



Nine Reasons Why Filing Is Essential

Filing turns 'I cannot explain' into a method anyone can follow.



The Partner's Real Difficulty

Not a lack of contacts —
but fear of speaking
and not knowing what to say

They have a name list,
but not the first sentence.



One Good Speaker Is Not a System

Charisma and experience
can create stars, but
not duplication

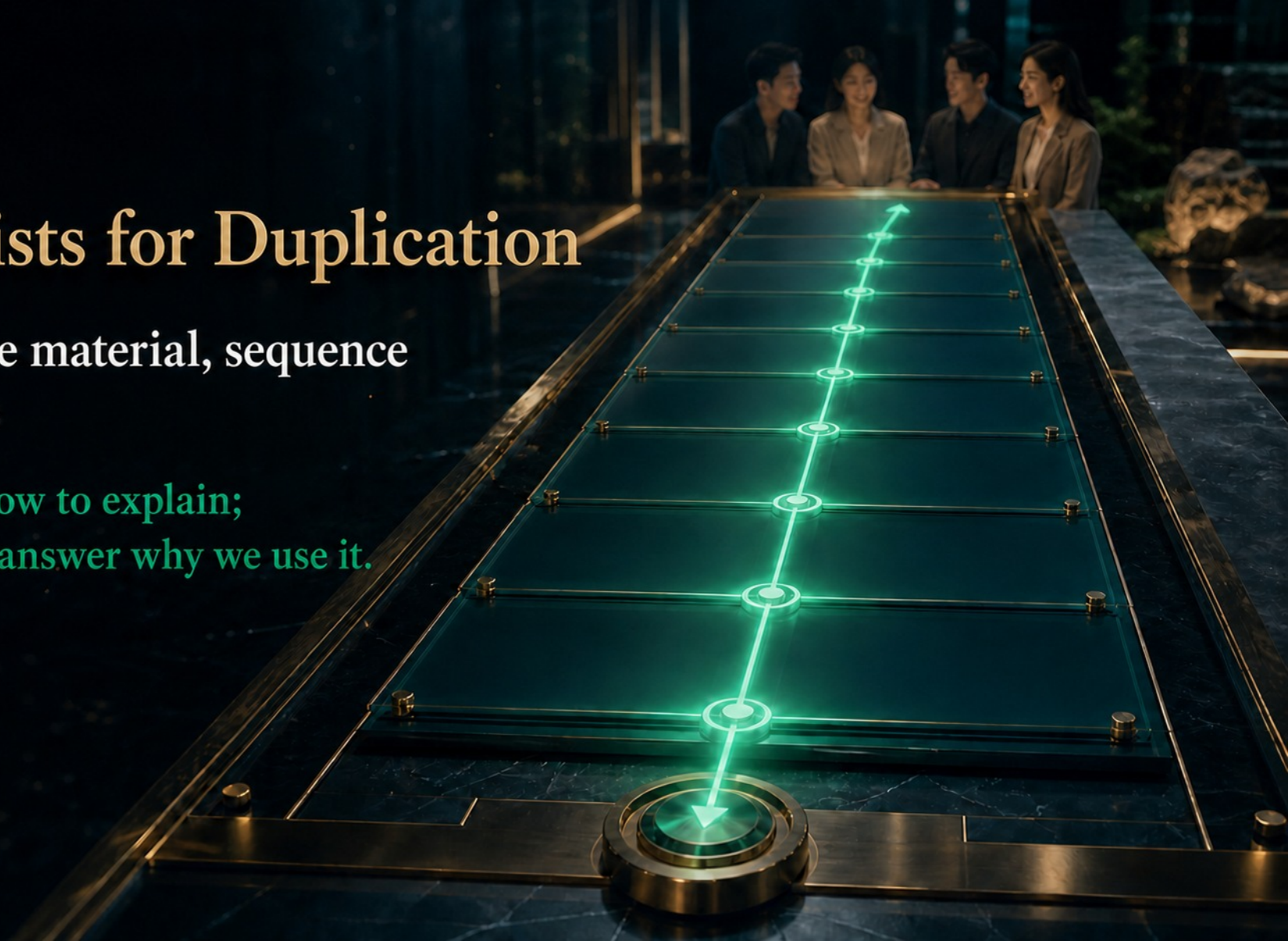
A true system must
work for **ordinary people.**



Filing Exists for Duplication

Standardise the material, sequence
and key points

Filing answers how to explain;
the nine reasons answer why we use it.



