' patented controller gives both the professional and home user the power to choose custom or pre-programmed harmonic settings to support a return to balance when the body's health is compromised.

Energize and Renew

Research shows that the polychromatic wavelengths delivered by LumiCeuticals support optimum cellular performance from skin to brain to bone through:

- Increased Cellular Energy (ATP)
- Increased Oxygenation
- Enhanced Nitric Oxide Induction
- Increased Collagen Production
- Increased Alkalinity
- Enhanced Cell Regeneration

Disclaimer: This system is not intended to diagnose, treat, cure, mitigate, or prevent disease. If you have a disease or medical condition, consult with your physician or health practitioner before using this system

Your Body Thrives with Harmonic Light. Feel Yourself Shine

Why People Love LumiCeuticals

These light systems gave us the ability to work with individual patients and multiple health imbalances with unprecedented ease, speed, and precision.

Dr. Nancy Foster, Psychiatric Nurse Practitioner, PhD

I feel younger, have a clear mind and enjoy being pain-free without medications.

Shirley J. 78 years old

Not only do I have my life back thanks to relief from chronic pain but I am able to help others too. My brother-in-law Jim has suffered a series of traumatic brain injuries. Every single time he uses my LumiCeuticals system his symptoms of pain, pressure, and disorientation are immediately resolved. Light is working miracles in his life! Thank you for providing this great tool for healing!

C. Lee

It was so relaxing, and I could feel myself healing on a cellular level. Amy H, Mother

Jarrett loves using his lights every day. His outlook on life has changed. He has more confidence, less anxiety, and better anger management. Our sleeping habits have improved. My anxiety is gone!

Warren W. & his 17-year-old son with ASD

Three Great Ways to Experience Harmonic Light

- Receive Regular Sessions
- Rent a Trial System for Your Home or Office
- Own a System for Daily Use Benefits

Why LumiCeuticals?

3-Year Warranty, +2 Year Extended Warranty.

Free Educational Support

Patented Design for Custom Frequency Delivery

Long-lasting, Medical Grade Diodes

FDA OTC Clearance

Learn more: www.shinewithlight.com

Follow Us: facebook.com/shinewithlight

What People Are Saying About Our Light Systems.

PSYCHIATRIC NURSE PRACTITIONER:

What has been observed and documented at **The Therapeutic Learning Center of Utah** on 586 patients with use of these lights in the spring of 2014. Typical patients experienced 20 minute B setting sessions of light during the study time period. A minimum of 4 sessions was typical. Their blood was tested before and after and charts reviewed.

- 56 patients reported acceleration of the healing processes of wounds, burns, and skin issues like pustules.
- 148 patients reported 50 to 75% reduction in pain.
- 220 patients were able to discontinue their anti-depressant medication while under direct supervision.
- 20 patients that experienced social anxiety reported less isolation to home and increased motivation and ability to engage in family and church activities.
- 18 patients, whose lab studies showed decreased Glutathione levels and associated debilitating fatigue showed 50 % increase in Glutathione and a 15 to 25% increase in energy.
- 10 patients experiencing extreme anxiety and panic attacks, refractory to medications were prevented from having hospitalization.
- 6 patients with ADHD and experiencing learning problems reported increased focus, concentration, and memory. They also reported improved school grades and relationships. No medications used

Overall Dr. Foster, APRN, PhD and the licensed massage therapist that she works with, Ally Sanchez, found that the light systems Shine With Light offers “gave us the ability to work with individual patients and multiple health imbalances with unprecedented ease, speed and precision.”

HEALTH CARE PROFESSIONAL AND FATHER OF A CHILD ON THE SPECTRUM:

I wanted to take a moment to thank you for your kindness, professionalism and absolute knowledge of the science behind the power of light. Thank you for your willingness to share with me and Sherry far beyond the 1 hour session that you were obligated too. As a health care professional myself, I have a passion for holistic medicine, but I need to see the science that I know exists. Therefore, thank you for answering my many questions.

During our training session you asked what drives my passion. If I may, I would like to share our story with you in a shorten version. We have a 19 year son (Jarrett) who was diagnosed with **Autism** at age 3 or 4. We as parents dedicated our lives to doing all we could do and leaving the short fall in the hands of our Heavenly Father.

Jarret struggled through 10 hours a day of various types of therapy such as ABA, Theory of mind and having his parent or a tutor with him at all times. Jarrett has made great strides over the years, which

we will be forever grateful. For his tutors, family, friends, holistic practitioners and MD'S who would listen to us. Most of all Heavenly Father who kept his part of the deal.

Today, Jarrett has graduated from mainstream school with a 3.78 GPA, Drives a car, is capable to going skiing on his own for the day and is a fantastic motorcycle rider. Most of all he is fun to "hang out with"

Early this past spring, we had an opportunity to learn about the Elan light system and to try it. During the long drive home my wife had inquired about my asthma. I questioned her and she reminded me that I was complaining about a flare up before trying the light system. Well, I can just say I had forgotten about it. To be honest I didn't think too much about it.

Our son Jarrett made a comment a couple of days later **how well he had slept the night he used the light system**. Both my wife and I looked at each other and said me too. Interesting. However, more important was several weeks later when Jarrett's State of Utah DSPD case manager and several other people were having an IDT meeting at our home and had asked to meet with Jarrett. They talked to him for quite some time asking questions about services etc.

Jarrett stopped everyone and **said if you really want to help me "get me that light system"** referring to your system. Puzzled they ask why. He went on a 10 min "marketing" speech of how this system **helped him to be able to sleep but more importantly help with his anxiety**. This was the first anyone including us (his parents) knew anything about his struggled with anxiety. Jarret told this IDT meeting members how he was able to get up in the morning attend school and not have any problems.

This was the beginning of our quest to obtain one of your systems. Not having the funds to buy, we were determined to find a way to do so. I mentioned to you Marta that we were eventually able to get our insurance company and our State DSPD to cover the entire cost of the light system.

Moving the clock forward several months, we have now used the system rather extensively and have **seen amazing results. Jarrett who's outlook on life has changed. His confidence level has increased, little anxiety, his Impatience/anger management has decreased 50%. Sleeping habits have improved and most amazing is that Jarrett without failure will come to bedroom each night to have a small devotional/scripture study/prayers as an active participant..... guess light has other abilities!!**

My wife sherry is faithful in daily use. From my perspective **she complains less about headaches, hot flashes, she does not have to soak her feet nearly as often (yes.. this is a big deal) and most of all I see the calm confident women I married.**

For myself and with your help, **my anxiety is gone!! What a new outlook on life.**

I have been working on **Liver/kidney issues** and can feel changes happening. In fact I passed a stone this last week while giving a talk to the Boy Scouts at a large camp fire program. Not to say this will work for everyone, but it helped me out. **And for that old male prostate curse, we'll all I can say is hooray for the flow. The light in just two weeks worked better than anything I have tried.**

I am convinced of the power of light, without question. Thank you again for getting us started in the "light" direction. - Warren and Sherry Walker, Salt Lake City, Utah

FOOTZONER

*My light machine sits next to my client's chair. I charge \$20 extra for the zone with lights and could charge more... I've been amazed at how much smoother & faster the zone goes when a client uses the lights! Difficult blocks I haven't been able to move open up with the lights! They've helped decrease pain more quickly as I'm zoning. I've put it on arthritic hands & clients have been delighted with their extended movement & significantly less pain! Clients relax into the zone from the first moments with lights & are ready to let go & release! I LOVE my lights!! I don't get zones as often as I'd like ... So I put the lights on between zones & they extend the benefits of the zone. I rent out 2 machines to clients... They LOVE being able to use them several times a day & saving money! & at the same time I'm making money without spending my time. My **double chin has shrunk** & I can see the tops of my eyelids again! I had an attack of diverticulitis... Putting the lights on reduced the pain in just 15 min... The **inflammation & bloating decreased & I was able to sleep!** Love these lights!! Brad Zoned me last night while I had the lights on & commented on **how well they worked with the zone & how much better the energy flowed.** – T. Thurgood, Foot Zone Therapist, St. George, UT*

“I use my lights every day (so does my daughter) and we use them for daily use and in times of trauma or illness or even sore muscles - what an incredible tool! I also use them in my foot zone practice and when I receive a foot zone. I've noticed that with the lights, the zone is much more effective. Where the zone re-introduces the blueprint for the perfect cell back into the cell division, the lights support that with an increase of Nitric Oxide, they increase circulation - both blood and lymph, they relieve inflammation, they allow the autonomic nervous system to take over, and they increase the vibration of the person. All in all, they are an amazing tool for healing, from injuries to chronic pain, to fatigue.” - Janet Jolley, Foot Zone Therapist, Providence, UT

COSMETICIAN & FOOTZONER

*I am a 36 year old mother of 2. I am 100% sure about the effectiveness of this light system as it has been instrumental in health and healing for me and my family. From everything to mood concentration to helping with sprains and bruising, light has had a noticeable impact on our health. When I started foot zoning, it seemed only logical for me to start using the lights in conjunction with my zones. In my experience, I have noticed a very significant difference between zoning with the light system vs. zoning without light. In my opinion, these lights intensify the zoning process immensely. **It is much easier on the zoner and much more efficient for both zoner and client. I have also noticed faster results than I have been trained to expect from zoning alone.** I've had very good luck with neuropathy, pain related to scoliosis, thyroid function, digestion, acne, and depression/mood disorders among others. – K. Harris, Cosmetician, Foot Zone Therapist, River Heights, UT*

HEALTH COACH AND MASSAGE THERAPY

“The combination of opening up the lymphatic system with Manual Lymph Drainage and these Lights combined with massage therapy and energy balancing are producing results that the other practitioners in the spa with similar training and years of experience aren't even coming close to what I am generating! In De-Light!” - Rebecca Hilly, Health Coach and LMT Park City, UT

“I love my lights!” - S. Boyd, Foot Zone Therapist California

Massage Therapist Client Testimonials:

Rose K. ...diarrhea she had for weeks ended in one session.

Bridget D..... circulatory system and heart - Woman, in her 40's, came in with pains in clavicle region and upper arms. These were the same pains she had 2 years ago just before having a heart attack. Her doctor had assured her she was fine, but she was worried that another attack was coming. Light sessions took pains away, so she bought her own unit. After using it for a few weeks, she discovered also that, at the doctor office, she was able to get blood drawn easily from her veins. Always before, she had to drink water all night long and have a specialist draw her blood!

Craig C.....toe - Type-1 Diabetic in his 60's had a wound on big toe that had taken 6 months to heal (Without lights) when he had it in the past. The next time, it completely healed in 5 to 6 sessions!

Carol M.....- nerve pain - Woman, 65, came in with nerve pain down hip and leg caused by a surgery on a tumor in the spine. She had a pain pill prescription that was refillable 30 times! After her first treatment she stopped taking the pain pills since she could now sleep without them.

IH - glaucoma & field of vision - Woman, 80 years old, had glaucoma for years and had been on every eye drop to try to get the pressure down in the eyes. She was now going to schedule surgery. She had 3 sessions, went to the doctor's to schedule surgery, and was told her pressure was down enough that she did not need the surgery! She bought her own unit, and after 3 months went back to the eye doc to discover that her field of vision was also improving!

Chloe.....front leg - For months my dog kept licking a spot on her front leg till it was raw and the hair was missing. After just one light session, she left it alone and the hair grew back within a few weeks!

Chloe....degenerative myopathy and hip dysplasia - My husband did lights along our old dog's spine every day....kept her alive and walking for a year more....she died at almost 17!

Fran's knee and back - 92 year old presents with back and knee pain for which she has gone to Physical Therapy for the past 6 months with no relief. After 4 sessions she is pain free and has been for the past year!

Margaret A's hip - Woman in her 60's has arthritis and bursitis in the hip. She came for light sessions every week for 3 months, and at that point was pain free and has been for the past 4 months to date!

Bobby's knee - was going to get knee replacement since he was unable to walk around a few blocks w/out pain after 2 sessions a week for 2 months could do small hike bird watching, after 16 sessions could hike 2 1/2 hours in mountains without pain.....checked back with him on 9/25/12 - still pain free and can hike about 4 miles w/out pain.

John G's patellar tendinitis - Man came in with patellar tendinitis which usually takes 2 to 3 months to heal - after 2 weeks healed enough for him to take a road trip he thought he may have to cancel and in 3 weeks was back to bicycling and swimming with no pain!

