

**BRISBANE, 31st of August 2014**

We are pleased to invite all distributors of RITM Australia to a Product and Sales Training that will be held in Scarborough Beach Resort hotel on 31st of August 2014.

RITM Australia is organizing this even together with Sally Dymond from The Body Specialist.

Sally runs a Massage and SCENAR clinic in Brisbane and is a very successful RITMSCENAR distributor. In June 2014 Sally has sold 7 Professional RITMSCENAR devices, 17 Personal devices and 4 blankets. As a qualified Acupuncturist, and Remedial Massage Therapist she has been practising for 24 years. Sally has travelled extensively and spent 5 years travelling and treating the world's best tennis players on the WTA circuit. Sally also built a large network with USANA nutritional supplements and worked as sales rep both in the USA hospital system and as a pharmaceutical rep in the UK health system. Sally has a great passion for SCENAR and her experience in selling and promoting SCENAR will be beneficial for all distributors.



THE  
**BODY**  
SPECIALIST

## PROGRAM

### 10:00 - 11:00 - Elly Tomova

- Update on the RITM OKB changes - New distribution changes, new US branch office, new Trainer Certification
- New Personal devices**
- New distribution policy for Australia** - Discounts, ordering and service procedures
- Marketing support**
- TGA Advertising Code**
- Troubleshooting personal and Professional devices**

### 11:00-11:15 - Morning tea

### 11:15-12:30 - Sally Dymond

- Product lines and market positioning**
- How to explain SCENAR and ULM products to patients and practitioners**

### 12:30-13:30 - Lunch

### 13:30 - 2:30 - Sally Dymond

- Selling techniques**
- Marketing activities** - Web site and social media, Patient/Practitioner testimonials, Local media – editorials, Home user trainings, informational sessions, Sports events treatments, Participations in exhibitions, Direct mail
- SCENAR research**
- Competition**

### 2:30-2:45 - Afternoon tea

**2:45 - 4:30 - Round Table** - sharing experience between distributors. Questions and Answers.

## VENUE

### Scarborough beach resort

89 Landsborough Ave, Scarborough QLD 4020  
(07) 3897 3100  
[www.scarboroughbeachresort.com.au](http://www.scarboroughbeachresort.com.au)

Scarborough Beach Resort is an 8 storey apartment complex proudly situated on the Redcliffe Peninsula in the heart of Scarborough. The resort is right on the beach and offer a range of room types, some with wonderful views of Moreton Bay and surrounds.

Only minutes walk to restaurants and cafes, 40 mins from Brisbane airport, 40 mins to the Sunshine Coast.

Room cost - \$110 - \$210 - Check on wotif.com also.

## COSTS

The training is free for the distributors. Accommodation and travel expenses are covered by the attendees.

## REGISTRATION

Please register your attendance by 15th of August 2014 at [etomova@scenar.com.au](mailto:etomova@scenar.com.au).

Tel: 02 8011 4217, 0416 974 651  
Fax: 02 9423 4681  
Email: [info@scenar.com.au](mailto:info@scenar.com.au)  
Web: [www.scenar.com.au](http://www.scenar.com.au)