

ISAGENIX ANZ OPPORTUNITY PRESENTATION GUIDE

1. *Play The Isagenix Experience video.*
2. "What is your normal?" Allow audience to contemplate for a short moment. "Does your normal allow you to live your ideal life?"
3. "On a scale of 1 to 10, with 1 being struggling to get out of bed and 10 jumping out of bed with energy, how would you rate your health?" Allow audience to contemplate for a short moment. "If you could change anything about your health in the next 90 days what would you change?"
4. "Now on a scale of 1 to 10 with 1 being that you have no real financial security and 10 being that you have enough wealth to live a life of freedom, how would you rate your current financial situation?" Allow audience to contemplate for a short moment. "If you could change anything about your financial situation in the next 90 days what would you change?"
"If during this short presentation I could show you how to achieve a potential improvement in your lifestyle over the next 90 days in order to lift your ratings higher, how many of you think that's something that could have a positive impact on your life and the lives of those you care about?" Allow audience to respond. "Ok great. Well thank you for coming to today's presentation. My name is _____ and I'm here to talk to you about Isagenix, a company based in Chandler, Arizona, USA, whose solutions have transformed hundreds of thousands of lives across the world, including mine. But before I start, I'd like to share some quick trends from our region here in Australia/New Zealand."
5. *Read displayed statistic*
6. *Read displayed statistic*
7. *Read displayed statistic*
8. *Read displayed statistic*
9. "What these statistics tell us is that many people are looking for lifestyle solutions for weight loss, energy and performance, healthy ageing and wealth creation."
10. "That's where Isagenix steps in. Isagenix is a solutions based health and wellness company that provides real solutions in each of those categories."
11. "Isagenix has a vision. To impact world health and free people from physical and financial pain and in the process create the largest health and wellness company in the world."
12. "Its founders have an incredible background in delivering wellness and wealth creation solutions, so whether you're interested in just one of the company's solutions or all of them, rest assured that Isagenix has the leadership..." *(Next slide)*
13. "... as well as the proven track record for producing health and wealth programs that work when partnered with your commitment."
14. "Under the direction of Master Formulator John W. Anderson, the Isagenix Science team has developed science-backed no-compromise nutritional cleansing programs, designed to reduce visceral fat while introducing optimal nutrition into the body. This promotes lean muscle development and maintenance, increased energy and performance and healthy ageing."
15. "The key products within the Isagenix range are referred to as 'The 5 Pillars of Health'. Let's quickly run through them."
16. "The Isagenix IsaLean™ Shake contains 24 grams of high-quality undenatured whey and milk protein along with a special blend of trace minerals and is clinically proven to support weight management. Available in Creamy Dutch Chocolate, Strawberry Cream and Creamy French Vanilla, the IsaLean Shake not only tastes great but also contains active enzymes that break down carbohydrates, proteins and fats to maximise absorption of key nutrients."
17. "Containing superior-quality Aloe vera, cleansing herbs, lipotropic nutrients and alfalfa juice concentrate, Cleanse For Life™ is designed to assist your body in releasing impurities. Natural ingredients help to maintain a healthy digestive system, while potent antioxidants work at a cellular level to help protect against oxidative stress."
18. "The nutrient-rich tonic known as Ionix® Supreme contains nature's answer to optimal health. It contains essential vitamins, minerals and natural extracts to help support the body's energy, stamina and health, while specialised adaptogens help the body better cope with stress."
19. "IsaGenesis is a powerful formula of complex botanicals and vitamins designed to aid in the reduction of oxidative stress to support overall health. The new vegetable softgel capsule improves absorption for better delivery to cells."
20. "The unique blend of CoQ10, Resveratrol, Vitamin D3, adaptogens, botanicals and antioxidants in Ageless Actives is specifically formulated to assist in diminishing signs of ageing by working at a cellular level. It works synergistically with the multivitamin formulas in Essentials for Women and Essentials for Men, which feature active enzymes to maximise the absorption of nutrients into the body at time intervals throughout the day. Essentials for Men contains B vitamins for increased energy and ingredients such as zinc and selenium to help support prostate health. Essentials for Women is specifically designed to support women's health, with extra forms of calcium and B vitamins for strong bones and healthy hair, skin and nails."
21. "Isagenix has a range of products and Paks designed for everybody's health goals and budgets. Recently, Isagenix products were evaluated in an independent, third-party clinical study performed at the University of Illinois at Chicago. The test demonstrated how well an Isagenix Program compared to a well established heart-healthy diet when measured across key parameters such as body weight, body composition, cardiovascular risk factors and oxidative stress markers. The findings of the 2012 study weighed heavily in favour of the Isagenix Program. For those of you in the audience who are interested in taking a closer look at the test results, you can find it all at IsaProductAU.com."
22. "For more information about the 5 Pillars of Health and the rest of the Isagenix product and Pak range, just ask the person who invited you here today. They'll help you select the right Program for your goals."
23. "Isagenix Programs, when used correctly, require a simple reallocation of your existing meal budget. If you're going to spend money on meals, why not commit to ensuring that your meal choices are bringing you the best health benefits possible? With the right Program, people have experienced life-changing transformations. Whether you're looking to transform your body or transform your bank account, Isagenix is here to help." *(Talk through the meal value as displayed on the slide)*
24. "Isagenix has attracted world class Athletes who use Isagenix as part of their program. Isagenix doesn't sponsor Athletes as the products speak for themselves. They use our no-compromise products to fuel their performance and are Associates just like you could be."
25. "When people get started with an Isagenix Program, support is essential for success. The IsaBody Challenge® is a way for people to gain that support from like-minded people striving for the same goals. The 16-week challenge helps keep people motivated and on track, and offers great incentives to enter and complete."
26. "Here are just a few of the incredible transformations that people have achieved by completing the IsaBody Challenge. Amazing! When people experience these great transformations, often friends and family notice. This is the first step to sharing Isagenix with others."
27. "With this in mind, Isagenix has a Compensation Plan in place to reward people who do this. Some earn enough to cover the cost of their products, others earn thousands of dollars a week. See the earnings statement at IsagenixEarnings.com. The essence of the Isagenix Compensation Plan is called You + Two Them + 2. Here's a short video from one of our top income earners explaining how it works." *Play 'You + Two, Them + 2' video*
28. "For those interested in supplementing your income by sharing Isagenix with others, the company makes it simple with tools and systems that provide the tracks to run on."
29. "And with the company's 30-Day Product Guarantee in place, you have everything to gain from Isagenix solutions and nothing to lose - except maybe a few kilos!"
Take this opportunity for team mates in the audience to stand up and share their 30-second transformation story. Consider your audience when preselecting which of your team's transformation stories will resonate most.
30. *Play Success Story compilation video*
31. "So, are you ready to redefine your normal?"