JJ - After 8 sessions this woman in her 60's had much of her feeling back in her feet after years of

neuropathy! Also went to the doctor and her blood pressure was normal and usually is high!

David's torn meniscus -..healed completely in one month

Suzanne.....stroke symptoms gone

Had stroke 8 weeks before coming to me....still felt "wonky", unclear, also weakness in left arm.....did lights 2 times a week....back to work in one month feeling quite normal. Came once a week for 2 months morecompletely fine.

D. Burch, LMT, Denver, Colorado

ENERGY WORKER

An energy worker tested herself after her session and wrote down the following observations:

“Improvement in all 7 energy systems, Improvement in her thymus area, Conduits of light opened up Brain connections increased, Feeling more grounded, More connected to God, Sluggish body parts were energized” - S. Stallings, Hurricane, UT

Massage Therapist

These lights have been such a huge blessing in my life. Over the last couple of years I have been dealing with some breast cancer issues and surgeries and using the lights has helped me heal more quickly after each procedure. These lights have helped balance out my body in such a way that I now enjoy better mental health as well. Originally I purchased the lights to help with fatigue, chronic pain management, and depression caused by health issues. Using the lights daily reduced the pain tremendously. Using the lights has helped to balance out my hormones and stabilize me in a way that allows me to enjoy life even in times of adversity. Honestly, I don't know if I would still be alive today if I hadn't purchased a set of these lights back in October of 2013. I use these lights every day. Marta & Shirley are a wonderful support team and I appreciate all they do to coach me along in this light business.

B. Dunford, LMT, Utah

Individuals:

Here is What People Say about their First 20 Minute Light Session

- 91% rank the experience a 7 or higher on a scale of 1 to 10
- 40% rate the session a perfect 10.
- 94% report feeling more relaxed
- 22% report feeling less pain

- 52% report feeling lighter
- 30% report feeling happier
- 25% report feeling energized

Comments:

- “Amazing”
- “Great Experience”
- “Very Relaxing”
- “Sacred, relaxing experience.”
- “Amazing energy.”
- “I feel rejuvenated – my cells more alive.”
- “I felt like I was on a beach with the sun shining down on me.”
- “Very Interesting. Worth trying.”
- “I loved it.”
- “Wonderful.”
- “Felt Great.”

*“Wonderfully **relaxing.**”* Wyatt, Orem, UT

“Thank you. I love that the laws of science and the light of Christ have merged.” Stephanie, Idaho

*“I felt immediate pin point connection to pain parts. Yes, symptoms have shifted. I feel so **relaxed, happier, lighter.**”* Karen , Logan, UT

*“I received a beautiful experience of **pure relaxation.** I loved it!”* – Stephanie, Orem, UT

*“It was so amazing, I immediately felt the energy and my **body shifting into alignment** . It was so relaxing but I **could feel myself healing on a cellular level.** “* Amy H, Providence, UT

“I love using the lights. I have really focused on improving my eye sight. I have used the lights for more than a year now **and my sight is 80% better than it was before I began using the lights.** I have had to get a new prescription for my glasses 3 times since I began using the lights. Since my eyes are doing so much better I don't need as strong of a prescription. My optometrist was extremely surprised.” - Karen Higbee, Wellsville, UT

*“My family has a long history of gout. I had a flare up involving both knees. While both knees hurt, I wanted to test the lights and only treated my right knee. **Within 2 hours the pain in the right knee was gone.** The pain in the left knee continued to get worse. After two days I could hardly walk on my left leg so we went back to get lights on the left knee. It took two sessions over two days for my body to dispose of the uric acid stored in and around the knee. As a result of the success of light sessions, we purchased a set and use them regularly. I am able to enjoy dancing with my wife. My wife has also found relief with the lights. Before lights, she would have pain walking over 1.5 miles. Since she has been using the*

*lights, **her knees don't bother her anymore** and we walk our 3 mile walk pain free." Lee Foster, Preston, ID.*

*My husband has been using these lights for several weeks now and has had amazing results! He had **severe sores** on his feet for nearly nine months and through daily use of the lights, his foot is **completely healed**. He has also suffered with loss of sensation and a lot of muscle cramping and tenderness. He is **nearly pain free now and can sleep through the night!** He has also said that he feels so **much calmer and in a better mood since using the lights**. Overall, the lights have been extremely beneficial and we highly recommend them!! - Kathy Truman, Hyde Park, Utah*

My daughter is on the autism spectrum and I would say that one big thing is that she enjoys doing the lights. She asks to do them every night before bed. In the 6 months we have owned our lights we are seeing more language from her, her sentences in conversation have become more complex and precise. I noticed a significant difference in her bowel activity and she is gaining weight. We haven't seen her gain weight in probably 2 years, so this is significant. – T. Duffin, North Logan, UT

I tried the lights for the first time almost a year ago, after we had moved to Idaho. Winter was coming and I was nervous that along with the dark and cold days would come tiredness, lack of motivation, blues and depression like I had experienced every year, even in sunny Texas. My husband was nervous too about how I would handle living in a place that is winter for so much of the year. When I tried the lights I felt energized, peaceful and more alive. I decided to rent them to try for a few weeks and I kept feeling better. My kids loved them too. I felt like it was an answer to prayer and I have continued to use the light every day to help me stay healthy emotionally and physically. It makes sense to me that light is an important element and nutrient in our health like clean water and air and good food, one that is difficult to get enough of nowadays.

My family can tell a difference in me, and it's making a difference in my stress level and relationships. My kids have learned to use the lights whenever they get an injury, need help to get focused and peaceful, or feel sickness coming on. It has been a life saver for my energy in pregnancy, and this past winter none of us caught colds or viruses - the lights were our main go to for prevention. It has also helped with my eczema. I have since learned that they help with so much more than winter blues and started sharing with others. I have seen people heal long standing health issues and imbalances with the help of the lights. I have seen amazing things. A. Humphries. Idaho

From the 1st session I felt a reaction response in my body like nothing I had ever experienced before. The closest thing I could equate it to was my meditation practice in restorative yoga. Initially I got a surge of energy as my body was beginning to repair from being under extreme stress for the past 7 years due to a life threatening illness my husband was dealing with. Then after a few weeks of B session 2x per day I began to see changes in my ability to reach a very deep sleep state. Since menopause 15 years ago my sleep was interrupted and very shallow. The slightest disturbance would have me awakened for hours. Now I sleep more like I did in my 20's. Many nights I will sleep 8 hours without waking and if I do wake I am able to go right back to sleep without the racing mind of tomorrow's "to do" list. Being able to sleep soundly is priceless! Most recently I have noticed my ability to focus and follow through on goals has shifted. I have always been a very driven self-starter but with the stress of my husband's illness have only been able to do what was absolutely necessary to get through the day. I also know the lights can shift me out of a negative state whenever things are not going the way I would like them to. At these times I STOP doing and get on the lights and rebalance my system then proceed. The healing path is a journey with many layers to uncover. I had changed so many things in my life to assist my body's own healing mechanism and I believe this light/ frequency system is a key component to speeding up that process. I am so encouraged that I now have this incredible tool that is helping guide my body back to vibrant health. Tamara, Austin, TX

I tried these Lights at my sister's home on a visit. I felt so relaxed I didn't want to get up. That night I slept all night and went to sleep quite fast. I had put in a long day but I hoped that the lights had calmed me and helped me sleep. The next night the same thing happened. I felt so rested, something I had not experienced in years. We rented the machine the next week. I have felt more healthy than I have for years. I used the autoimmune,(47) the inflammation,(2) hot flashes (122) adrenal balance (124) and several others. They all feel great.

I had my follow up appointment with Utah Natural Medicine. We were hoping to get my hormones balanced and ideas on what my thyroid issues were in 6-12 months. My first appointment after blood work all my numbers were perfect on hormones and thyroid. Dr. Burnett was amazed. I told her about the lights and how much better I was sleeping. Maybe my body was finally able to relax and start to heal itself.

I wanted to share these experiences in hopes that others may have hope, or learn something that might assist them in issues with hormones and thyroid. I know sooo many women suffering with both of these issues. If my thyroid starts to shrink I will know for a surety that the lights and current are helping heal my body.

THANKS to Marta and Shirley for your concern and help with my questions. It has been a great blessing to me. I hope the lights help everyone as much as they have helped me!!!

Gratefully,

Darlene Stoker

To find out for yourself how our light energy systems might work for you, please contact us about our risk free rental program and our light energy system packages.

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*Neither Joffs Enterprises nor Health Dynamics LLC make any claims that these Light Systems treat, cure, or prevent any disease process. These are real people and their personal experiences with our light energy systems. Your results may differ.

Light Terminology

Electromagnetic Spectrum: All radiation coming from the sun in the form of visible and non-visible light wavelengths.

Wavelength: Light is measured by its wavelength

- **Nanometers (nm)** The distance between the crests of the wave. One billionth of a meter
- **Frequency:** The number of pulses per second.
 - **Hertz or HZ:** the rate or speed of vibration per second.
 - **Mega Hertz MHz:** 1 million oscillations per second
 - **Tetra Hertz THz:** 1 trillion oscillations per second

Visible Light The 2% of the electromagnetic spectrum that our eyes are sensitive to. This corresponds to a wavelength range of 400 - 700 nanometers (nm) and a color range of violet through red. The visible colors from shortest to longest wavelength are: violet, blue, green, yellow, orange, and red.

Light: A series of energy wavelengths with a corresponding color pattern that is visible to the human eye. Light is made up of billions of tiny particles called photons, which travel from one place to another in waves.

Color: Light is the carrier of our color spectrum from the radiance of our sun. Each color beam of light is a packet of energy and supports vitality and life. All colors come from different wavelengths of light.

What Wavelength Goes With a Color?

White light is a mixture of the colors of the visible spectrum.

Black is a total absence of light.

Violet Light The visible violet light has a wavelength of about 400 nm. Within the visible wavelength spectrum, violet and blue wavelengths are scattered more efficiently than other wavelengths. The sky looks blue, not violet, because our eyes are more sensitive to blue light (the sun also emits more energy as blue light than as violet).

Indigo Light The visible indigo light has a wavelength of about 445 nm.

Blue Light The visible blue light has a wavelength of about 475 nm. Because the blue wavelengths are shorter in the visible spectrum, they are scattered more efficiently by the

molecules in the atmosphere. This causes the sky to appear blue during the main part of the day, when blue light is scattered into your eye no matter which direction you look.

Green Light The visible green light has a wavelength of about 510 nm. Grass, for example, appears green because all of the colors in the visible part of the spectrum are absorbed into the leaves of the grass except green. Green is reflected, therefore grass appears green.

Yellow Light The visible yellow light has a wavelength of about 570 nm.

Orange Light The visible orange light has a wavelength of about 590 nm. Low-pressure sodium lamps, like those used in some parking lots, emit a orange-ish (wavelength 589 nm) light.

Red Light The visible red light has a wavelength of about 650 nm. At sunrise and sunset, the light you see has traveled a longer distance through the atmosphere. A large amount of blue and violet light has been removed as a result of scattering and the longwave colors, such as red and orange, are more readily seen.

Ultraviolet Light that has a shorter wavelength than visible violet light. "Ultra-" = higher than.

Infrared light has a longer wavelength than visible red light. "Infra-" = "lower than".

Photons: light energy in the form of a particle. A minute energy packet that has no mass, and travels at the *speed of light*

Quantum: The smallest possible discrete unit of any physical property such as energy and Light. To be so infinitesimal as to be infinite

Quantum mechanics is a mathematical model that describes the behavior of particles on an atomic and subatomic scale. It demonstrates that matter and energy are quantized, or come in small discrete bundles, on the smallest scales imaginable.

Harmonic Light: Light pulsing at a frequency that supports the optimum health of mind, body and spirit.

LED: A Light Emitting Diode is a semiconductor device that emits light when an electric current passes through it. Unlike the light bulb in which electrical energy first converts into heat energy, the electrical energy can also be directly converted into light energy. The light coming from an LED has been found to have the same neurological, biological and endocrine response as natural sunlight.

Coherent Light: Light that is well organized and usually of only one color. **Incoherent Light:** Light that is not well organized, scatters and is usually a spectrum of color. Even coherent light scatters like incoherent light within the body.