1. Dare to Share

New partners think they need expertise, credentials and polished speaking skills before they can begin.

One unexpected question can make the whole conversation feel like an examination.



How Filing Helps

The Filing already organises expert viewpoints, product facts and a practical sequence. The partner guides attention to the right page instead of pretending to be the expert.

You do not become an expert before sharing; you learn to use material prepared by experts.



Duplication Action 1

Teach only three starter moves:
open the conversation, turn to the
relevant page, and ask a simple question.

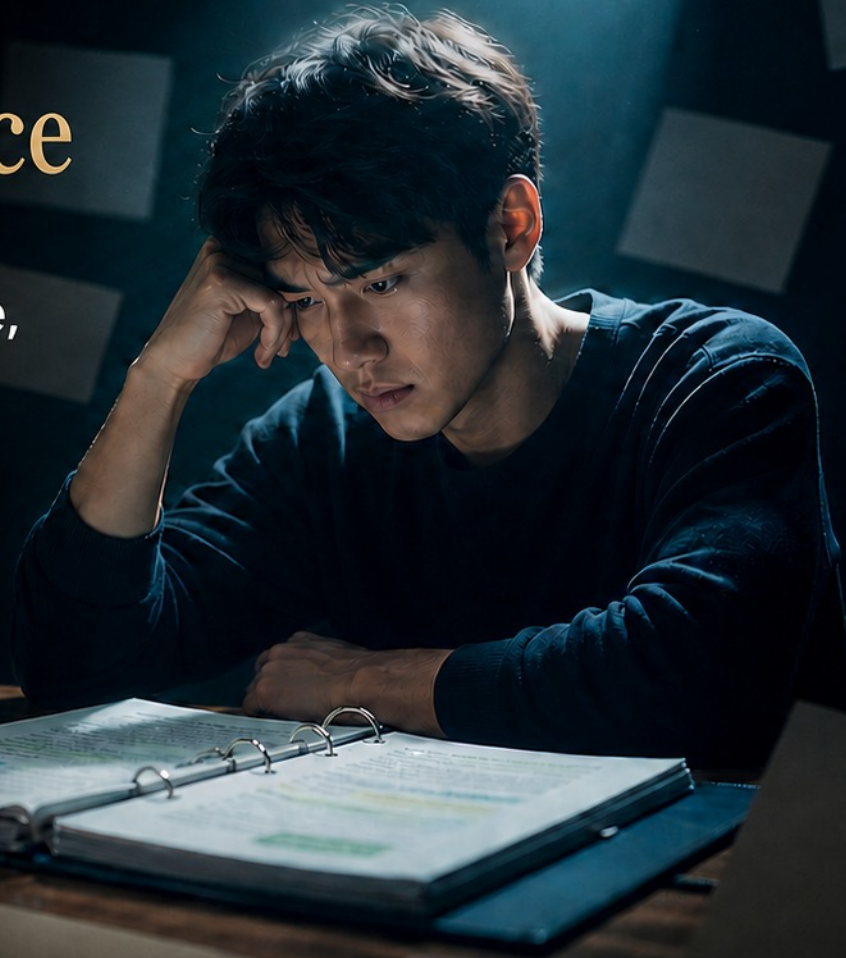
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2. Build Confidence

Partners fear losing the sequence, forgetting a point, or being trapped by a question they cannot answer.

They mistake confidence for remembering everything.



How Filing Helps

The Filing gives the conversation a visible route and connects common questions to specific pages. Memory is no longer the only safety net.

Confidence is not knowing everything; it is knowing where the answer is.



