
AU NATURALE HEALTH SOLUTIONS
December 2013 (1st call)

PC: Prospective Customer

Jl: Jim Ingram

PC: Hello?

Jl: Oh hi is [NAME] there?

PC: This is [NAME].

Jl: Hi [NAME] this is Jim Ingram calling from Au, Au Naturale Health Solutions. How are you doing today?

PC: Very good. Thank you.

Jl: Happy holidays to you...

PC: Merry Christmas to you.

Jl: Thank you. I, I'm afraid these days to say Christmas. Some people don't like saying that, Merry Christmas absolutely. I was calling to share some information regarding marine phytoplankton. Hope I didn't catch you at a busy time?

PC: Yeah but marine plankton? I'm sorry, what is that?

Jl: It is, it is the food that whales eat. It's a single cell plant that grows in the oceans of the world. It's the very beginning of the entire food chain on the earth. I know this was featured on 60 Minutes, CNN, Dr. Oz, 20/20, Dateline ABC. Do you watch any of those kind of programs?

PC: Yes I do.

Jl: Marine phytoplankton they found is the purest food source on the planet. Gram for gram marine phytoplankton has 187 times the vita, vitamin B1 of tuna. 650 time more magnesium than spinach. 750 times more calcium than milk and I'm sure you know that well they put all kinds of things in the food we eat nowadays. Whether it's the food, the meat, they, they give steroids to or the crops that come from the farm belt, they've been growing crops there for over 200 years and the nutrients in soils are depleted so they add fertilizer so the crops grow real good but they haven't replaced the trace

minerals and other things so the nutrition that we get from the food we eat is nothing like it was 200 years ago. They found that this marine phytoplankton, they found that it's actually helping with or fully reversing over 500 different health problems. Things like arthritis, diabetes, high blood pressure, high cholesterol, fiber myalgia, sleep disorders, even cancer, we're not supposed to say cure for cancer but my wife is a survivor definitely because of the marine phytoplankton. I believe that 100 percent.

PC: OK, can, can you, marine, what is it, marine what?

Jl: Phytoplankton.

PC: How do you spell phyto?

Jl: P-H-Y-T-O. Plankton.

PC: OK. OK. And where are you located?

Jl: Las Vegas, Nevada.

PC: Oh OK. OK. What was the name of the company, I'm sorry I didn't catch that?

Jl: It is a french spelling and pronunciation. Au Naturele Health Solutions.

PC: Oh OK. OK. Well it sounds like it's a miracle.

Jl: It's pretty amazing stuff. I myself, I didn't find out about the marine phytoplankton until my wife was, she dealt with breast cancer with her left breast and after almost two years had left breast removed and about a year and half later we found lumps in her right breast and we weren't going to go through the chemo therapy and the whole nine yards again. That didn't work the first time. Some friends of ours told us about these natural health products and so we tried the marine phytoplankton, that seemed to be the one that was doing the best with cancer and about three or four months after she started using the plankton, the lumps in her right breast were gone. I had retired from construction because of my arthritis in my right hand and about that same time I was able to move my hand by itself in the mornings. I had to use my left to get my right hand working in the mornings for years. After about six months of taking this my pain was about fifty percent with my arthritis. Didn't have pain as often, it wasn't as bad, didn't last as long and

after about a year and a half of taking this marine phytoplankton I actually stopped feeling the bone rubbing against bone. The, our digestive tract, we get a build up sludge on the inside of the digestive tract which doesn't allow us to absorb the nutrients from the food we eat as effectively. This marine phytoplankton breaks down the sludge build up so you'll be absorbing the nutrients from your food much more effectively and there's more nutrition in this marine phytoplankton than anything else on the planet. So and the first, second, third week of using this you start sleeping better at nights, aches and pains start going away. Most people that need, want to lose weight, they start losing an average of three to eight pounds. You, your metabolism will start working the way it did when you were a teenager. I've, I got to say you sound much healthier than most of the people that I've been talking to.

PC: I'm blessed.

Jl: If you don't mind me asking...

PC: I'm blessed. I exercise and I, and I do take multi-vitamins and herb supplements.

Jl: Excellent. Excellent. Exercising, I tell everybody staying active gets all the nutrients circulating in your body and mentally, physically, everything depends on staying active. If you don't use, you lose it.

PC: I believe that. I really do.

Jl: So you're taking multi-vitamins now. My, my, my firm belief, since I've been into natural health here for the last seven and a half, almost eight years now, is if you're trapped on a life raft in the middle of the ocean, there's just three things that you cannot do without. You can go for weeks without food, but you absolutely have to have food, that's the bricks and mortar that your body is made out of. You can go for days without water but you absolutely have to have that. Keeping the cells hydrated is absolutely essential for all the neuro electrical chemical messages sent throughout the body and, and keeping everything functioning right. And you can only go for minutes without oxygen. Oxygen is the fuel that our body burns, burns to perform all the natural tasks. If you give your body plenty of those three things, the body is an amazing self-righting machine. If you give it the tools to do the job. Now the oxygen in the air we breathe is only about two thirds of what it was about two hundred years ago, hundred, hundred and fifty, two hundred

years ago. We have a stabilized oxygen product, have you ever heard about liquid oxygen?