Biological Light Definitions

Biophoton: a photon in the visible and ultraviolet spectrum emitted from a biological system. “Life light”

Photobiomodulation or Low Level Light Therapy (LLLT): LLLT, phototherapy or photobiomodulation refers to the use of photons at a non-thermal irradiance to alter biological activity. LLLT uses either coherent light sources (lasers) or non-coherent light sources consisting of filtered lamps or light-emitting diodes (LED) or, on occasion, a combination of both. The main medical applications of LLLT are reducing pain and inflammation, augmenting tissue repair and promoting regeneration of different tissues and nerves, and preventing tissue damage in situations where it is likely to occur.

ATP (Adenosine Tri Phosphate): The energy unit of the cell. Produced by the Mitochondria. All cellular metabolism, functions and overall energy is directly dependent on ATP. ATP production is stimulated by certain wavelengths of light including blue, red and near infrared.

Calcium: The 5th most abundant element in the human body. It serves many functions in the body including the construction of bones and teeth. It is essential for muscle contraction, heart action, and normal blood clotting.

DNA: (Deoxyribonucleic Acid) An extremely long macromolecule that carries the genetic information in the cells of plants and animals. It is the hereditary material in humans and almost all other organisms.

Magnesium: Is one of the most abundant elements on the face of the earth, yet one of the most common nutrient deficiencies. It is involved in many processes of the body including nerve signaling. Critical for nitric oxide synthase.

Mitochondria: the powerhouse of the cell. They are the organelles that take in nutrients (light), break them down and create energy rich molecules for the cell

Nitric Oxide: (NO) is a naturally occurring gas in the body. It acts as a neurotransmitter, namely as a molecule capable of carrying messages. It transmits neural flow to cause blood vessels to dilate

Parasympathetic Nervous System: the part of the involuntary nervous system that serves to slow the heart rate, increase Intestinal and glandular activity.
Stress Response: The body’s natural Fight or Flight response. Over time this response can wear us down. Physically, Mentally, Emotionally and Spiritually

Sympathetic Nervous System: A part of the nervous system that serves to accelerate the heart rate, constrict blood vessels and raise blood pressure. Fight or Flight

Photo Cell: A sensor that reacts to light or electromagnetic energy.

Telomeres: The segment of DNA that occurs at the end of our chromosomes, which protect our genetic data. They are an essential part of human cells that effect how our cells age.

Cytochrome C - Color Gears. An enzyme in the mitochondria that photons interact with and this energy is then converted to chemical energy that our cells can use—ATP.

Pineal gland - Pine cone shaped endocrine gland that synthesizes and secretes melatonin, a structurally simple hormone that communicates information about environmental lighting to various parts of the body. Ultimately, melatonin has the ability to entrain biological rhythms and has important effects on reproductive function of many animals. The light-transducing ability of the pineal gland has led some to call the pineal the "third eye".

Epithelial cells: Epithelium (epi- + thele + -ium) is one of the four basic types of animal tissue, along with connective tissue, muscle tissue and nervous tissue. Epithelial tissues line the cavities and surfaces of blood vessels and organs throughout the body. This is a key area where Nitric Oxide is released upon exposure to certain spectrums of light.

Epigenetics: Environmental modifications to DNA that turn genes "on" or "off." These modifications do not change the DNA sequence.

Proprioception: The ability to sense stimuli arising within the body regarding position, motion, and equilibrium.

Macrophage: Greek for big eaters. A type of white blood cell that engulfs and digests cellular debris, foreign substances, microbes, cancer cells, and anything else that does not have the types of proteins specific to healthy body cells.

Rife: An early exponent of high magnification time-lapse cine-micrography. An inventor of a beam ray device that would weaken or destroy pathogens based on resonant frequencies.

Solfeggio Frequencies: Make up the ancient 6- tone scale thought to have been used in sacred music, and hold an infinite array of healing properties

Nogier Frequencies: Dr. Paul Nogier, the Father of Auricular Therapy (Ear Acupuncture) developed a unique pulse test that determined all tissues and organs are in resonance with specific frequencies.

LumiCeuticals Standards & Power Output

Nanometers:

Near Infrared (present in every pad except your eye mask) for deep penetrating benefits of pain relief, enhanced circulation and cell regeneration = 880nm

Red (visible in the eye mask, rejuvenator and all pads except the blue/infrared body pad) = 660 nm

Blue (in the eye mask and along with near infrared in the blue/infrared body, local or blues buster pad) = 465 nm

Power Output

Body Pad PAD A: 264 diodes x 2.21 mW = 583.44 mW

Local Pad PAD B: 132 diodes x 2.10 mW = 277.20 mW

Eye Mask PAD C: 104 diodes x 2.031 mW = 211.22 mW

Pain Buster PAD D: 90 diodes x 2.019 mW = 181.71 mW

Treatment area:

PAD A: 348 cm²

PAD B: 164.45 cm²

PAD C: 100 cm²

PAD D: 95.76 cm²

Joules per cm² on Setting C 21 minutes in duration:

PAD A) 0.583 W (total W) / 348 cm² (LED area) = 0.00167 W/cm² x 1200 seconds = 2.01 Joules/cm².

PAD B) 0.277 W (total W) / 164.45 cm² (LED area) = 0.00168 W/cm² x 1200 seconds = 2.02 Joules/cm².

PAD C) 0.211 W (total W) / 100 cm² (LED area) = 0.00211 W/cm² x 1200 seconds = 2.53 Joules/cm².

PAD D) 0.181 W (total W) / 95.76 cm² (treatment area) = 0.00189 W/cm² x 1200 seconds = 2.26 Joules/cm².

An informed consent agreement is a helpful document for a practice. If you are accepting fees for your services of harmonic light sessions, your use of a document like this sample is recommended. The light sessions should fit the scope of any service you are licensed to perform. If you need clarification, we recommend you check with your state and local health board for any rules and regulations regarding your business practice.



HALCYON HEALTH

970.484.2411
halcyonhealth@q.com

Name: _____

Address: _____

City/State/Zip: _____

Phone : _____

E-mail: _____

Date: _____

I, _____, request that Melody Masters, C.N., of Halcyon Health provide me with Harmonic Light Sessions as an aid to treatment and management of my health. I am fully aware that these Harmonic Light sessions are designed only to supplement traditional methods of care, and are not meant to cure and or replace any medical treatments that I may be receiving.

Melody Masters, C.N. has not suggested that I cease any medical care I am currently receiving, be it drug therapy, x-ray treatments, chemotherapy, surgery or any other procedures that my medical doctor deems necessary for my health. I choose to receive Harmonic Light Sessions of my own free will and I do not hold Melody Masters, C.N., responsible for any results that may or may not occur.

I Give Melody Master, C.N. permission to touch me as is necessary to apply the Led light pads.

Finally, I hereby certify that this form has been fully explained to me and that I am satisfied that I understand its meaning and significance.

Signature: _____

C. Trial/Rental Program

We love how our trial program gives people two weeks to determine how valuable the light system can be when used daily. We find that this takes convincing and sales right out of the picture. Through daily use and with the help of a coaching session and daily emails, people decide for themselves how valuable the lights are. Through the trial, people get to decide for themselves whether they feel that the lights are supporting their body to release symptoms.

Our trial is a great value. All of the cost of the trial can apply to owning when they purchase within the first 2 weeks of their trial. If one person is using the lights twice daily for 14 days, they get 28 sessions for \$250, \$300 or \$350. This makes each session \$8.92, \$10.70 or \$12.50. What a value. Add another person in the household and this cost is 50% less - \$4.46, \$5.35 or 6.25. Even more value. A family of 4 would be paying only 2.23, 2.67, 3.12 per session. Amazing value.

Our trial is educational. A daily email comes to the renter every day for 14 days. They also have one or more coaching sessions with a light coach. This sets the stage for great understanding that will serve them well when they become a light system owner.

Our trial program is successful. Typically 90% of our trial participants become owners. They don't have to purchase the system that they rent. They can use their trial costs to purchase any of our systems. If they need more time, they can extend the trial for one week for as many as two more weeks. Each week is \$100. Lumi will keep \$25 of that cost for the trial extension.

If they are not ready to purchase, participants are responsible for shipping back their rental system in the manner that it arrived. We encourage them to keep all packaging for this purpose. They don't need to insure the package, but should keep a tracking number. They have 14 days after returning the system to apply all but \$50 of their two week trial costs toward owning.

To facilitate a successful trial, offer the flyer and enrollment information and help collect the payment, then follow the Trial Checklist to insure that all the appropriate steps are being followed.

1. Trial Flyer
2. Trial Enrollment Form
3. Trial Agreement
4. Trial Checklist

Other trial options:

1. Can trial the Wand System for \$100 for a week.
2. Can trial the Go2 or Go3 for \$100 a week for 2 weeks = \$200
3. Can add additional pads to their trial for \$50-\$100

This program uses the company's inventory instead of requiring you to purchase additional systems. We have found a 20-25% better rate of success by sending new equipment for the trial. If you have additional systems and want to do the trial with a system you own, we still encourage you to register the trial with us so that we can send out the appropriate emails and offer the appropriate support. We discourage you from renting or loaning out your own personal use system, have someone complete the company trial instead so that you can

1. Maintain daily use of your own system
2. Receive pool point and commission plan activity credit for your referred trials.
3. Have people using new equipment
4. Give people the best opportunity to have a successful trial experience.



TWO WEEK TRIAL



Two Weeks that Will Change Your Life

Imagine receiving relaxing, rejuvenating harmonic light sessions every day - even twice a day - for the next two weeks in the comfort of your own home. With our *try before you buy* rental program it is easy for your whole family to experience the benefits of using our light systems daily to support a vibrant mind, body & spirit. People love this great value!

Harmonic Light Therapy for Ultimate Self Healing

Each session provides the perfect environment for you to **Rest, Digest and Regenerate**

Enroll Today To Receive...

- **A Personalized Consultation**
- **Exclusive Access to Education and Support**
- **The Ability to Apply your Rent toward Ownership.**

Trial Options

2 Weeks LumiVibe Flex 3- 2 pads	10 settings	\$250
2 Weeks LumiVibe Grow6- 3 pads	10 settings	\$300
2 Weeks LumiVibe Pro6- 4 pads	9999 settings	\$350
Each Additional Week- limit 2		\$100

* Receive daily online tutorials & a free consultation call with a Light Energy Coach.

Discover the combined power of OTC medical grade light therapy and custom pulsed vibrational frequencies with LumiCeuticals.

Every Body Loves Harmonic Light...

- **Natural Pain Relief & Increased Circulation**
- **Relaxation & Tissue Regeneration**
- **A Brighter, Better You**



Shirley Joffs
303-818-9263
shirleyjoffs@gmail.com

Contact Us to Get Started Today

www.shinewithlight.com

Marta DeBerard
303-818-6453
marta@shinewithlight.com



Two Week Trial Order Form

NAME _____

SHIPPING ADDRESS _____

CITY _____ ST _____ ZIP _____

PH (C) _____ (H) _____

EMAIL _____

DATES OF RENTAL _____ TO _____

REFERRED BY _____

CASH AMOUNT _____ DATE PAID _____

CHECK # _____ (PAYABLE TO: LumiCeuticals LLC)

CREDIT CARD CC TYPE _____ AMOUNT _____

EXP. DATE _____ CVS CODE _____

NUMBER _____

BILLING ADDRESS (IF DIFFERENT FROM ABOVE)

SIGNATURE _____ DATE: _____

NOTES _____

LumiCeuticals Trial Program Agreement:

Thank you for participating in our Trial Program. By participating in this program, you enter into a rental agreement with LumiCeuticals and we ask that you review and sign the following:

This rental agreement is made and entered into this _____ day of _____, 20____, by and between LumiCeuticals and _____ ("Renter").

The trial equipment consists of 1 controller and 2, 3 or 4 light pads ("Equipment"). This Equipment is being rented in new condition and free from any known fault or defects, which would affect its safe operation under reasonable and normal use. The Renter shall use the equipment in a careful and proper manner **including no exposure to cigarette smoke** and shall comply with manufacturer's guidelines as presented in the equipment manual regarding safe and proper use and maintenance. Neither LumiCeuticals nor its distributors makes any claim or promises as to the effectiveness of this equipment. For the diagnosis and treatment of any disease, please consult a licensed physician.