Duplication Action 2

Mark a small set of anchor pages first: opening, product position, quality, usage and common questions.

Confidence is not knowing everything; it is knowing where the answer is.



3. Show Sincerity

When we rely only on enthusiasm and spoken claims, the other person may hear a sales pitch rather than careful guidance.

Warm words alone **do not prove** that we have **prepared responsibly**.



How Filing Helps

A complete and orderly **Filing** shows that we respect the person's decision and are willing to separate facts from personal opinion.

Opening the **Filing** also opens a visible record of our preparation.



Duplication Action 3

Use one team preparation checklist,
one information sequence and
one explanation standard.

Opening the Filing also opens
a visible record of our preparation.



4. Believe in the Product

Some partners buy to support a friend but never form their own understanding, so their belief disappears under pressure.

Scattered testimonials can create excitement, but not stable product confidence.



How Filing Helps

The Filing helps a partner understand what the product is, its principal ingredients, its quality background and the correct way to use it.

Belief grows from understanding,
not from being told to believe.



Duplication Action 4

Understand first, use it personally,
record questions, and only then
begin sharing.

Belief grows from **understanding**,
not from **being told** to believe.



5. Position It as Health Food

Partners sometimes describe health food like medicine or judge it only by an immediate result.

The wrong position creates the wrong expectation and invites exaggerated promises.



How Filing Helps

The Filing keeps the message grounded in daily nutrition and long-term health management. It does not replace diagnosis, treatment or professional medical advice.

Correct positioning protects the customer, the partner and the team.



Duplication Action 5

Use one clear, simple positioning statement throughout the team, without exaggeration or misleading claims.

Correct positioning protects the customer, the partner and the team.



6. Dare to Introduce Others

Partners hesitate to introduce a friend because they imagine having to answer every question and persuade the person immediately.

They treat an introduction as a final decision instead of the start of understanding.



How Filing Helps

The Filing lowers the pressure: a partner can invite a friend to examine one relevant section together rather than deliver the whole explanation at once.

Introducing someone means bringing **reliable information** to them, not pushing them into a decision.



Duplication Action 6

For the first introduction, discover **one concern** and arrange **one time** to look at the Filing together.

Introducing someone means bringing reliable information to them, not pushing them into a decision.



7. Grow Personally

Listening to training can feel familiar,
but only a real conversation reveals
what we still do not understand.

Without practice, knowledge remains
passive and is quickly forgotten.



How Filing Helps

Each use of the Filing creates a **learning loop**: a new question appears, the partner checks the information, and understanding becomes clearer.