PC: No, just like with people with COPD that carry it around?

Jl: I, I'm not talking about the metal cannister...

PC: OK.

Jl: ...that, to put oxygen in a liquid form normally you would have to put it in under high pressure and that's the oxygen tanks. They found that you can bind an oxygen molecule to a magnesium molecule and by doing so you can suspend it in water. And you take this stabilized oxygen and you put about ten to fifteen drops into water or juice in the morning and you drink it, and its absorbed directly into through the digestive tract directly into your blood stream. For people with asthma, emphysema, bronchitis, COPD, any breathing problems its especially effective because their lungs aren't working as well and this way you can absorb it through the digestive tract. But once again the oxygen in the air we breathe is only about two-thirds of what it was a hundred and fifty years ago. So it does, it, it's an amazing product. It will give you immense stamina, endurance, better mental clarity. It will cure a hang-over. Body aches and pains go away. It, it, it basically give your body the fuel to perform all the natural tasks. The plankton gives your body, it's the brick and mortars our body are made out of, those two things along with drinking plenty of liquids, your body has all the energy and the bricks and motor to do all the repair work.

PC: OK, wait. So, this is in liquid form and I just put it in my water?

Jl: Yeah. You put to ten to fifteen drops into water or juice in the morning and you drink it and it's, it's absorbed directly into the digestive tract. It's about maybe twenty minutes to, twenty to forty minutes after you drink it, depending on how much food, food you have in, in your belly at the point. You'll have better mental clarity, better energy, stamina, endurance and it lasts for about nine, ten, twelve hours.

PC: So the first time I take this stuff I'm going to feel that within twenty minutes?

Jl: Twenty, twenty to forty minutes. Absolutely.

PC: Wow.

Jl: Especially if you're not feeling good or, or, or tired, or didn't have enough sleep or if you've got a head ache or if you have a hangover or anything like, have you ever watched that, that program on the first seven astronaut to go into space when they were testing them to see who they're going to send out first?

PC: No. Huh uh.

Jl: You know what a hyper baric chamber is?

PC: Is it where you are floating?

Jl: Hyperbaric chamber is normally associated with deep sea diving...

PC: Oh, OK.

Jl: ...they came up too fast they put in them in a hyperbaric chamber and pressurize the chamber so they don't get the bends.

PC: Right.

Jl: And with the astronauts they did the opposite, they actually sucked all the air out of the chamber. They reversed it. Instead of pressurizing it they, they turned it into a vacuum like space and they had the first seven astronauts, they were deciding who was going to go up on the very first shot into space and had two of them playing paddy cake, paddy cake, bakers man, doing the clapping and the another one putting the round pegs in the round hole, square pegs in the square whole, another reciting Mary had a little lamb over and over again, the whole, the whole poem, doing menial tasks and then they sucked all the oxygen out of the chamber and within about a minute and a half the guys doing paddy cake, paddy cake were laughing and giggling. They couldn't hit their hands together. The guy who was trying to put a triangle peg into a square hole, the guy reading Mary had a little lamb was slurring his words. Thinking requires oxygen. Anything that happens in your body whether it is cell production, cell division, the immune system doing its job, digesting your food, thinking, it all requires a fuel to perform those tasks and the fuel that it burns is oxygen so the more oxygen you have in your system, the easier it is for your body to perform all the natural tasks. If you don't mind me asking, my wife says I'm not supposed to ask this, but, but how old are you?

PC: I am myself am fifty-five.

Jl: OK you got me by five years. I just turned fifty this year myself.

PC: Well hey can I ask, excuse me, can I ask you your name please?

Jl: Jim Ingram.

PC: Ingram. OK, well how much does this plank, plankton cost?

Jl: The marine phytoplankton we have a clinical grade. Our main client base are doctors, clinics, pharmacies, chiropractors what have you, they normally retail our product for a hundred twenty-nine dollars per bottle. That's are suggested retail price. Some sell it for more, very few sell it for less. Once a year we do this educational promotion to the general public. What we like to do once a year is to find people that are dealing with some health issues and have been for several years, get them using the plankton and/or the oxygen, and within about three to four months we ask them to go back and see their doctors. It never fails, the doctor usually lower or start eliminating some of the prescriptions within six to eight months. Things like diabetes, high blood pressure, high cholesterol...

PC: Well I have blood pressure.

Jl: Oh you do?

PC: Um hum.

Jl: Let me pull up the charts here on the high blood pressure. There it is. Arterial hypertension, increased risk of heart attack, stroke and kidney damage. Hypertension has no symptoms but can be controlled by lifestyle, diet and plankton supplementation. Plankton renourishes all your major organs including your heart and is rich in omega three, six nine and twelve and the Co Q ten. Plankton makes your blood vessels more supple and helps prevent arteries from getting clogged, allowing your heart to perform more efficiently and also reducing the chance of stroke.

PC: Does that mean like if I take this I could get off my lisinoprol?

