

## Monday Night Opportunity Call Script

Telephone Number = 862-234-4718

(Moderator's passcode 83329862#)

(Participant's passcode 87444444#)

*(mute with \*5)*

My name is \_\_\_\_\_, and I live in \_\_\_\_\_. I'd like to welcome everyone to the Monday night Opportunity Call. These calls are held every Monday evening for the purpose of connecting Body Wise consultants all across the United States and Canada. These calls allow Body Wise consultants to share stories, ideas, promotions, and the excitement of being associated with such an outstanding company. With that in mind, I extend a special welcome to any of you who are new to this call and are perhaps taking a look at Body Wise for the first time.

For those of you who *are* new, Body Wise International was founded in 1989 as a FITNESS, WELLNESS, and WEIGHT MANAGEMENT company that manufactures pharmaceutical-grade nutritional supplements based on science, not hype. Body Wise is a result of the vision of its founder, Tom Tierney, who wanted to produce state-of-the-art supplements that were far superior to anything available on the marketplace. Since they are manufactured in an FDA-licensed facility, they conform to the strictest criteria for purity and potency. And, because they contain optimum levels of the finest quality formulas AND are absorbed into the cells, Body Wise users experience the effects of improved health, more energy, and increased vitality. Body Wise has a highly effective weight management program that combines cutting-edge nutritional science with lifestyle guidance. Body

Wise also has products for general nutrition, immune support, heart health, athletic performance, children, and specialized targeted areas for men and women. And the best part is that a program can be customized for your individual needs.

I was introduced to Body Wise . . . . .

*(personal product testimonial)*

Whether it be the Elance weight management system, the Right Choice AM/PM vitamins, the immune products, or sports performance products, Body Wise continues to change and enhance peoples' lives. What a gift we have to share with others!

On the call with me tonight are some folks who share my excitement about the Body Wise products. . . . .

*(guests' product testimonials)*

Thank you everyone for your terrific stories! Hearing these stories truly solidifies the effectiveness of the Body Wise products in changing one's health. As you know, Body Wise does not make medical claims, and the products are not intended to treat or cure diseases, but isn't it wonderful what the human body can do when it gets the proper nutrition?

After getting such great personal results on the Body Wise products, . . .

. . . . *(personal business testimonial)*

**NEW---include somewhere in your business testimonial:**

Since Body Wise is a fitness, wellness, and weight management company, I have found the products and business opportunity to be especially attractive to women. Women are the nutrition "heads" of most households and are

interested in their family's health. Many are concerned about their personal weight as well as childhood obesity. I find that many women are also interested in finding ways to earn extra money, or work from home. Since most women outlive their spouses, having enough money for retirement becomes an issue as well. Body Wise provides a unique opportunity for women to share outstanding nutritional products with others AND earn money while doing so. The women's market is huge, and the Body Wise compensation plan is exceptional in providing both part-time and full-time income opportunities. *(Host gives an example of a woman's business success story in Body Wise---maybe you!---OR have a guest tell a female business success story).*

*(guests' business testimonials)*

So, you can all see that Body Wise offers two gifts----unmatched products that change one's health, and a business opportunity that can change one's wealth. Before I open up the lines for questions for me or my guests, I want to say one more thing. If you are new and just now looking at Body Wise for the first time, my advice to you is to contact the person who invited you to this call. Talk to them about getting on some products. You will not be disappointed. In fact, you'll be amazed.

Then you may want to take a look at how Body Wise can provide your products for free . . . . all the way up to providing a substantial income. Body Wise even has a proven plan of action for building a solid business---- part-time *or* full-time. If this business opportunity sounds attractive to you, get with the person who invited you to this call to learn more.

The time is right for good health, *and* helping others achieve it. AND, the time is right for many to find alternate income streams. Body Wise provides both.

I'll now open up the call for questions. Please state your name and where you are from.

(\*5 to unmute and open the call and ask for QUESTIONS)----allow for *new* people first?) Suggest listeners press \*6 to *personally* mute themselves unless they are asking a question.

*(wrap up with promotions, announcements, etc.)*

WATCH THE CLOCK AND KEEP IT TO 30-35 MINUTES!

*(farewell statement---sign off)*

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If you get an inappropriate question from the field to a guest (i.e., specific disease question), have this response ready to go:

**“Glenda, this is Steve Hughes (*host*), and thank you for your question. Unfortunately I can’t allow \_\_\_\_\_ to answer that question because the FTC has very strict rules stating that we can’t claim or imply that our products cure any defined illness or disease condition. We welcome and value your question, but unfortunately that particular issue cannot be addressed in this format.”**