

830Laser, LLC

Distribution Course

Getting the Revolutionary
830Laser Into the
Right People's Hands



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Entities

- Microlight Corp. of America
- Cold Laser Technologies, Inc.
- 830Laser, LLC



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830Laser, LLC

- Virtual Sales
- Local Sales

Exit strategy: Bought by CLTI for \$100+ million



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We're Changing Lives



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Patient Testimony



- 87 y/o female with severe thoraco-lumbar pain
- PMH: multiple compression fractures
- Pain limiting bed mobility and unable to tie shoes

One 20 minute treatment and pain is gone.



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Professional Testimony



- Matt Williams
- San Francisco Giants
- Arizona Diamondbacks
- Third Baseman

"This revolutionary laser technology is changing the way I and many other players treat injuries and chronic pain."



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Clinician Testimony



- 2 month old infant
- Left clavicle fracture during delivery
- Left brachial plexus palsy
- Flaccid tone w/no strength

2 treatments >> grip/grasp
2 treatments >> beginnings of pron/sup



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Why Start an 830Laser Distribution Business?

1. Be in the business of **healing** people
2. **Ready-made** business with NO OVERHEAD!
3. Demand is **growing** (timing)
4. **Free** 830 laser
5. Distribution tools (Identity)
6. Incentive Compensation structure
7. **Immediate** income/profit
8. **Residual** income – Wealth Potential!



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Business Without Overhead!

- No rent
- No payroll
- No fixed expenses
- No maintenance fees
- No advertising expenses
- No utility bills
- No late nights, long hours, or headaches!



Only Immediate & Residual Income!

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Demand & Timing

- Pain & state of healthcare
- People are looking for alternatives
- Baby-boomers
- Repetitive Stress Injury incidence
- Ground-level company & opportunity
- National Distribution Campaign
- 1,200 out of 1 million market share (.0012)



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Distribution Packages

1. Laser Agent (LA)
2. Laser Regional Vice President (LRVP)



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1. Laser Agent (LA)

\$12,500 initial one-time investment

What you get:

1. Distribution rights and business
2. Cordless 830 unit (retails at \$9,995)
3. Tools for distribution/marketing (cards, brochures, etc.)
4. Laser Certification Training & Manual
5. Distribution Training



Compensation	\$3,000 for personally sold units
Override	\$500 for downline sold units



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Laser Agent (LA)



Average LA does 2 sales/month = **\$6,000** per month
(not counting residual)



2. Laser Regional Vice-President (LRVP)

\$25,000 initial one-time investment

What you get:

1. Distribution rights and business
2. Cordless 830 unit (retails at \$9,995)
3. Tools for distribution/marketing (cards, brochures, etc.)
4. Laser Certification Training & Manual
5. Distribution Training
6. Extra Generation of Overrides

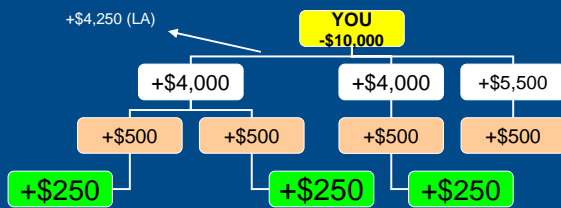


Bonus: Profit Share on Company Earnings (limited-time)

Compensation	\$3,000 for personally sold units
Override	\$500 for downline sold units
2 nd Override	\$250 for 2 nd downline sold units



Laser Regional VP (LRVP)



My Recommendation:
Strive to make 1% on the efforts of others not 100% on the efforts of yourself.

Average LRVP does 3 sales/month = **\$12,000** per month
(not counting residual)



CLTI 2005 Compensation Structure

	You as LA	You as LRVP
Direct Connect (\$4,995)	\$1,500	\$1,500
Cordless Laser (\$9,995)	\$3,000	\$3,000
Business LA (\$12,500)	\$3,250	\$4,250
Business LRVP (\$25,000)	\$4,000	\$5,500

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Support Tools

- Business Cards
- Postcards
- Brochures
- Training
- Website



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Business Cards



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Many Customers Want It

- Dentists
- Physical Therapists
- Chiropractors
- Physicians
- Acupuncturists
- Podiatrists
- Athletic trainers
- Nurses
- Veterinarians
- Many, many more...



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Why do Clinicians want this?

1. Immediate Increase in Revenue & Profit
2. Stand-out from the Crowd
3. Easy Return on Investment
4. Superior to other options. Truly "Heal" Patients



They easily pay **\$30k-\$90,000** to consultants in order to accomplish merely the first two benefits!

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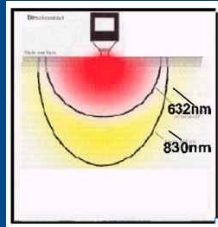
830Laser -vs- Others



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Depth to Effected Tissues

- 632nm absorbed by skin (thermal)
- 830nm effects tissue down to 5cm

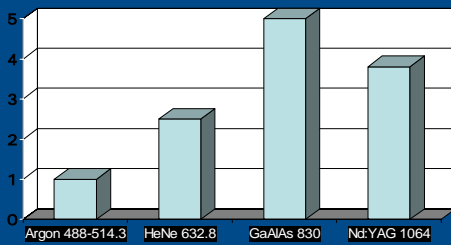


830 nm wavelength penetrates deeper than 632 nm

Others are expensive heat lamps!

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Comparison of Penetration Depth



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How the ML830 Compares to the Competition

Features	ML830 [®]	Erchonia	Dynatron	Medex	Axiom	Avicenna	Q-1000
Wavelength	830nm	830nm	875nm	785nm	880nm	880nm	Variable
Power Output	30 mWx3	5 mWx1	625 mWx1	30 mWx3	30 mWx3	7500 mW	5 mWx1
Patented wavelength	✓						
Scientifically proven optimal wavelength	✓						
Scientifically proven optimal waveform	✓		✓	✓	✓		
Sufficient power output	✓	Too low	✓	✓	✓	Too high	Too low
Cordless option (battery operated)*	✓	✓		✓	✓		✓
Durable Steel Construction	✓	✓		✓	✓	✓	
Portable	✓	✓		✓	✓	✓	✓
FDA cleared	✓	✓	✓	✓	✓	✓	
Benefits Proven	✓						
ATP production	✓						
Endorphins	✓						
Serotonins	✓						
Bone Repair	✓						
Reduces erythrocyte damage	✓						
Typically see results after ONE treatment	✓						
Affordable-Reasonable							✓
PRICES	\$4,995	\$6,995	\$5,790	\$6,000	\$5,995	\$40,000	\$3,900

*Comes with 3 lithium batteries w/charger station, belt, and case for \$5,000 add.

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Summary

- 1. Timing is Perfect
- 2. Strong Company & Support
- 3. Extremely Do-able



One-of-a-kind device for the healthcare industry
approved by the FDA!
Patented for the next 8 years!



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