

PRO VITALITY PAK

Take a very brief moment to get the other person's name and small bit of info. Everyone's in a hurry so be brief. Usually you will find an easy way in to open a door. Important to use the person's name while talking to them. When asked, "what do you do?"

I'm an independent rep with an int'l. Co. If they are inquisitive I say, "It's a wellness company; we have a mission to reduce cancer, heart disease & diabetes worldwide."

If they seem interested or ask questions I will say something like:

Did you know that the WHO (World health organization), CDC (center for Disease Control) & ACI (American Cancer Institute) warn us that cancer, diabetes and heart disease are at epidemic proportions and that if there is anything likely to bankrupt our country it is taking care of people with these diseases?

Then make some brief, affirming comment to whatever their response is.

Well, they have also given us some guidelines as to what we can do to greatly reduce our risk of getting cancer, and diabetes or having heart problems. If you have a few minutes I would be happy to share those with you.

1. Global Alert

a. World Health Organization

b. Center for Disease Control

c. American Cancer Institute

Heart Disease, Cancer, Diabetes are all at epidemic proportions

Thing most likely to bankrupt our country is the cost of caring for those with Diabetes, Heart Disease & Cancer

2. Recommendations from the WHO and CDC and ACI

a. For what can be done to greatly reduce our risk of getting these diseases

b. #1 if you smoke, quit and second lose weight if overweight

Three recommendations nutritionally

3. You've seen the food guide pyramid on cereal boxes, etc.?

a. At the bottom are the whole grains

b. First they tell us to lose weight and then they tell us to eat 9-11 servings, we would be huge

c. While we don't need that many calories there is something in that amount of grains that we do need and that's the good fats that are in grain.

d. This has been shown to be the biggest deficiency we have in our diets, the most difficult to get and without which are the most likely to cause health problems

- The company I work with, Golden Neo Life, has a product resulting from a 12-year medical study that puts back the equivalent of 10 servings of these really good fats back into the diet***

- **Every cell in your body needs these good fats to work properly, to be efficient at taking in nutrients & eliminating toxins.**
- **In fact, Texas A & M University found that every cell improved its efficiency 50% with our product. Nutrient utilization went up 50% so your body can do its job**
- **This will help the cells to feed, renew and repair themselves to keep you healthy.**
- **It also helps balance your hormones and increase energy. Isn't that great?**

4. Next recommendation by the WHO & CDC & American Cancer Institute

<Sometimes I'll ask a question to get their full attention again if they've started to wander.> Such as "would you like to take a guess what the other things they are recommending that we do nutritionally to greatly reduce getting cancer, diabetes and heart disease?"

Eat more fruits and vegetables

1. Recommendation is 7-11 servings a day

2. This can be a challenge for most of us even on a good day

3. The company that I work with has a product that comes as the result of a 10-year study involving 18-post doctorate students at UC Berkeley

a. They were studying what can be done nutritionally to reduce cancer, heart disease and diabetes.

b. Out of that research a product was put together that contains 250 lbs. Of fresh fruits and vegetables.

c. These fruits and vegetables have all been tested for purity and potency. Making certain that they contain the ingredients that are going to be a benefit for you and protect your health. Isn't that great?

- **In fact, the government saw our research and has done considerable research of their own.**
- **In their research they found that taking just 3 of these Carotenoid Complex a day will boost the white T cells, the fighter cells that go after cancer, fight virus & infection were increased by 20% in just 20 days**
- **This is the best defense you have is a strong immune system**
- **There are many other studies showing reduced oxidation by 44%**
- **All degenerative disease, everything connected to aging involves free radical, oxidative damage and inflammation**
- **Carotenoid complex helps with both**

5. The third recommendation is:

Eat more fish

1. We are hearing so much about the benefits of fish, many doctors are beginning to recommend it to patients

- **Are you familiar with some of the benefits of Omega III oils?**

(Give them a chance to answer but quickly interject if they hesitate)

- 1. Breaks up platelets in the blood improving circulation, reducing clots and strokes. Getting more oxygen to the brain and eyes**
- 2. Balances good and bad cholesterol**

3. **Helps pain anywhere in the body because it's an anti-inflammatory, joint, back, migraine headaches**
 - **improved memory, less depression, decreased back and joint pain, healthy heart.**
 - **Very important for pregnant and nursing mothers as it's needed for brain, eyes & nerve development of the baby.**
 - **Helpful with ADD & ADHD**
 - **While there are many benefits we are also warned about mercury and other toxins in fish**
 - **One of our scientists started the American College of Toxicology so our company has standards for purity and potency that exceed any government agency in the world. (say this slowly & with emphasis give the other person time to respond, sometimes I ask them if they know what that is)**

2. **Our fish oil has been independently tested and found to be the purest and with the highest potency on the market**

6. **GNLD has put together a very convenient package containing the highest quality you can get in these three products.**

a. **Highest quality fish oils**

b. **The three types of grain oil that we need**

c. **And a concentration of 250 lbs of fresh fruits and vegetables containing the highest**

nutritive value.

d. **Think of the time you can save not having to go to Trader Joe's the Nutrition Shoppe, Longs or whatever looking for products to address the health concerns of WHO and CDC and then not sure of the quality you are getting.**

ii. **What a great time saver to have fresh fruits and vegetables we can take every day and know exactly what we are getting.**

7. **This is called a Pro Vitality pack. You can have this delivered right to your home every month for \$125 retail, free of shipping charges, just \$4 a day.**

a. **If you're like most of us when we hear about something this great we want to share it with others in which case you can pay \$49 for a lifetime membership which will qualify you to receive a 25% discount for the rest of your life on all your vitamins and earn some additional income**

b. **Your price drops to \$90, just \$3 a day for the best health insurance you can get**

c. **It gets even better, if you can think of 3 family or friends who would love the convenience and time saving benefits as well as the benefits to their health you can actually receive your own products free. It doesn't get any better than FREE**

<Focus on highest quality products, ease, convenience, time saving and benefits>

As you share these wonderful products that are guaranteed and are changing so many people's lives you can begin to create a significant income if that is something you're interested in.

Keep your presentation short. Most effective if you have some interaction but only briefly to keep it on track & increase their comprehension

8. Call me and we can practice over the phone. This is such an easy, effective way to share GNLD with amazing results.