

"BY THE WAY...." script:

"By the way, do you take vitamins??"

No matter what they answer you say the following:

"Would I be right in thinking that each day you jump out of bed filled with gusto, ready to face the day?"

No one ever says yes. If you are uncomfortable using my verbiage, tone it down for yourself. . *** See below for what to say should someone ever say they feel great every day.

"May I ask you something? Would feeling that way every day be of interest to you?"

Almost everyone says yes.

"If there were a program available that was convenient, easy and affordable, that allowed you to start each day that way --AND -- if it didn't, you got your money back, would you like to put that to the test?"

Again almost everyone says yes

And then you offer the Basics Box & the Can ----- & CorEnergy (because the results can be felt right away and the extra product gives you a fall back position.)

\$115.00 SRP plus tax and shipping

"Great! Your order would include 3 items: a month's supply of all the essential vitamins and minerals, an herb designed to support energy, and 30 breakfast replacements - all for only \$115.00 plus tax and shipping."

If they say that is too much, then you go to your fall back position of just the Basics Box and the Can

\$80.00 SRP plus tax and shipping

"I understand. Then it sounds like starting with the Basic program of 2 items would be best for you. That order comes to just \$80.00 plus tax and shipping and also includes 30 breakfast replacements and a month's supply of all **the essential daily vitamins & minerals. And remember, if you don't feel better, and **better** can be defined by you, you get every penny back with a smile!"**

4 ways to pay:

- 1. Credit card**
- 2. Half credit card/half check**
- 3. Check**
- 4. 2 checks, one being post dated. Ask how long to hold. They usually say 2 weeks. Hold no longer than 1 month**

****** If they say yes, you say: "Great! But would you be willing to do me a favor?? What if you put your vitamins aside for one month and put mine to the test? If you feel better, you will be thrilled. And if you don't, you will get your money back. You can hardly turn down an offer like that can you?"***