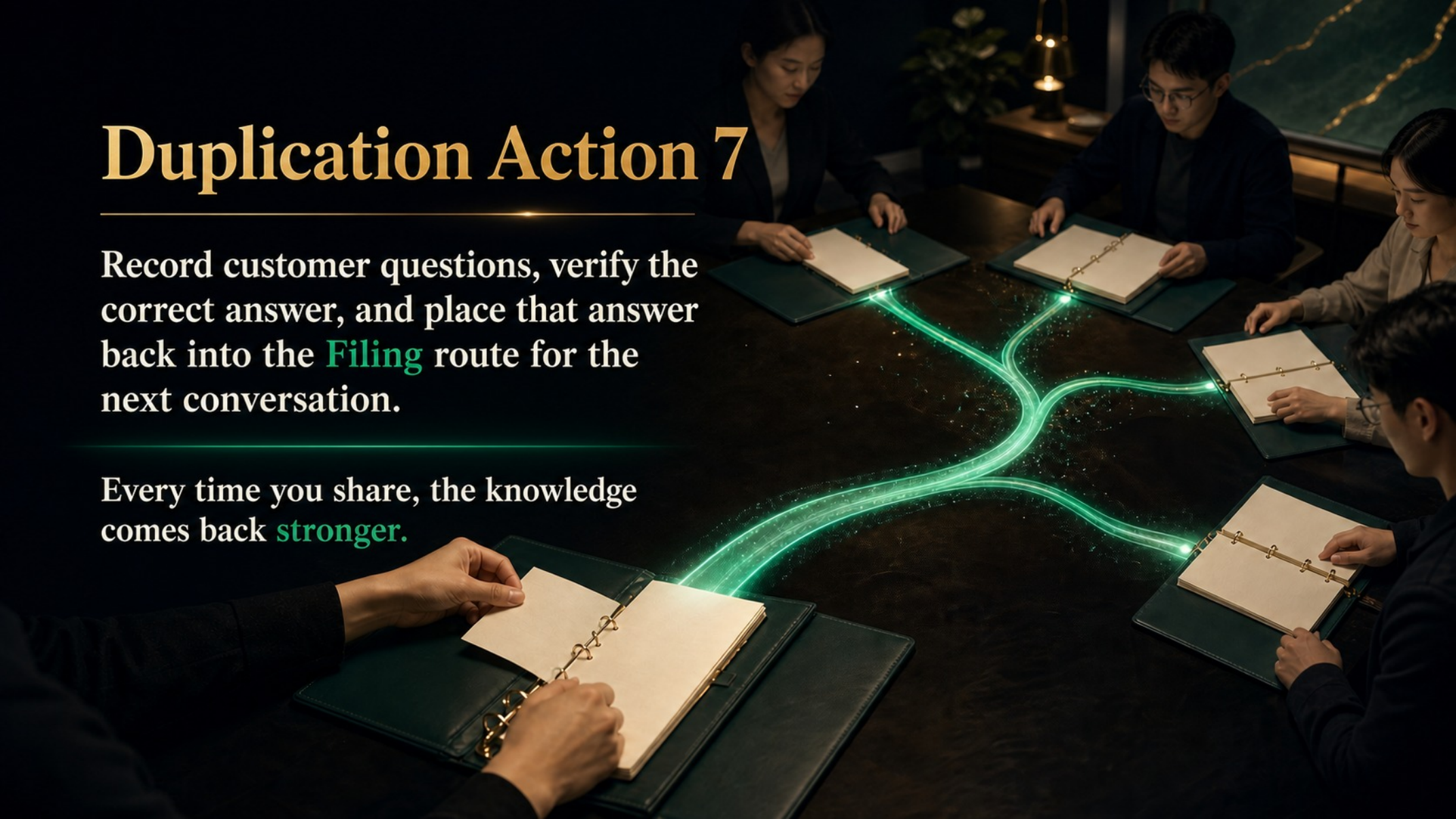
Every time you share, the knowledge comes back **stronger**.



Duplication Action 7

Record customer questions, verify the correct answer, and place that answer back into the **Filing** route for the next conversation.

Every time you share, the knowledge comes back **stronger**.



8. Make Duplication Simple

Personal charisma, years of experience and a unique speaking style **cannot be handed to every new partner.**

