

Weight Loss Script

Hi! My name is _____. What is your Name?

I need to ask you a few questions before we get started, ok?

1. Are you serious about losing weight?
2. How many pounds would you like to lose?
3. What have you tried before?
4. Why it didn't work for you?

Well, _____ you are going to love our program because we can help you to lose weight and inches, and we can teach you how to keep it off! We have helped people lose weight in over 90 countries and I know we can help you too! Our Herbalife doctor recommended programs help produce incredible results, are safe and are guaranteed. (I lost..... and have kept it off for....)

Would you like to hear about our programs? Great!

Our **Quickstart** program consists of our **Formula 1**, which cuts down on fat and calories by replacing 2 meals each day for you. You can mix it with milk, soy milk, rice milk or we have a Protein Drink mix that people love because it adds 15 grams of protein for extra hunger control. You can make Formula 1 like a smoothie or you can mix it in yogurt and over cereal too. It comes in French Vanilla, Chocolate, Chocolate Mint, Café Latte, Wild Berry, Pina Colada, Dulce de Leche, Orange Creamsicle and Cookies & Cream flavors. Which flavors sound good to you?

Along with the Formula 1, the program provides you with our **Formula 2**, which provides 21 essential micronutrients that are specifically designed to work with our program. It's really important that your body gets all the nutrients it needs in balance every day. The Quickstart program also has **Cell Activator** which helps you absorb the nutrients you are taking in from our products, AND also from the foods you are eating. Finally, this program provides you with our **Herbal Tea Concentrate**, which jump-starts your metabolism, which is great for weight loss. The Quickstart program really helps you reduce calories, lose fat, and feel lots of energy. The cost is only \$4.08 per day plus tax and handling which comes to \$122.22 for about a month's supply.

Our **Advanced** program is our most popular program. It consists of the Quickstart program I just described and 2 very special targeted products. **Cell-U-Loss** helps eliminate excess fluids and maintain electrolyte balance and **Total Control**, which helps stimulate your metabolism. The Advanced program is only \$6.17 per day or \$185.08 for about a month's supply.

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Our **Ultimate** program is for the person who wants the ultimate support in their weight loss program! It contains all of the products I have described plus some very special targeted products. First, our **Snack Defense** product helps support blood sugar levels. This is important for combatting snacking. Then this program has our **Aminogen** product, which provides special enzymes, which help you digest protein better. The Ultimate program is only about \$7.85 per day or \$235.43 for about a month's supply.

You can lose weight with any program you choose. Which program would you like to get started on today, the Quickstart, Advanced or Ultimate? Which flavor would you like French Vanilla, Chocolate, Chocolate Mint, Café Latte, Wild Berry, Pina Colada, Dulce de Leche, Orange Creamsicle or Cookies & Cream? Our Herbal Concentrate comes in Plain, Lemon, Raspberry and Peach which flavor would you like?

Finally, most people get our Protein Drink Mix to make their shakes because it adds 15 grams of Protein, which is awesome for hunger control. Would you like to add that for \$51.83?

For payment I take cash and credit or debit cards. How would you like to pay? Great. Number, Expiration date... I'm really excited for you! I know you are going to love these products! I look forward to working with you to achieve your goals. As your coach, I will call you to support you along the way to help you achieve your desired results. When is the best time to reach you? Great!

(If shipped to them... Please call me as soon as you receive the program and I will go over everything and get you started.) I look forward to celebrating your success on the products. Thank you for your order. Have a great day!

NOTE: If they say they can't afford a program offer them a 3-Day Trial for only \$20! "I have a 3-Day Trial pack that will give you 6 Healthy Meals of our most popular Formula 1 flavor, Cookies and Cream and 3 days of our Total Control product to jump-start your metabolism. Would you like a Trial Pack for only \$20? If not, offer the video at www.my3daytrialpack.com. Give them the passcode.