

## LIFEPAK NANO COMPARISON CHART SCRIPT

(As soon as you have finished explaining the patient's/client's score with the color-coded "report card", hand them the LifePak Comparison Chart and continue with the script below.)

Now that you have your baseline score let me share with you the information on the LifePak formula that is made just for you.

**(Hand them the Chart)** Why don't you hold this so you don't have any glare?

Now on the left hand vertically, we show all the nutrients that are in LifePak and all their known benefits. The first thing you will notice is that not only does LifePak contain the 60 most important Antioxidants, but it also contains all the nutrients essential to Brain Function, Bone Structure, Cardiac Function, Immune Function and healthy Glucose Metabolism.

One of the biggest "rip offs" by competitors in our industry is the marketing that is done to women for Calcium, in relationship to osteoporosis. Do you know that more women die every year from the complications of hip fracture than breast and uterine cancer combined? And that many of these women do not fall and break their hips... they are waking across a room and the hip breaks, and THEN they fall?

The truth is Calcium is not enough! We do not use the oyster shell Calcium the most common form, from which you get about 4 to 6 % absorption . We use the 4 most bio-available source of Calcium. Plus, we also have Boron, Vitamin D, Vitamin K, Silicon, Isoflavones, Manganese and Magnesium.

With *all* of these nutrients and weight bearing exercise... we can lay down new bone after the age of seventy!

LifePak also contains the nutrients that are essential for healthy brain function, healthy immune function, healthy cardiac function and it supports healthy blood sugar levels. It is very simply...

The most comprehensive, total-wellness support supplement in the market, synergistically formulated for age and gender.

Across the top are the different formulas of LifePak. We start “inutero”, with what many doctors say are the finest “Prenatals” in the market today.

(Point to each formula) In between, we actually have children’s “chewables”, called Jungamals. Women post puberty up till Menopause can take LifePak Women. Then post-menopausal Women can take LifePak Prime. Men post puberty up to 40 years, are on basic LifePak and then post 40, they can take LifePak Prime. These are the associated dosages with each formula. (Point to the column and drop your finger to indicate the dosages)

Next for those that will accept nothing but the very best, we have LifePak Nano. This incredible new formula is the “Mother” of all supplements and incorporates patented Nano technology. Each of the nutrients in color has been “nanoized”. As you know Nano is the buzz word out there today and usually means something is smaller. Like the Ipod Nano.

In this case our scientists have developed a patented process that is so unique it actually is the first ever to fulfill the FDA’s definition of a “nanoed” nutrient. That means it is less than 100 nanometers and molecularly modified to increase absorption. In this case, we have increased absorption to 60% over anything in scientific history!

(Pick up LifePak Nano box and point to the diagram on the side of the box.) To explain it in easy terms, just look at this diagram. Many of our most important nutrients are fat soluble and just like oil poured into water that will gather at the top, these nutrients tend to clump together. It makes absorption very difficult.

We have been successful at not only breaking them down to ultra tiny individual size, but we have made the surface appear like water to the body and it super charges absorption! The average Scanner score goes up an additional 20 to 30 % with LifePak Nano.

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Now, let’s look at your investment in you health. As we do this, let me ask you something. Whether you pay for it or your company does... does the health insurance premium that is paid insure your HEALTH?

Isn't it really disease insurance, to make sure when the machine breaks down you can try to get it fixed? LifePak is "Health Insurance"!

So \_\_\_\_\_, which of the LifePak appeals you the most? (LifePak Nano)  
Please look down here at the bottom with me for moment. (Point to all the relevant fields)

The Retail Price of LifePak Nano is \$154.00 the Wholesale price is \$115.00. But when you sign up for Automatic Delivery Rewards to take the LifePak Challenge today, you will receive the product at the Doctor's price, which is only \$100.00. That is what I pay for mine. By the way this is not a contract. You can call and cancel it tomorrow. We simply commit to ship your LifePak the same day every month so you never run out.

But \_\_\_\_\_, that really isn't the true price. Look down here. PHARMANEX is going to reward you for your investment in your health. Months 1- 12 we are going to put 20% of the \$100.00 into a "Nutritional Frequent Flier" account. That is \$20.00 you receive monthly in FREE product credits.

You can use those credits to explore other products in the catalogue or you can use them to redeem a free box of LifePak every 5 or 6 months. If you do that, it brings your average monthly investment down to \$80.00 during your first year. But it gets better! Month thirteen and going forward, we give you 30% product credits. With redemption this drives your average monthly cost down to *only* \$70.00!

Now look down at the very bottom. You see the amount from the Leading Retail Comparison, the \$327.00?

We spent 2 ½ days trying to find nutrient to nutrient comparisons at one of the top retail health food stores. Here is what we came up with. First you would you have 30 bottles on your counter to open twice everyday, which you of course would *never* do, right??... The convenient packaging of LifePak (hold up two LP packets) makes it so easy to have them with you. You can put them into a bowl on the dining room table, desk drawer, a suitcase, a purse, a briefcase, in the car console... so they are always with you and you do not forget to take them.

Second, everything you see here in yellow... we could not even *find* over the counter. Lastly, look down here in the text.

**”As a side note, not a single product we examined had a USP, United States Pharmaceutical grade rating!” Anything you put in your body or the bodies of these you love should bear this rating and less than 3% of the Industry even attempts to comply with these standards.**

**The bottom line is, \_\_\_\_\_ you could spend \$327.00 per month for a *grossly* inferior product that has no guarantee... or you can take the LifePak challenge and invest a fraction of that... KNOWING that if we do not improve you score... you get all your money back!**

**It’s a “No Brainer.”**

**So, \_\_\_\_\_ I guess the only question is... do you want your LifePak shipped to the home or the office?**

**OR**

**Which credit card would be best for you, Master, Visa, Discover or American Express?**

**OR**

**Should we get you started with LifePak Nano or should we include your G3 too? By the way should we include a LifePak for your husband/wife as well?**