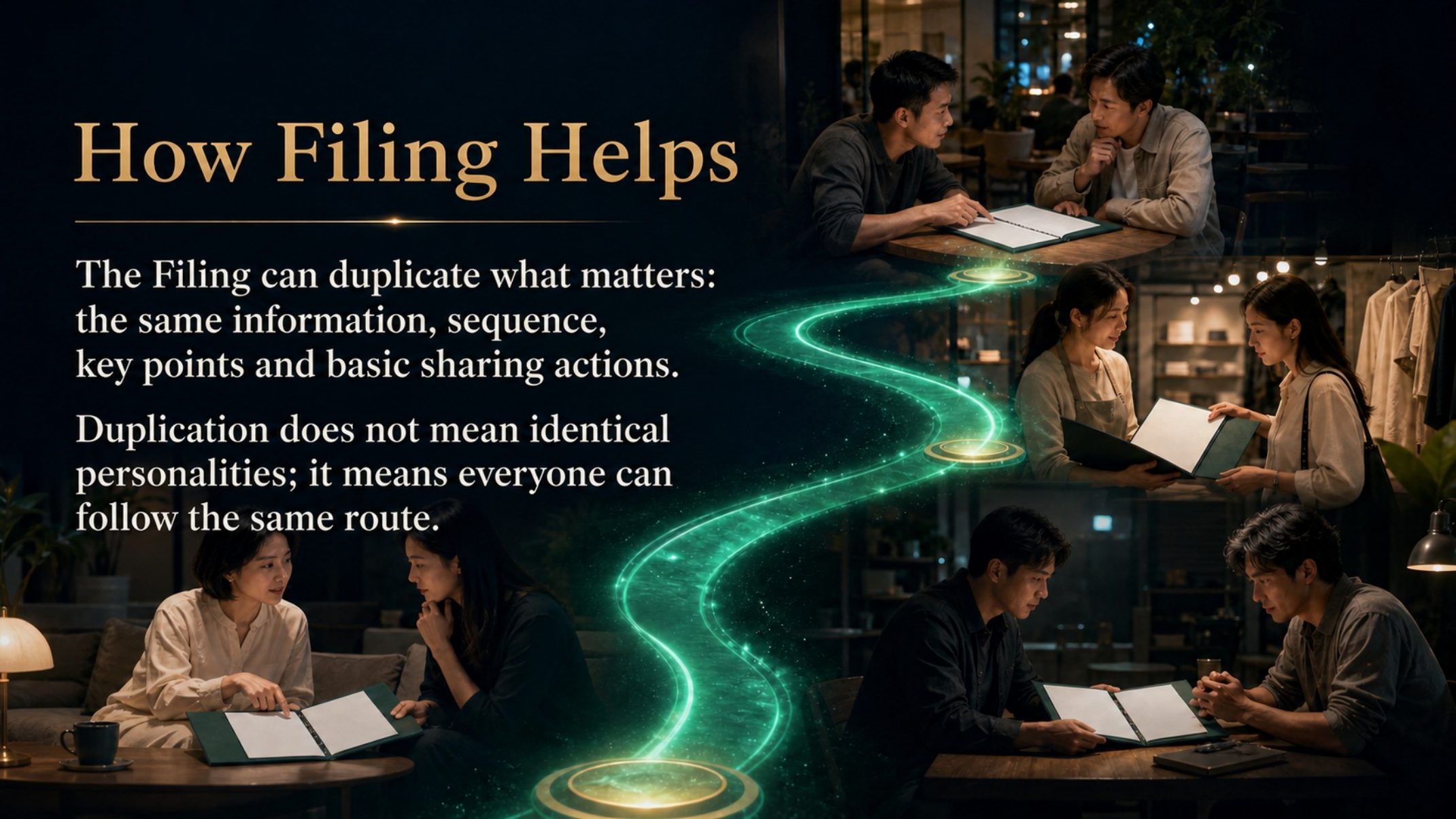
When the method depends on one star speaker, growth stops whenever that person is absent.



How Filing Helps

The Filing can duplicate what matters:
the same information, sequence,
key points and basic sharing actions.

Duplication does not mean identical
personalities; it means everyone can
follow the same route.



Duplication Action 8

Practise four repeatable moves:
ask, turn the page, explain, and
confirm the next step.

