

<Name of contact>, do you have 3 minutes for me to tell you about something I'm real fired up about?

Great! I'm an Independent Associate with USANA Health Sciences. The company is expanding very quickly in your (our) area and this could be very lucrative for us. USANA is publicly traded on NASDAQ and since 2002 sales increased 19 quarters in a row! Also, Forbes Magazine's has ranked USANA in the top 10% of the 200 Best Small Companies three years in a row! In 2005, Business Week ranked USANA #3 in the Hottest 100 Growth Companies! Being a world leader in nutrition and skin care technology, USANA is now doing business in 13 countries.

The CEO and Founder is a world-renowned Microbiologist and Immunologist by the name of Dr. Myron Wentz. He developed the first test kit to diagnose Epstein-Barr Virus along with many other test kits at Gull Labs, a company he founded in 1972. When Dr. Wentz founded USANA in 1992, he set out **to produce the highest quality, most scientifically advanced, comprehensive wellness and nutritional products available** on the planet!

USANA manufactures its products according to Pharmaceutical Grade Good Manufacturing Practices (GMP). In the *Comparative Guide to Nutritional Supplements*, USANA's core and combination nutritional products were given the highest score, a *5-Star Gold Medal* rating in a study of over 1,500 name brand nutritional products!

We have delicious Nutrimeal™ drinks, nutrition bars and a proven weight loss program. Plus <name>, we have just released a patented self-preserving skin care line. Dr. Wentz was not satisfied with preservatives or parabens used in other skin care products. This is an enormous scientific breakthrough! Since USANA owns and operates its manufacturing facilities, they offer competitive pricing that's affordable for the average person.

The products are changing people's lives and this is why tens of thousands of people re-order each month! I personally love the products and use them every day. With the growing emphasis and interest in high quality health and nutrition, USANA offers products that are in demand!

Since the products are not sold in retail stores or on TV, the only way people can order these unique products is through an Independent USANA Associate! Actually, we can set up customers to order directly from USANA and the products are shipped to their doorstep!

The beauty of this is that you can earn leveraged or residual income. Not only are you paid on your efforts, but on the efforts from others working together!

We have weekly commissions and bonuses, potential tax advantages, and low start up costs. In my opinion this is the perfect home based business.

In closing <name>, it may or may not be for you, but we are looking for individuals to help spread the vision of USANA and Dr. Wentz. It's impossible to explain it all right now over the phone. It's best if we can get together for 45 minutes so we can show you a complete overview. You've really got to see this with your own eyes to make an educated business decision.

It would mean a lot to me if we could get together as quickly as possible. Are you available tonight? How about tomorrow morning before you go to work... or your lunch break tomorrow? Tomorrow night?

TIPS:

Don't read this word for word; only use it as some ideas and/or guidelines.

Be enthusiastic! Stand up, smile at a mirror! Have fun!

Your goal is to only say enough to get a commitment for a 1 on 1 or 2 on 1 presentation.