Timeline and Payment: The Trial Period shall be (2) weeks and (1) day, beginning the day after the renter receives the equipment (the "Trial Period"). The Trial Period can be extended only upon authorization by LumiCeuticals. The trial rate shall be \$250 for two weeks using a Flex3 System, \$300 for two weeks using a Grow6 System and \$350 for two weeks using a Pro6 System, paid to LumiCeuticals prior to shipment. The Renter shall provide a valid credit card to secure the rental prior to shipment.

To get the most value for their trial, the Renter is encouraged to read the 14 day email tutorials and participate in at least one light coach consultation during the 2 week trial period.

If the Renter has not chosen to purchase the system during by the end of their Trial Period, the Renter is required to return ship the equipment in good condition and working order in the same manner and packaging in which it was delivered to them the next business day after the Trial Period ends. Renter acknowledges they are solely responsible for all return shipping costs and will provide a tracking number for the shipment.

Renter will be held liable for up to the full cost of any Equipment damaged or destroyed, or for failing to return the Equipment. Renter hereby agrees to fully indemnify LumiCeuticals, Health Dynamics and Joffs Enterprises, LLC from any and all loss of, or damage to, the Equipment during the Term of this Agreement, whether caused by fire, flood, vandalism, theft, or any other cause, except that which shall be determined to be caused by the fault or defect of the Equipment. Renter may be charged and agrees to pay a late fee of \$50 per day for each day the Equipment is late without prior agreement.

Should Renter choose to purchase the Equipment within 14 days of the end of the Trial Period, LumiCeuticals agrees to apply \$200 of a \$250 trial, \$250 of a \$300 trial and \$300 of a \$350 trial payment to the purchase.

Signature of Renter:

_____ Date: _____

For Office Use:

Equipment Rented: _____ Serial Number: _____

Date Received by Renter: _____ Date Returned : _____

Trial Checklist

Name of Trial Customer: _____

Referral/Coach: _____

System Status:

ordered: ___ System Shipped: _____ Delivered: _____ Purchased: _____ Returned: _____

Dates of Trial: _____

Emails Started _____ Confirmed Receiving Emails _____

Knows How To Get Started With Lights: _____

Has basic info on light through webinar, video, phone call, meeting? _____

Has listened to the Lumi Light audio with at least their first light session. _____

Link is in letter and on the Shine With Light website under audios/videos.

Has used the lights on setting B or C, with Eye Light Pad on closed eyes, Medium Pad over the belly or the thymus and Big Pad across or up and down the lumbar spine.

Schedule Personal Light Coach Consultation within first 3-5 days:

Questions/ comments? _____

How will they be using the pads over the next 7 days?

Follow up Call - Within 9 days schedule a follow up call to report how program is going and get assistance if you need it. _____

Knows Purchase Options _____ Ready to Order? _____

Knows Shipping Instructions: _____ Returned Unit: _____

D. Pricing and Placing Orders

1. Product Order Form:

Placing orders is as easy as sending via email, text or phone call the order information to Shirley or Marta. Watch for online ordering to happen soon. Shirley 303-818-9263 shirleyjoffs@gmail.com.

Orders will be paid to LumiCeuticals LLC.

Credit Card – number, 3 digit code, billing address and expiration are all needed.

Check – take a picture of the front of the check to send to Lumi. Send the check along with invoice to Lumi for verification. LumiCeuticals Jolyn Oliver 1729 Terry St. Longmont, CO 80501

2. System Packages Price Sheet

Items can be exchanged within systems. Use the order form to swap items and apply the price difference to the exchange. Tax is charged in Colorado per location purchased.

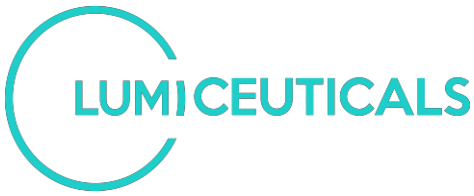
3. Product Guide

4. The Value of Owning a System

Remember to talk value. While a \$6210 system might seem expensive, the value of use of that system for \$2 per session over the next 5+ years is very high. We have found the lights to be far less expensive than any of our other wellness support tools and thus of great value to our entire family.

5. Extended Warranty

The extended warranty is a new offering. Owners should enroll within the first 30 days of purchase so it is easiest to have them enroll with their purchase.



NAME _____
 SHIP ADDRESS _____
 CITY _____ ST _____ ZIP _____
 PH (C) _____ (H) _____
 EMAIL _____

REFERRED BY

	QTY	
LumiVibe Pro10 Pro6 Plus Red Local, Blues Buster, Renew <i>Facial Mask & Go2 Handheld System</i>		\$ 7,995
LumiVibe Pro6 Pro Custom Controller, Eye Mask, Red Body Pad, Body Blue Pad, Pain Buster + Handheld		\$ 6,210
LumiVibe Grow 6 Expandable 6-Port Controller w/ Display, Eye Mask, Red Local Pad, Red Body Pad		\$ 3,400
LumiVibe Go 2 Red/Infrared Portable Handheld with Portable Blues Buster or Portable Eye Mask		\$ 1,100
LumiVibe Go 3 Red/Infrared Portable Handheld with Portable Blues Buster and Portable Eye Mask		\$ 1,500
LumiVibe Flex 3 3 Port controller with Eye Mask and Red/Infrared Body Pad		\$ 2,200
LumiPure Chakra Wand Set		\$ 999
Super T Neuro Pad 56 red and 248 near infrared diodes.		\$ 1,500
Relaxation Eye Mask - 52 red, 52 blue diodes		\$ 585
Red & Infrared Local Pad - 60 red, 72 near infrared diodes		\$ 750
Red & Infrared Body Pad - 120 red, 144 near infrared diodes		\$ 1,050
Red & Infrared Pain Buster Pad - 40 red, 50 near infrared diodes		\$ 550
Blue & Infrared Buster Pad - 40 blue, 50 near infrared diodes		\$ 550
Blue & Infrared Local Pad - 60 blue, 72 near infrared diodes		\$ 750
Blue & Infrared Body Pad - 120 blue, 144 near infrared diodes		\$ 1,050
Renew Facial Rejuvenator Pad 132 combined red, near infrared and orange diodes		\$ 700
Red/Infrared Portable Handheld Controller 12 red, 12 infrared diodes		\$ 700
Portable Blues Buster Pad - 40 blue 50 near infrared diodes. *only connects to Portable Handheld		\$ 530
Portable Eye Mask - 52 red and 52 blue diodes. *only connects to Portable Handheld		\$ 585
Custom Program Software & Installation - 9999 Frequencies, 88 Custom Sweep Programs		\$ 1,800

NOTES _____ _____ _____	SUBTOTAL	
	TAX (UT)	
	SHIPPING	
	BALANCE DUE	

SHIPPING POLICY:

Orders shipped once full payment is received.

Standard Shipping orders \$0-2,000 USD - \$10.00
 Standard Shipping orders \$2,001-4,000 USD - \$20.00
 Standard Shipping orders \$4,001- 9,000 USD - \$30.00

PAYMENT INFORMATION

CASH *CHECK # _____ (PAYABLE TO: LumiCeuticals, LLC) CREDIT CARD

*Check Payments: Any orders paid with a personal or business checks may ship 10 business days after deposit to confirm receipt of funds.

CC TYPE _____ AMOUNT _____ EXP. _____

NUMBER _____ CVS CODE _____

BILLING ADDRESS (IF DIFFERENT) _____

SIGNATURE _____ DATE: _____

DISCLAIMER : This system is not intended to diagnose, treat, cure, mitigate, or prevent disease. If you have a disease or medical condition, consult with your physician or health practitioner before using any LumiCeuticals product. Use only as directed. Ref. 9/17

Three year full warranty for registered original owner. 2 Year Extended Warranty Available for Purchase. All sales are final upon delivery.

System Packages

Pennies per Session



3 Year Warranty

Free Educational Support

LumiVibe Flex3:

- Relax & Relief Starter Set
- Red/Blue Relaxation Eye Mask
- Red/Infrared Pain Relief Body Pad
- 3 Port Vibe3 Controller
- 10 Harmonic Frequency Settings ABC 1-7
- Add a 3rd pad now or later.
- \$2200 with 2 pads.



LumiVibe Go2:

- Portable, Perfect For Travel
- Rechargeable Battery
- Red/Infrared Pain Relief Handset
- 10 Harmonic Settings – ABC 1-7
- Blue/Infrared Buster Pad or
- NEW Red/Blue Relaxation Eye Mask
- \$1100 For One Pad & Handset.
- \$1500 for Both Pads & Handset.
- Save \$315



LumiVibe Grow6

- Relaxation Red/Blue Eye Mask
- Red/IR Pain Relief Local Pad
- Red/IR Pain Relief Body Pad
- 6 Port Controller with Timer, Visual Display, Pause/Play
- 10 Harmonic Frequency Settings – ABC 1-7
- Expandable - Can add Pads & Settings
- \$3400



LumiPure Chakra Wand Set

- 8 Pure Color Diodes on 8 Magnetic Heads
- Cord Free Wand Pulses Light at 432hz
- Red, Orange, Yellow, Green, Turquoise, Blue, Indigo and Violet
- Lithium Ion Rechargeable Battery
- \$999



LumiVibe Pro6

- Relaxation Eye Mask
- Red/IR Pain Relief Body Pad
- Blue/IR Calming Cleanse Body Pad
- Red/IR Pain Buster Pad
- 6 Port Controller w/ Timer, Visual Display, Pause/Play
- ABC 1-7 Plus 88 Harmonic Sweep Settings & 9999 Manual Settings
- Programmable Frequency Software for Unlimited Custom Sweeps
- Choose One Free Gift:
 - Handheld LumiGo Controller (\$700 Value)
 - RENEW Facial Rejuvenator (\$700 Value)
 - 60% off Chakra Wand Set (\$699 Value)
 - 50% off Super T Neuro Pad (\$750 Value)
- \$6210 Save \$700



LumiVibe Pro10:

- Relaxation Eye Mask
- Red/IR Pain Relief Body Pad
- Blue/IR Calming Cleanse Body Pad
- Red/IR Pain Relief Local Pad
- Red/IR Pain Buster Pad
- Blue/IR Buster Pad
- ABC 1-7 Plus 88 Programmable Settings & Custom Software
- RENEW Facial Rejuvenator Mask (\$700)
- LumiGo2 System (\$1100)
 - Handheld with Portable Eye Mask or Portable Blues Buster
- Super T Neuro and Chakra Wand can added or exchanged.
- \$7995 Save over \$1500



To order contact: Shirley 303-818-9263 or Marta 303-818-6453 marta@shinewithlight.com

The Value of Lumi Lights

The mission of LumiCeuticals is to light the way to a world where everyone shines in mind, body and spirit. We would love to have you join our light system owner community.

We find LumiCeuticals harmonic light systems to be an outstanding value in wellness care because they are:

1. Designed for long term use and backed by 3 year warranty with optional 2 year extension.

- Our medical-grade diodes have a 50,000 hour rating and are designed for decades of use.
- LumiCeuticals backs every aspect of their systems with a complete 3 year warranty.
- Our new extended warranty option gives you 5 years of no-added cost.
- Service or item replacement at ½ price after warranty is available through Lumi's Colorado facility.

2. Providing Free Owner Support and Education:

- LumiCeuticals offers free educational support through their community of Ambassadors.
- Through extensive website support, online tutorials, webinars, live events, conference calls and person to person connections, LumiCeuticals is committed to empowering their light owner community to get the very most out of their light system.

3. Innovative Systems that support the mind, body and spirit

- The combination of the most beneficial wavelengths of light delivering highly accurate harmonic frequencies is unique and powerful.
- Our Pro6 system controller is unparalleled to go even further with 88 custom frequency sweep abilities.
- Our multiple pad systems offer comprehensive wellness support for multiple systems simultaneously.

4 LumiCeuticals Systems can be used by every member of the family for highly affordable wellness care.

- We love how the whole family and any clients or friends can all use the same set of lights without additional investment.
- The long life span makes our systems amazingly affordable

Where else can you give you and your family profound daily wellness sessions for only pennies a day? Think about your own family's current wellness costs per person each month and year?