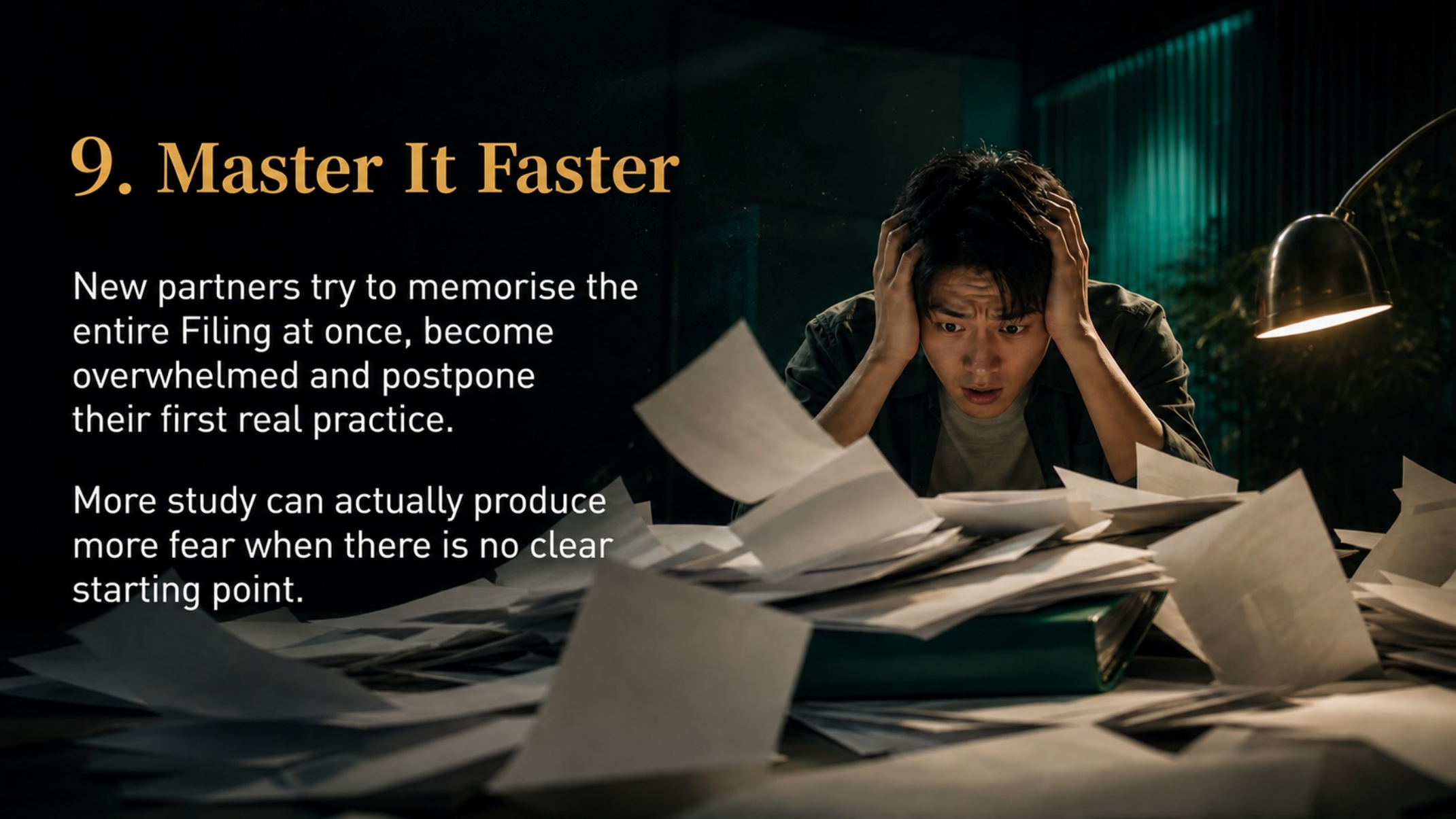
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9. Master It Faster

New partners try to memorise the entire Filing at once, become overwhelmed and postpone their first real practice.

