

General Flow Sheet for Engaging People

When people ask you what you do for a living your response would follow this general flow sheet.

Mission Statement
**“My work is more of a mission.
My mission and the mission
of our team is to eliminate
heart disease.”**

Shut up and wait for a response.

Question 1
“Let me answer that by asking you a question.
**Do you know anyone who has high blood pressure and/or
diabetes?”**

Shut up and wait for a response.

Yes or No Response Use Question 2
“So, name of person, since you know people who are dealing with these
issues, Nitric Oxide Therapy could benefit them.
Have you ever heard of Nitric Oxide Therapy?”

Yes

No

“Tell me what you know about
Nitric Oxide Therapy.”

Response

**“Would you like to get more
information on how Nitric Oxide
Therapy could help eliminate heart
disease?”**

“That's unfortunate because
the 1998 Nobel Prize in Medicine
was awarded to 3 American
researchers for discovering this
Miracle Molecule and how it
can dramatically improve cardiovascular
health. **Would you like to get more
information on how Nitric Oxide Therapy
could help eliminate heart disease?**

Shut up and wait for a response.

Yes

No