- *Typical wellness costs at \$100/ month x 4 people for 3 years = \$14,400, for 5 years = \$24,000*
- *Typical wellness costs at \$400//month for 4 people for 3 years = \$57,600 for 5 years = \$96,000*
- 5 years with the Lumi Grow6 is only \$3549, 48 cents per session at 4 sessions a day
- 5 years with the Lumi PRO6 System it is only \$6409, 88 cents per session at 4 sessions a day.

THE WAY YOU FEEL WHEN YOU HAVE OUR LIGHT SYSTEM TO USE DAILY IS PRICELESS!

Purchase Options:

- 0% Financing Credit Card option through a credit card. Key Bank, Chase, Capital One, Citi Cards all offer this these days. . Apply for a card and use it to pay for your system with 0% interest for up to 15 months. Good credit history and 600+ credit score needed.
- Use your own existing credit card or check or cash.

Benefits of Sharing Light Energy With Others:

The lights are an experience that can be shared with others for value. Sessions can be rented to friends, family, and clients. Typical pricing is \$20-\$80 per 20 minute session.

We offer direct and team sales commissions based on relationship marketing. All enrolled system owners are eligible to refer or market our products at no additional cost. Our marketing is primarily through the referrals of highly satisfied customers who want to help others. Referral commissions are available for sending people our way. Sponsor commissions start at 9% with career income opportunities available for people looking to spread the word and support a client group with this powerful modality.



Lumi For Life Extended Warranty Registration Form

Name: _____

Address: _____

City: _____ State _____ Zip Code _____

Email: _____ Phone: _____

Choose Method of payment:

Check payable to LumiCeuticals Amount Paid: _____

Credit Card Type _____ Number _____
Expiration Date _____ Security Code _____

Unit purchased: (please list controller, all pads and accessories) _____

Retail Cost of Unit _____ Serial # on Controller(s) _____

Date of purchase: _____ Dates of Extended warranty: _____

Warranty Costs: Check one for set of lights purchased

- | | |
|---|----------|
| <input type="checkbox"/> \$0.00 – 1,500 | \$49 |
| <input type="checkbox"/> \$1,501 -- \$2,999 | \$99 |
| <input type="checkbox"/> \$3,000 – 4,999 | \$149.00 |
| <input type="checkbox"/> \$5,000 - \$7,999 | \$199.00 |
| <input type="checkbox"/> \$8,000 - \$10,000 | \$249.00 |

Pad add-ons: Lumi for Life Members who own collections can later add new pads to the Extended Warranty Offer

- | | |
|---|---------|
| <input type="checkbox"/> \$0.00 -- \$999.00 | \$39.00 |
| <input type="checkbox"/> \$1,000 -- \$1,500 | \$49.00 |
| <input type="checkbox"/> \$1,501 -- \$2,999 | \$69.00 |

Please retain a copy of your receipt for Warranty. Use your controller serial # when reporting issues with your Lumi Equipment. Service requests may be completed online at shinewithlight.com/warranty.

Ambassador Sponsor Checklist

Name of Owner: _____

Referral/Coach: _____

System Status:

ordered: ___ System Shipped: _____ Delivered: _____ Payment: _____

Dates of Purchase: _____

Emails Started _____ Confirmed Receiving Emails _____

Knows How To Get Started With Lights: _____

Has basic info on light through webinar, video, phone call, meeting? _____

Has listened to the Lumi Light audio with at least their first light session. _____

Is On The Shine With Light website under audios/videos.

Has used the lights on setting B or C, with Eye Light Pad on closed eyes, Medium Pad over the belly or the thymus and Big Pad across or up and down the lumbar spine? _____ Knows how to advance frequencies and options? _____

Schedule Personal Light Coach Consultation within first 3-5 days:

Questions/ comments? _____

Follow up Call - Within 9 days schedule a follow up call to see how they are doing and get assistance if you need it. _____

Receiving 30 day emails? _____ Wants them all at once?

Wants to share via meeting, phone call or webinar? _____

Wants to attend a training? _____

Receives emails from Lumi/Shine? _____

Knows Compensation Plan? _____ Interest in learning more? _____

Have added to my personal email or call list? _____

Warranty/Repair - Knows how to fill out service request _____

Interested in Extended Warranty? _____

E. Lumi Rewards for Sharing

1. LumiCeuticals Compensation Plan

Develop a strong understanding of this powerful plan so that you can set your own vision and explain it easily to others. This is a direct sales compensation plan with team building incentives that is driven by relationship marketing.

2. Steps for Success in Relationship Marketing

More than just giving a referral name, or selling a system, successful Lumi Ambassadors are: representatives, informed, confident, enthusiastic, light-filled, friends, visionaries, service-oriented, educated, committed, trustworthy, accountable, effective, guided, blessed, free, prosperous, engaged, team players.

Follow the steps for success as you plant seeds of light and watch your envisioned garden grow!

LumiCeuticals Compensation Plan

Welcome to *LumiCeuticals*!

It is our mission to light up the world with a whole new vision for radiant health and vitality. We have chosen a relationship marketing model because we value personal connections as the most powerful way to share our life-changing wellness technologies. In addition to providing you with cutting edge wellness technologies, *LumiCeuticals* can be your vehicle on the road to financial freedom and a lifetime of satisfaction by helping others. The *LumiCeuticals Compensation Plan* provides a logical and rewarding pathway to a better financial future. It rewards your personal efforts through direct sales and rewards your service to help others do the same. The plan is generous and provides a rewarding income-earning potential as well as a profit sharing program.

Four Exciting Ways to Learn

The *LumiCeuticals* Compensation Plan offers four exciting ways to earn:

1. Personal Direct Sales Commissions from 9-30%
2. Team Bonuses from 2-21%
3. A Team Profit Sharing Pool That Splits 6% of Overall Company Sales Each Quarter.
4. Extra incentive programs like the Drive For Five

LUMI TEAM COMPENSATION PLAN CHART

Rank	Personal	Gold	Silver	Bronze	Bronze 1	Bronze 2	Diamond 1	Diamond 2
Diamond	30%	6%	12%	21%	18%	15%	3%	2%
Gold	24%		6%	15%	12%	9%		
Silver	18%			9%	6%	3%		
Bronze	9%				3%	3%		

Every Ambassador Can Also Qualify for Profit Sharing Payouts from the Lumi Light Pool which is 6% of total Lumi Retail sales each Team quarter.

1. DIRECT SALES COMMISSIONS

A *LumiCeuticals* Sales Ambassador helps customers learn about and order products directly from *LumiCeuticals* and continues to provide ongoing sales support to earn Direct Sale Commissions. This commission is calculated and paid monthly by multiplying your Paid-As-Rank percentage which ranges from 9-30% by the dollar amount of your personal direct sales. To participate in this compensation plan, a *LumiCeuticals* owner must submit a signed Sales Ambassador Agreement, W-9 form, and make a qualified sale of a minimum \$999 retail value.

2. TEAM BONUSES - Building with the Power of Relationships

All Sales Ambassadors are eligible to earn Team Bonuses by assisting their customer/owners and Ambassadors to share light and make direct sales while maintaining their own personal sales activity quarterly. These team bonuses range from 2-21%.

Reference the attached chart showing all team payout possibilities. Unless you are a Diamond or Bronze Ambassador, when someone in your group holds the same rank as you, you will not earn team bonuses on sales in that group, but their sales volume will count towards your accumulated volume requirements for rank advancement and the Lumi Profit Pool.

RANKS OF ACHIEVEMENT

As a *LumiCeutical* Sales Ambassador there are four ranks that one can achieve:

- Bronze Ambassador
- Silver Ambassador
- Gold Ambassador
- Diamond Ambassador

Silver, Gold and Diamond appointments become active the month after qualification is achieved. They carry the highest levels of pay out, privilege and responsibility in the *LumiCeuticals* Compensation Plan. *LumiCeuticals* reserves the right to promote only those candidates who, in the *LumiCeuticals* Management Team's assessment:

1. Exemplify loyalty to *LumiCeuticals* based on the terms in the signed Ambassador Agreement.

2. Demonstrate regular leadership, guidance, and service to their Personal Groups by applying their best efforts toward promoting *LumiCeuticals* products, the *LumiCeuticals* opportunity and by supporting the ideals of the *LumiCeuticals* philosophy.

Once a qualified sale is made, a Bronze Ambassador can always maintain that rank as long as Ambassador Agreements are honored. All levels of participation are by choice and willingness to maintain basic levels of qualification.

RANK QUALIFICATIONS & BENEFITS:

BRONZE AMBASSADOR

QUALIFICATIONS

To become a Bronze Ambassador, purchase a *LumiCeuticals* system valued at a minimum of \$999 retail, agree to the terms and submit a signed LumiCeuticals Ambassador Agreement form and W-9 form to *LumiCeuticals*, and make a qualified sale.

BENEFITS

After meeting the above qualifications, a Bronze Ambassador can earn Retail Direct Commissions of 9% of the purchase price as well as 3% of the purchase price on two levels of Team Bonuses. A Bronze Ambassador can earn 3% of the purchase price of a first line Bronze sale on their team and 3% of the purchase price of a second line Bronze sale on their team by maintaining quarterly sales activity.

A Bronze Ambassador can earn *LumiCeuticals* Profit Sharing Pool Points. They have free access to weekly training/education calls as well as access to the Ambassador section of the LumiCeuticals website.

MAINTAINING RANK

Retail Direct Commissions of 9% are always paid to a Bronze Ambassador in good standing.

To continue to earn the 3% Team Commissions, the Bronze Ambassador is required to have one personal sale of at least \$999 or one personally referred company rental in a Team Quarter beginning the first month of the first Team Quarter that occurs after becoming a Bronze Ambassador.

SILVER AMBASSADOR

QUALIFICATIONS

To become a Silver Ambassador, personally sell 6 *LumiCeuticals* systems, each with a minimum of \$999 retail value to 6 qualified customer/owners and have a minimum accumulated Team Sales Volume of 54,000 and Personal Sales Volume of 18,000. All Personal Sales count toward Team Sales.

BENEFITS

A **Silver Ambassador** receives:

- 18% commission on all personal direct retail sales to qualified customers,
- 9% on any retail sales made by a 1st level Bronze Ambassador on their team,
- 6% of sales by a 2nd level Bronze Ambassador on their team,
- 3% of sales by a 3rd level Bronze Ambassador on their team.

MAINTAINING RANK

To remain Silver Ambassador requires a minimum of 1 personal sale for a personal volume minimum of \$1998 retail value or 3 personally referred corporate rentals each Team Quarter beginning the first month of the first Team Quarter that occurs after being appointed to the Silver Ambassador level.

If retention qualifications for Silver Ambassador are not achieved in any given quarter, the Ambassador will drop down to the Bronze Ambassador status at the beginning of the next quarter until they once again meet the retention requirement of 1 personal sale for a personal volume of \$1998 retail value or 3 personally referred corporate rentals in a team quarter, at which time they will be immediately reinstated to the Silver Ambassador status.

GOLD AMBASSADOR

QUALIFICATIONS

To become a Gold Ambassador, personally sell 12 systems, each with a minimum of \$999 retail value, to 12 qualified customers and have a minimum **accumulated** Team Sales Volume of 162,000 and Personal Sales Volume of 36,000.

BENEFITS

A **GOLD** Ambassador receives:

- 24% on all personal direct sales to qualified customers,
- 6% on all sales made by a direct Silver Ambassador Team in their team,
- 15% on all 1st level Bronze sales in their personal group,
- 12% on all 2nd level Bronze sales in their personal group,
- 9% on all 3rd level Bronze sales in their personal group.

MAINTAINING RANK

To remain a Gold Ambassador requires a minimum of 1 personal sale for a personal volume minimum of \$1998 retail value or 3 personally referred corporate rentals each Team Quarter, beginning the first month of a Team Quarter following appointment to Gold Ambassador.

If retention qualifications for Gold Ambassador are not achieved in any given quarter, the Ambassador will drop down to the next Ambassador status until they once again meet the retention requirement of 1 personal sale for a personal volume of \$1998 retail value or 3 personally referred corporate rentals in a team quarter, at which time they will be immediately reinstated to the Gold Ambassador status.