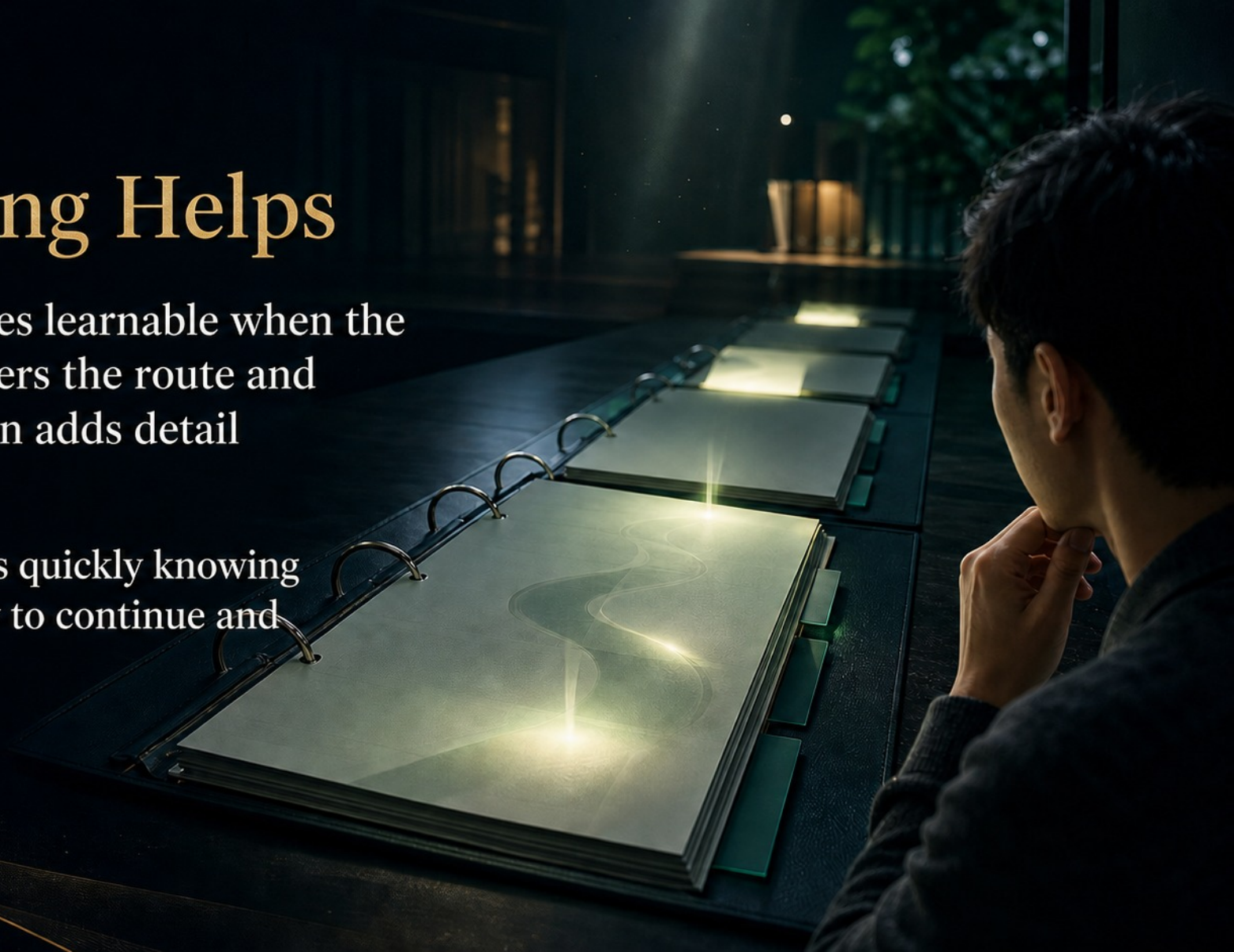
More study can actually produce more fear when there is no clear starting point.



How Filing Helps

The Filing becomes learnable when the partner first masters the route and anchor pages, then adds detail through use.

Fast mastery means quickly knowing where to start, how to continue and how to close.



Duplication Action 9

Present one short section independently, then one complete explanation, and finally teach the same route to the next person.

Fast mastery means quickly knowing where to start, how to continue and how to close.



The Nine Reasons Form One Route

Share → Confidence → Sincerity → Product understanding
→ Correct position → Introduction → Growth → Duplication → Mastery

Nine reasons, one journey from hesitation to independent use.



One Filing, Three Use Cases

Live sharing · Online self-study · New-partner review

The same route should work
before, during and after a conversation.



The Duplication Loop

Understand → Open Filing →
Follow the route →
Use independently →
Teach the next partner

A system becomes real only
when it completes the loop.



Do Not Require Everyone to Be a Speaker

Help everyone learn to use Filing

One Filing · One route · Nine reasons · Duplication for everyone.