DIAMOND AMBASSADOR

QUALIFICATIONS

To become a “Diamond” Ambassador, personally sell 18 systems to 18 qualified customers with a minimum of \$999 retail value each and have an **accumulated** 486,000 Team Sales Volume and Personal Sales Volume of **54,000**

BENEFITS

A Diamond Ambassador earns:

- 30% on all personal direct sales to qualified customers,
- 3% on all sales made by their direct Diamond Teams,
- 2% on all sales made by their 2nd level Diamond teams
- 6% on all sales made by their direct Gold Ambassador Team,
- 12% on any sales made by their direct Silver Ambassador Team,
- 21% on all sales made by a direct Bronze Ambassador,
- 18% on all sales made by a 2nd level direct Bronze Ambassador,
- 15% on all sales made by a 3rd level direct Bronze Ambassador.

MAINTAINING RANK

To remain a Diamond Ambassador requires a minimum of 1 personal sale for a personal volume minimum of \$1998 retail value or 3 personally referred corporate rentals each Team Quarter, beginning the first month of a Team Quarter following appointment to Diamond Ambassador.

If retention qualifications for Diamond Ambassador are not achieved in any given quarter, the Ambassador will drop down to the next Ambassador status until they once again meet the retention requirement of 1 personal sale for a personal volume of \$1998 retail value or 3 personally referred corporate rentals in a team quarter, at which time they will be immediately reinstated to the Diamond Ambassador status.

3. Lumi Profit Sharing Pool: The Power of Team Building

Every Team Quarter, 6% of *LumiCeuticals*' total sales are placed in a Lumi Profit Sharing Pool and divided among all qualified participants based on Light Pool Points. Light Pool Points are awarded quarterly for sales and rentals. Even when someone passes or equals your rank, their activity still counts for your team Lumi Points and Profit Sharing Commissions.

QUALIFICATIONS:

Any Bronze, Silver, Gold or Diamond Ambassador can qualify for the Lumi Profit Sharing Pool by earning a minimum of 3 personal Lumi Points during that quarter.

Personal Lumi Points may be earned in the following ways:

Personal sales:

- LumiPure Chakra Wand Set = 1 Point
- LumiVibe Go2 = 1 Point
- LumiVibe Go3 = 1.5 Points
- LumiVibe Flex2 = 2 Points
- LumiVibe Grow6 = 3 points
- LumiVibe PRO 6 = 6 points
- LumiVibe PRO 10 = 9 points

Personally referred Corporate Rentals = 1 point for each rental

Team Sales:

Ambassadors with a minimum of 3 Personal Lumi Points earn points on their entire team's sales no matter what rank:

- ½ point for a Wand, Go2 or Go3 team sale,
- 1 point for a LumiVibe Flex2 or Grow6 team sale,
- 2 points for a LumiVibe PRO 6 team sale
- 3 points for a LumiVibe PRO 10 team sale.

4. EXTRA INCENTIVE PROMOTIONS

THE DRIVE FOR FIVE PLAN

The Drive for Five is an exciting plan to build momentum for new Ambassadors. An Ambassador that personally sells 5 *LumiCeuticals* Systems to 5 qualified buyers who purchase a new LumiVibe Grow6, a Lumi Vibe Pro 6 or a Lumi Vibe Pro 10 System within the new owner's first 90 days from the date of their first sale will receive a free Lumi Grow6 System. This is in addition to the normal commission payouts on the 5 referrals resulting in a value between \$4500 and \$7450.

DEFINITION OF TERMS

Customer/Owner Anyone who has purchased a *LumiCeuticals* light system.

Ambassador - One who holds a title in the compensation plan by signing an Ambassador Agreement to represent *LumiCeuticals* products, has a W-9 on file with *LumiCeuticals* and has made at least one direct sale of a system with a minimum value of \$999.

Qualified Sale – A sale to a third party customer.

Paid-As Rank – The rank that the Ambassador's personal qualified sales volume and enrolled team members qualifies them for in a given Compensation Period.

Paid on Cost: The retail value of the product sold before shipping and taxes.

LumiCeuticals Roll Over Agreement – For Ambassadors with Ambassador Agreements on file by 1/1/17, we will include all previously documented sales of Elan equipment as a qualified *LumiCeuticals* sale when we can verify that sale through a sales invoice or record, or a *LumiCeuticals* user registration.

Personal Volume: Sales personally purchased or personally referred by an Ambassador

Accumulated Team Volume: All of the Sales Volume accumulated by personal and team sales. This volume continues to accumulate regardless of changes in rank.

Ambassador Team Rank: The level of personal and team sales determines Ambassador Rank. By your level of involvement, you choose your rank of achievement, your earnings and your participation in the *LumiCeuticals* Profit Sharing Pool.

***LumiCeuticals* Profit Sharing Pool:** Every three calendar months, known as a Team Quarter, all company sales for that quarter will be totaled. 6% of those *LumiCeuticals* sales will be paid out to all qualified *LumiCeuticals* Ambassadors who have earned at least 3 Lumi Points during that Quarter. Points will be rewarded based on personal sales volume, team sales volume and personally referred rentals from *LumiCeuticals*. The dollar value of a Lumi Pool Point will vary each quarter and will be based on 6% of the total corporate volume of sales divided by the total number of earned points by qualified team members. Qualified team members will then earn the point value in dollars multiplied by the number of points earned. Points earned each quarter do not carry over to the next quarter.

Team Quarter: A designated three-consecutive-month period in which an Ambassador retains rank qualifications and Lumi Pool Points and qualification.

- Quarter One: January 1 – March 31st
- Quarter Two: April 1 – June 30th
- Quarter Three: July 1 – September 30th
- Quarter Four: October 1 – December 31st

Rank Maintenance: An Ambassador chooses to maintain a specific rank each Team Quarter based on his/her fulfilling the required activity to do so. All accumulated team volume is retained and rank is reinstated as soon as the required activity is fulfilled. See Rank Maintenance under each Rank description.

LumiCeuticals reserves the right to revise the compensation plan as deemed necessary.

Successful Gardening

Keys to Lumi Ambassador Success

1. Shine. Use your lights regularly, ideally every day. People trust you and your information when you have a personal testimony. Raise your frequency to the highest level of your authentic self!
2. Listen. Listen to the divine guidance that you hear, to your commitments and intention as you set your vision. Listen to the commitments of people around you and to the conference calls we offer each week.
3. Connect: Stay connected to Lumi announcements and resources through our emails, website www.shinewithlight.com and Facebook. Join and follow Shine Owners, the private facebook forum for our owners. “Like” and follow the Facebook business page www.facebook.com/shinewithlight as well. Research and events posted here are easy to message or share with others.
4. Master how to log in to the www.shinewithlight.com website member’s section and check there for new resources and instructions that appear regularly. You will need to guide your team members in exploring the website, so be prepared. Guests may explore the website, only owners should have access to the member’s portion. Check your welcome letter for access.
5. Be prepared with copies of our brochure and online handouts for new prospects and be able to download them and send out copies to your team when needed.
6. Offer sessions. The more people you put on lights, the more successful you will be. Know how to give relaxations sessions, pad placement and test for frequencies. Removing stress puts your client in an environment of self-healing.
7. Use and encourage use of the waiver, both front and back and how to use that information. Keep records of your waivers and team members and clients and note the changes that take place as they use the lights more often. Have a system for follow up. Use the waiver information and our

newsletter emails to keep in touch and serve the interests of your customers and potential customers.

8. Have fun and make time for self-care.
9. Know how to place a two-week trial order and help follow up on the client. Forms are in your manual, in the shine owner files section and members section of the website.
10. Master the product line. Study the value and use of each product. Know how to guide people in their purchase choices and how to give them directions for fitting the products to the problem with pad placement and frequency without treating or curing.
11. Know how to place an order, the information to collect, and where to send the information that you have collected from the client.
12. Familiarize yourself with our warranty and the Extended Warranty in the Lumi for Life Program. Know how to help people when they have a product issue: where to find the service report form on the website.
<https://shinewithlight.com/warranty/>
13. Download or make a hard color copy of a presentation and be able to share your light story and go thru the presentation.
14. Be able to operate all Lumi equipment and train trial members and owners in their use. Print and keep copies of the product manuals on file.
15. Maintain an awareness of who is in your group and what their interests are for using and sharing lights and how you can help them. All Ambassadors started as owners. Be sure the owners in your light family have the tutorials and coaching manual. Plan events with them to share with their circle of influence.
16. Understand and communicate the basics of the Lumi Compensation Plan. Remember that money is a neutral energy & the compensation plan is another way to help people shine.
17. When possible, offer meetings and help with conferences with your group.
18. Attend the Leadership training and educational series that are offered.
19. Support and recognize that we are all on the Lumi Light Team regardless of who referred us. With our mission to light up the world and our Lumi Profit Share Pool Points, when one of us wins, we all win.

20. Nurture your team while teaching them independence and the steps required to become an Ambassador. Help build their team, inviting them to learn the fundamentals as they go.

21. Practice and encourage: S.A.L.E

S. Show up and Serve

A. Ask and then Act

L. Listen, Learn and Love

E. Enthusiastically offer Experience and Education

F. Offering Light Demonstrations & Presentations

It is no accident that this is at the end of our coaching for light sharing success. We are often so worried about saying the perfect thing that will convince someone that a smart move is to buy a set of lights. With a strong base of personal use, a clear intention and a listening ear that is led by a commitment to serve, what to say can flow easily and naturally.

1. Light Demonstration Tutorial – Offering someone a light session is fun, easy, a gift and likely the most important way to share the lights.

- a. Individual Sessions in a home or clinic setting
- b. Sharing Light at Events or Conferences

2. Event Invitation Handouts

View some of the templates available to you for events. Feel free to edit and develop your own within the guidelines of this manual. We are happy to help you by sending your these templates or helping you create a flyer.

3. Marketing Tools

Chairs, Blankets, Signs & Brochures

4. Presentations

We have many of these online at www.shinewithlight.com in the members section or on facebook shine owners group. Ask us for power point versions as pdf's are the typical format for posting online.

Offering Light Demo Sessions

Thank you. We love that you are sharing your lights and want to help others experience the benefits that you have felt using them. Experiencing a session is the number one way that people gain an appreciation for what the harmonic lights offer. Here are some helpful tips for offering that first light session.

Start with your Intention. What is your why for taking this action?

Preparation:

Supplies:

- ✓ 1 zero gravity chairs for the sessions. These are available from LumiCeuticals in exchange for putting lights on 10 people verified by turning in their completed waivers. You can use a massage table, couch, floor, yoga mat, bed, reclining chair.
- ✓ Your lights
- ✓ A blanket. Lumi offers these in exchange for a written or video testimonial from you about your use of the lights.
- ✓ One long extension cord and a power strip.
- ✓ Mp3 players or phones and headphones for your chair so that you can play “The LumiCeutical Guided Meditation” guided meditation during the session. This is a critical step to enhance the experience and to educate the client.
- ✓ Pens
- ✓ 1 Clipboards for waivers
- ✓ **Kleenex to keep eye masks clear of makeup and sanitized.
- ✓ Cleanser For The Pads – we like something with colloidal silver like Norwex cloths or Shaklee Disinfectant Wipes. 7th Generation is another easy to find healthy brand of wipe.

Handouts At Booth: Keep it simple.

- ✓ The Harmonic Light Energy Waiver *** - filled out on both sides by everyone who uses lights. Copies are turned in to LumiCeuticals when they provide sponsorship support.
- ✓ LumiCeuticals Brochures.
- ✓ Your Business Cards - Inexpensive through Vista Print. Lumi Options are now available for order.
- ✓ Lumi Two Week Trial flyer. Have an enrollment form there too.
- ✓ Price Sheet
- ✓ Have on hand to show when needed:
 - A computer or color prints of some of the presentation pages
 - Order Forms for purchases
 - Frequency Settings Charts– just to show – not give out.

Optional Handouts:

- ✓ Testimonial flyer
- ✓ The Value of Wellness Empowered
- ✓ Flyer about An Upcoming Event You Are Having online or at your home or practice.

What to Say?

This is Harmonic Light Therapy that is FDA cleared for pain relief and injury recovery. We offer it in a 20 minute relaxation session that takes the effects of stress off the body to support ultimate self-healing.

A harmonic light session that relieves pain, reduces stress and feels wonderful.

This is harmonic light energy. It feels like a massage, a nutritious meal, a prayer and a nap. It is free today. Would you like to give your mind, body and spirit a 20 minute vacation from stress?

Find a conversational tone that is right for you. Sometimes it helps to tell your story briefly, such as: “I found that I have more energy and less pain when I use the lights; I use them on my entire family.

Also, a statement of your intention and what you are committed to helps: “We are committed to helping people understand what Light and Light Energy can do for their mind, body and spirit.” Keep your story short and ask them lots of questions rather than offering solutions before you know what their needs are.

What to Do:

Once you have their interest, it's as easy as 1,2,3.

1. Have them fill out the waiver front side
2. Have them sit in the chair upright and offer to help them place body pad across their kidney/adrenal lumbar region.
3. Have them lean back in the chair. Let them put the local or other body pad on their naval or upper chest.
4. Put kleenex on the eye mask and then offer to help them slip it gently over their head. Make sure they are comfortable. I like turning on the lights before placing them on the head as the eyes get more time to adapt to the brightness.
5. Help them put the headphones on. Turn on audio.
6. If they are not already on, turn on the lights now – we like C setting best for a first sample session.
7. Let the lights do their magic and try to be quiet around them during their session.
8. When session is complete, gently have them sit up and fill out the back side of the waiver.
9. Chat about where they can go from there based on what they have written on the feedback form. Check to make sure you can read their email.
10. Put some notes on the waiver so you will recall details for follow up later.
11. Remind them to drink plenty of water and watch for energy shifts over the next 24-72 hours.

Tips:

- Help your client put the pads on themselves. Pads should be placed underneath dark clothing when possible. White, thin clothing is okay, but bare skin is best. Have plastic bags available to slide over the pads if needed for sanitation preference.
- Keep your area as quiet as possible. Avoid loud laughing and talking when people are experiencing the lights. Remember to make this a relaxing experience for them.
- **The waiver is a critical part of the conference.** It is your key to finding out what people want and knowing how to follow up. Do NOT do a single session without having the front side of the waiver filled out.
- You may feel rushed if there are people waiting but be sure to make each person's experience a relaxing one and take the time to talk and ask them how they are feeling, to make them feel cared for as they prepare for their session and when they are finished. I like to talk with them a little about what they marked as issues and how we can help them, and make sure they are comfortable all along the way. Be right there when they are coming off the lights and you can gently touch their arm if they happen to fall asleep. It's good to let them remove the eye mask themselves.

- If you are using the 3 port unit, it's good to have a timer so you know how soon people will be coming off the lights.

The GOLD: Conversation and Follow up after the session:

Offer them possibilities right then and there if possible, or in a follow up contact within 3 days of the event. Based on the waiver, invite them to

1. Get more sessions set up. Have a package of 4 times over the next 2 weeks as a great way for them to really see what the lights can do. Remote sessions are always offered as a group on Monday at 9pm
2. Enroll in the two week trial program. This is a focus for us.
3. Attend an event such as a meeting or webinar that you have planned
4. Have a Light Event in their home
5. Purchase a unit
6. Sign up for our once a month newsletter or check out www.shinewithlight.com and watch a webinar

Your waiver has these suggestions on the back side. Be sure to check what they have indicated and keep careful track of your waivers.

We strongly encourage you to share your waivers – front and back – with us so that we can offer support and guidance and we can send out a standard thank you email to all of your contacts and keep them on an ongoing newsletter list for future follow up. You can enter them into our mailing list at this link:

<http://eepurl.com/bdH06b>

Have a plan to make contact within 3 -6 days of the conference with every person who filled out a waiver, starting with people who were most interested in renting or owning a system.

For best results plan a light workshop, class or webinar within 2 weeks of your conference that you can offer clients who want more info about light. We can do a live webinar for you no matter where you live. Just contact us to get something scheduled ahead of time.

Refer to the waiver when you contact someone. They have given you lots of information about themselves. Refresh them about what they marked on the waiver and offer to serve them with whatever they indicated.

If you have invited them to an event, call to confirm that they can and will come and invite them to bring family and friends for their complimentary session.

Have your calendar and trial enrollment forms and order forms ready!

Thank you and enjoy. It is always such a privilege to see someone come off of the lights the first time.

Offering Light Demonstrations at Events

Thank you. We love that you are sharing your lights and want to help others experience the benefits that you have felt using them. Experiencing a session is the number one way that people gain an appreciation for what the harmonic lights offer. Here are some helpful tips for sharing lights and offering light sessions at events.

Start with your Intention. What is your why for taking this action? Have a clear understanding and SET YOUR INTENTION for what you are about and the results you want from this effort. If you need coaching on honing this, give us a call. If you are sharing costs and efforts with LumiCeuticals or other ambassadors make sure you have clear expectations of the roles and agreements in regards to costs, workload and waiver distribution.

Here is an example:

Intention: To empower people to shine with radiant health.

Why am I participating in the event or offering this session?

1. To meet and build relationships with new people
2. To have more people experience a light session.
3. To help people get more light in their lives as often as possible.
4. To earn an income with my lights while I serve others.

Event Registration:

- Register as a vendor and secure a booth with access to electricity that is large enough to set up 1 – 3 chairs to offer a 20 minute light session. We recommend being at the end of a row or at a corner booth so that you have plenty of space for 2 or 3 zero gravity chairs and a small table.
- If the event has classes and speaking opportunities, check to see if you or your team leader can be a speaker.
- If the cost is prohibitive but the value is strong, talk to Marta or Shirley about the possibility of having LumiCeuticals assist with some of the costs. Fill out the form for this as some financial assistance may be available to you. Understand the agreements that come with LumiCeuticals or Health Dynamics offering to cover your booth costs.
- Make sure you tell us about your event so that we can put it on the website calendar and promote it through newsletters and social media.

Preparation: Once you have secured a booth and have a clear intention, THEN, assemble the following:

Supplies:

- ✓ 2 or 3 (depending on space) zero gravity chairs for the sessions. These are available from LumiCeuticals in exchange for putting lights on 10 people verified by turning in their completed waivers.
- ✓ A Light System for each chair. These can be rented from the company or supplied by you and your team leaders. When Lumi is sponsoring the event, only Lumi labeled products can be used.
- ✓ A blanket for each chair. Lumi is willing to provide these in exchange for a written or video testimonial from you about your use of the lights.
- ✓ Small TV trays or a Light Caddy to hold the units between the chairs. We like a small utility cart from Ikea.
- ✓ One long extension cord and a power strip.
- ✓ A LUMI sign. We can send these from Lumi or they are available for purchase.
- ✓ Mp3 players or phones and headphones for each chair so that you can play “The LumiCeutical Light Experience” guided meditation during the session. This is a critical step to enhance the experience and to educate the client.
- ✓ Lots of pens
- ✓ 2 -3 clipboards for waivers
- ✓ **Kleenex to keep eye masks clear of makeup and sanitized.
- ✓ Cleanser For The Pads – we like something with colloidal silver like Norwex cloths or Shaklee Disinfectant Wipes. 7th Generation is another easy to find healthy brand of wipe.
- ✓ A Tablecloth for your table. Turquoise , White or a complimentary color. We can provide a source upon request.

OPTIONAL SUPPLIES

- ✓ An Appointment Schedule Page or Sticky Notes for writing down 30 minute appts. if you want to offer that. At large shows we have done well with first come, first served.
- ✓ Sign Explaining That You Are Offering Sessions
- ✓ Research sheets
- ✓ Frequency sample sheets
- ✓ Handheld set or wands to display or to use when children come by the booth. We have seen wonderful effect on fussy kids and parents love it.

Handouts At Booth: Keep it simple.

- ✓ The Harmonic Light Energy Waiver *** - filled out on both sides by everyone who uses lights. Copies are turned in to LumiCeuticals when they provide sponsorship support.
- ✓ LumiCeuticals Brochures.
- ✓ Simple handout of benefits on one side – *LumiCeutical Information Sheet A* and on the other side *Like What You Felt* . You can customize the contact information on these files, not needed if you have the brochure.
- ✓ Your Business Cards - Inexpensive through Vista Print. Lumi Options are now available for order.
- ✓ Lumi Two Week Trial flyer. Have 10 enrollment forms there too. Having 5-10 trial enrollments at your booth is a great goal for a conference. We love getting as many committed enrollments from a show as possible.
- ✓ Price Sheets reflecting any current promotions – we have those on hand – and pass out when requested. We don't just leave a big stack on the table. Ones with pictures work best. Event Specials may be possible with larger events. Ask LumiCeuticals for support here through Shirley or Marta.
- ✓ Have on hand to show when needed:
 - A computer or color prints of some of the Powerpoint pages
 - Order Forms for purchases
 - Frequency Settings Charts– just to show – not give out.

Optional Handouts:

- ✓ Testimonial flyer
- ✓ The Value of Wellness Empowered
- ✓ Flyer about An Upcoming Event You Are Having online or at your home or practice.

What to Say?

We find that people naturally are drawn to the booth to see what it is and you can usually tell who wants to talk. You can ask, 'would you like to try the lights?' But often they will start the conversation if they are interested. But most will ask, "What is this?" And then you can share a 30 second explanation. You will find the words that work best for you.

This is Harmonic Light Therapy that is FDA cleared for pain relief and injury recovery. We offer it in a 20 minute relaxation session that takes the effects of stress off the body to support ultimate self-healing.

A harmonic light session that relieves pain, reduces stress and feels wonderful.

Here is a 30 second greeting that Alysia Humphries uses.

“We are using LED light energetics along with vibrational frequencies to help the body de-stress, reduce pain and inflammation, and wake up the cells and circulation. It's like a 20 minute vacation from stress. Does that sound like something you'd be interested in? It's free today for a 20 minute session that is regularly ____ (or whatever you are charging).” You can show them what the pads look like and answer other questions if they have them.

Marta often says:

This is harmonic light energy. It feels like a massage, a nutritious meal, a prayer and a nap. It is free today. Would you like to give your mind, body and spirit a 20 minute vacation from stress?

Find a conversational tone that is right for you. Sometimes it helps to tell your story briefly, such as: “I found that I have more energy and less pain when I use the lights; I use them on my entire family.

Also, a statement of your intention and what you are committed to helps: “We are committed to helping people understand what Light and Light Energy can do for their mind, body and spirit.” People are moving thru the booths, so keep your story short and ask them lots of questions rather than offering solutions before you know what their needs are.

What to Do:

Once you have their interest, it's as easy as 1,2,3.

1. Have them fill out the waiver front side
2. Have them sit in the chair upright and offer to help them place body pad across their kidney/adrenal lumbar region.

3. Have them lean back in the chair. Let them put the local or other body pad on their naval or upper chest.
4. Put kleenex on the eye mask and then offer to help them slip it gently over their head. Make sure they are comfortable. I like turning on the lights before placing them on the head as the eyes get more time to adapt to the brightness.
5. Help them put the headphones on. Turn on audio.
6. If they are not already on, turn on the lights now – we like C setting best here.
7. Let the lights do their magic and try to be quiet around them during their session..
8. When session is complete, gently have them get up and go to one of the chairs the event has provided and let them fill out the back side of the waiver while you get the pads ready for the next client.
9. Chat about where they can go from there. Check to make sure you can read their email and answer their questions.
10. Put some notes on the waiver so you will recall details for follow up later. If you are sharing your booth with other ambassadors, put your name on the waiver of people you had a strong connection with. If there is more than one ambassador that feels strongly connected to a prospect, we recommend energy testing or finding some agreeable way of sharing contacts with karmic intention. We don't guarantee that a person that you felt a connection with will end up being your followup. We do our best to have energy connections honored.
11. Remind them to drink plenty of water and watch for energy shifts over the next 24-72 hours.

Tips during an event or conference:

- Get to the site early to arrange the booth area and perhaps ask for help in getting the space that will work best for you. Planners love having the lights at their conference. The uniqueness of your product and the experience you are offering is a great asset to their conference.
- Stay standing, stay friendly and inviting. Remember to keep your focus on sharing light especially if the event is sponsored by LumiCeuticals. Any other services you offer can be mentioned as an example of ways that lights can be incorporated into a personal or professional wellness practice but we ask that other services are not sold at the booth when LumiCeuticals has sponsored the event.
- We recommend that one person handle one chair with extra help if possible to keep the flow of people going and get waivers signed and questions answered. The busier the event, the more important help is.

- Help your client put the pads on themselves. Pads should be placed underneath dark clothing when possible. White, thin clothing is okay, but bare skin is best. Have plastic bags available to slide over the pads if needed for sanitation preference.
- Keep your area as quiet as possible. Avoid loud laughing and talking when people are experiencing the lights. Remember to make this a relaxing experience for them.
- **The waiver is a critical part of the conference.** It is your key to finding out what people want and knowing how to follow up. Do NOT do a single session without having the front side of the waiver filled out. If you people don't have time to do a session, still have them complete the front side of the waiver and offer to give them a practitioner referral or give them a remote light session a day or two later..
- Once the lights are started and the blanket on the client, lay their waiver on their lap so that you do not lose it. At the end of the session, it will be right there for you to ask them to move to the table and finish filling it out while you put the next client on the lights. Check to be sure that you can read the info clearly before they leave the booth, and spend some time going over their responses with them if possible.
- You may feel rushed if there are people waiting but be sure to make each person's experience a relaxing one and take the time to talk and ask them how they are feeling, to make them feel cared for as they prepare for their session and when they are finished. I like to talk with them a little about what they marked as issues and how we can help them, and make sure they are comfortable all along the way. Be right there when they are coming off the lights and you can gently touch their arm if they happen to fall asleep. It's good to let them remove the eye mask themselves.
- If you are using the 3 port unit, it's good to have a timer so you know how soon people will be coming off the lights. Use a small side table or TV tray to put the light units on between the chairs, the conference tables are too big for that.
- If you have several people working a booth together, we divide waivers for follow up. It can work well to have each person take a station (chair) and the person who talks with and helps that client keeps their waiver to follow up with. This way they hear from the same person who helped them. Just put your name in the corner to keep track and make notes in the comment section about things you learned about the client. .

The GOLD: Conversation and Follow up after the conference:

Your goal is to move your client to the next step of having light in their life.

Offer them possibilities right then and there if possible, or in a follow up contact within 3 days of the event. Based on the waiver, invite them to

1. Get more sessions set up. Have a package of 4 times over the next 2 weeks as a great way for them to really see what the lights can do. Remote sessions are always offered as a group on Monday at 9pm
2. Enroll in the two week trial program. This is a focus for us.
3. Attend an event such as a meeting or webinar that you have planned
4. Have a Light Event in their home
5. Purchase a unit
6. Sign up for your newsletter or check out www.shinewithlight.com and watch a webinar

Your waiver has these suggestions on the back side. Be sure to check what they have indicated and keep careful track of your waivers.

We strongly encourage you to share your waivers – front and back – with us so that we can offer support and guidance and we can send out a standard thank you email to all of your contacts and keep them on an ongoing newsletter list for future follow up. If Lumi sponsored your event, this is a requirement. You can enter waiver info into our newsletter list at <http://eepurl.com/bdH06b>.

Have a plan to make contact within 3 -6 days of the conference with every person who filled out a waiver, starting with people who were most interested in renting or owning a system.

For best results plan a light workshop, class or webinar within 2 weeks of your conference that you can offer clients who want more info about light. We can do a live webinar for you no matter where you live. Just contact us to get something scheduled ahead of time.

Refer to the waiver when you contact someone. They have given you lots of information about themselves. Refresh them about what they marked on the waiver and offer to serve them with whatever they indicated.

If you have invited them to an event, call to confirm that they can and will come and invite them to bring family and friends for their complimentary session.

Have your calendar and trial enrollment forms and order forms ready!

Thank you and enjoy. It is always such a privilege to see someone come off of the lights the first time.

Questions? Feel free to contact us: Marta 303-818-6453 or Shirley 303-818-9263

LUMICEUTICALS

SHINE WITH LIGHT!

Light Therapy Free Sessions Oct. 26 & 27

► Experience the Power of Harmonic Light:

Discover how to relieve Stress, Pain & Inflammation while increasing Circulation and Tissue Regeneration for a Healthier, Happier more Youthful you.



Ultimate Self Healing

FEEL YOURSELF SHINE

Lumiceuticals Harmonic Light systems combine the ultimate biological nutrient of LIGHT and the tuning power of vibrational FREQUENCY to profoundly benefit your mind, body and spirit.

Our comfortable systems deliver pulsed light wavelengths that studies have shown to travel throughout the the body to support optimal health.

Blue

Studies Show Blue Light Calms and Cleans the Skin and Surface Layers, Enhances Collagen Production, Liver Function, Bone Health & Mood.

Red

Studies Show Red Light Brings Energy, Enhanced Circulation, Renewal & Detoxification to Soft Tissue, Brain, Muscles, Skin, Organs, Glands, Gums.

Near Infrared

Studies show Infrared Light Brings Cellular Energy & Enhances Circulation, Regeneration & Detoxification and can penetrate all the way to Hard Tissue: Bones, Tendons, Ligaments, Joints, and Teeth.

Stop By the Hocus Pocus Open House to
Receive Your Free 20 Minute Session

Friday, October 26

Sessions Offered 11-7pm
Power of Light Class 5:00-5:45pm

Saturday, October 27

Sessions Offered 11 - 5pm
Power of Light Class at 12:30-1:15pm

EVERY BODY THRIVES WITH HARMONIC LIGHT

The Perfect Home Wellness Tool for the Whole Family

Learn more at: WWW.SHINEWITHLIGHT.COM

Hocus Pocus Wellness Center

25 E Center St.
Smithfield, UT
Learn more at: WWW.SHINEWITHLIGHT.COM





Feel Yourself Shine with Harmonic Light

FDA OTC Cleared for Pain Relief & Increased Circulation



Light is the Ultimate Self Healing Tool

Light charges the battery of your cells helping the body to balance, function and regenerate properly.

Blue: Studies show Blue light is cleansing and **calming**. **Spectrums of blue light have been shown to kill bacteria, molds and viruses**, enhance **collagen** production, **support healthy liver** function, **enhance mood and reset circadian rhythm**.

Red: Studies show Red light increases **energy production**, enhances **circulation, oxygenation, detoxification and cellular regeneration while lowering inflammation** in soft tissue like muscles, brain, skin, organs, glands, and gums.

Near Infrared: Studies show Near Infrared light **relieves pain, improves circulation, lowers inflammation, increases cellular energy, regeneration & detoxification**. **This spectrum can travel deep into the** hard tissue of the body like bones, tendons, ligaments, joints, and teeth.

LumiCeuticals FDA cleared light pads deliver light wavelengths known to increase **Nitric Oxide induction**. This is the signaling molecule that **decreases pain, increases circulation, increases lymphatic flow, speeds wound and injury recovery and helps people connect body, mind and spirit**. Studies show that most of us are not making enough Nitric Oxide and that low levels are implicated in heart disease, Alzheimers & diabetes.

Pulsing Light at Harmonic Frequencies Deepens Your Results

Shift: We heal when we are in a relaxed state. **How often are you truly relaxed?** LumiCeuticals systems pulse healthy light at harmonic frequencies to support the body's shift to the nervous system state for resting, digesting and healing. The powerful combination of light and vibratory pattern creates an ideal environment for multi-dimensional health.

Tune: Light is the way our cells and DNA communicate. Research has found that the body can tune itself back into health just like the fine instrument that it is designed to be. The LumiCeuticals deep harmonic delivery system is an ideal way to send these tuning vibrational frequencies safely at the speed of light to mind, body and spirit.

LEARN MORE AT WWW.SHINEWITHLIGHT.COM WATCH OUR FREE WEBINAR!

Contact: Marta 303-818-6453 or Shirley 303-818-9263 marta@shinewithlight.com

IMAGINE A DAILY VACATION FROM STRESS

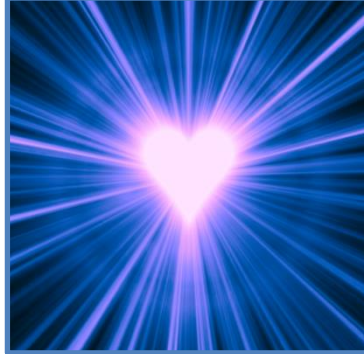
Shine With Light

Lighting the way for the healing power within!



Youthful Energy

Light Has Been Found to **Nourish & Charge the Battery of Every Cell from Skin to Bone** for Enhanced Energy, Increased Function and Cellular Regeneration.



Pain & Stress

Studies show that the body responds to **Blue, Red & Near Infrared Light** with **Decreased Oxidative Stress, Increased Circulation & Lower Pain & Inflammation**



Relaxation & Joy

Light Has Been Shown to help **Tune the Body, Mind & Spirit** to support **Resting, Digesting & Healing**. Light delivers vibrational **Harmonic Frequencies** quickly and easily.

"Light Energy is profoundly capable of influencing the healing process." - Dr. Deepak Chopra, MD

Experience Why People Love Our Systems

"These light systems gave us the ability to work with individual patients and multiple health imbalances with unprecedented ease, speed and precision."

Dr. Foster, Psychiatric Nurse Practitioner, PhD

"Jarrett's outlook on life has changed. His confidence level has increased, less anxiety, his impatience/anger management has decreased 50%.

Our sleeping habits have improved. My anxiety is gone! "

Warren Walker & his 17 year old son with ASD

"It was so amazing. I immediately felt the energy and my body shifting into alignment. It was so relaxing but I could feel myself healing on a cellular level. " Amy H

shinewithlight.com Like us at www.facebook.com/shinewithlight

Contact us directly at Marta 303-818-6453 marta@shinewithlight.com

LumiCeuticals Sales Aides

Tools to help people effectively and simply share the power of harmonic light with clients, friends and family.

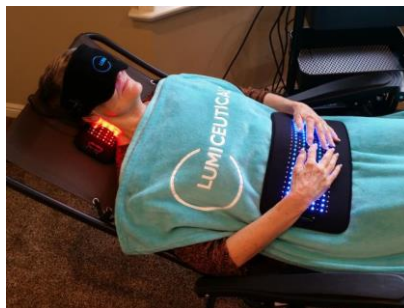
LumiCeuticals Zero Gravity Lounger



Earn this comfortable chair when you offer a light session to 10 qualified individuals. Contact us for more information. Perfect for offering light sessions at events and in a professional office.

LumiCeuticals Plush Blanket

Earn this plush teal blanket when you share your personal light testimonial via our website or social media. Pictures and/or video accompany your story please. Contact us for details.



LumiCeuticals Vista Print Pro Shop Account

<http://shinewithlight.go.customprintcenter.com/register>

Order brochures, business cards, wall posters, stickers, event tablecloths and signs

LumiCeuticals Brochure

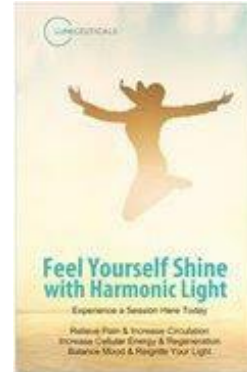


Order via Vista Print or Contact us to order for discount of amounts more than 500.

LumiCeuticals Color Two Week Trial Flyer



LumiCeuticals Wall Poster



Legal Size Poster Typically \$1/poster

LumiCeuticals Business Cards



Professional quality cards – contact us to order yours. Vista Print around \$30 for 250

LumiCeuticals White Folders

Vista Print \$1 per folder



LumiCeuticals Roll Up Banner Options

Available through Vista Print. See Vista Print site for full listings of sign options. Can be loaned by LumiCeuticals for your event.



Shine With Harmonic Light



Lighting the way for
the healing power within.

www.lumiceuticals.com

A vertical roll-up banner design for LumiCeuticals. It features a teal header with the LumiCeuticals logo and the slogan "Shine With Harmonic Light". Below the header is a photograph of a man and a woman standing on a beach at sunset, with their arms raised in a gesture of joy or triumph. Underneath the photo, there is a list of benefits and conditions: "Drug Free Pain Relief", "Increased Circulation", "Neuropathy", "Back Pain", "Injury Recovery", "Arthritis", "Muscle Strain", and "Joint Pain". A small FDA logo is also present. At the bottom, it says "Ultimate Self Healing for Mind, Body & Spirit" and provides the website "www.ShineWithLight.com".

LUMICEUTICALS

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Increased Circulation

Neuropathy Arthritis
Back Pain Muscle Strain
Injury Recovery Joint Pain

Ultimate Self Healing for
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