Jl: We tell you not to take, go off any medications until your doctors take you off

them.

PC: Oh OK.

Jl: In about three to four months this will be starting to break down any blockages in the arteries and the cells that form all the major organs and throughout your body are going to becoming, becoming more supple, more viable. In about three to four months your doctor will probably either lower or eliminate that medication. Within six to eight months you should be off that medication with your doctor's blessing.

PC: Wow.

Jl: How long, long have you been taking the blood pressure medication?

PC: Probably just a year.

Jl: That is probably how you got on the list to call then.

PC: Oh, OK.

Jl: We don't call, we don't at random and since you've been taking that for just one year, now high blood pressure most times run hands and hands with high cholesterol. You're not taking a cholesterol medication though right?

PC: For some reason my, my good HD, HDL, LDL outweighs my bad.

Jl: Good, good. Cholesterol medications are some of the worst on the market for side effects. If you ever, if your doctor ever wants you to start taking a cholesterol medication, try everything else before you do because the, this, they all from the same family of drugs called statins which are, they do damage the liver and kidneys they basically burn holes in them. If you start taking a cholesterol medication your doctor would ask you to come in for blood work three or four times a year to, they are required to by law to make sure your liver and kidneys are still functioning. Those medications kill people so, this is a, as far as cholesterol goes, your cholesterol is great right now. But plankton helps cut triglycerides by as much up to eighty-two percent. Lowers LDL by up to seventy-one percent and raises the good cholesterol by up to seventy six percent.

PC: Well now how much, how much is the bottle?

Jl: Right now with the advertising campaign with our, with this promotion, we send you out three bottles for two hundred and thirty nine dollars and ninety-five cents plus shipping and handling, fifteen dollars for the shipping and handling. We know that and in about two and half to three months you're going to be getting healthier. You, we're going to ask you to go back to see your doctor, your doctor will either lower or eliminate that blood pressure medication. There's a real good chance he'll eliminate in that in three months because you've only been taking it for a year now. So in about two and half three months when you go back to see your doctor, and you know you're getting healthier. You're going to see the results with that right away. Within the first few weeks. You're going to, you're going to feel stronger, you'll sleep better at nights, your eye sight, how's your eye sight by the way?

PC: It's, it's pretty good, I'm surprised.

Jl: When the cells become rehydrated, the lense of the cornea will go back to its natural curvature. I know as we get older when the cells start becoming dehydrated that usually is the reason for most vision problems. So, the, when, because the cells become rehydrated, the lense goes back to its natural curvature. Your eyesight will go back to what it was when you were a teenager again. If it, if it has gone south any at all. But, yeah by the...

PC: So you can't just, can't, I can't just buy one bottle? It has to be three? 'Cause right now, two hundred and thirty nine dollars is quite a bit of money, especially right now.

Jl: You can buy a single bottle. We sell it to you at the retail price, one twenty-nine...

PC: OK. Let's do that. Let's try that.

Jl: OK.

PC: OK? But the only thing is that you're going to have bill me, is that OK?

Jl: We take all major credit cards.

PC: I can't. My husband won't let me.

Jl: OK. Gosh I don't want to get you in trouble with your husband. We, before they will send anything out we have to have the, the full payment here...

PC: Well, how, can you go ahead and bill me and then I'll send it to you and then my, my check, and then you guys send me the product?

Jl: We do a, I believe we have the electronic check service here. Hold on one second, let me get the form out here. Do you have your check, check book handy?

PC: Yes. Just a minute please.

Jl: OK. Do you have pen and paper there? Let me give you my information first.

PC: OK. Go ahead.

Jl: We are, it's the french spelling Au Naturale Health Solutions, A-U, Naturale, -A-T-U-R-A-L-E Health Solutions.

PC: OK, just a minute. So should I be writing out this check to...

Jl: To All, Au... Naturale Health...

PC: OK, OK, OK let me get my... I got it so go ahead.

Jl: OK. It's A-U...

PC: No I got it. I got it. I wrote it down. So what do you need from me? Just my routing number?

Jl: One second here, let me me, yeah I'm ready for the routing number.

PC: It's [NUMBER].

Jl: And the account number?

PC: Is [NUMBER].

Jl: One, one more time.

PC: OK, [NUMBER].

Jl: OK.

PC: And the check number is [NUMBER].

Jl: [NUMBER]. OK and the, the name on the account?

PC: Well my daughter is doing my accounts as, besides my husband because I've been writing a lot of checks and that's why I can't, I don't have a credit card or anything so I'm having to use her account and it's under her name which is [NAME]. Yeah I got all my credit cards taken away from me.

Jl: My wife and I went through that at one point and she needed an emergency credit card but she was buying stuff all the time. I ended up freezing her credit card in a block of ice so she had to take her, it took her an hour or so to chip it out of there. Give her time to think before she made any snap decisions. And...

PC: Well this sounds like, this sounds like it good though. So I, so that's why I'm going to go for it.

Jl: I am, I'm so sold on this product. I'm fifty years old and I plan on taking this the rest of my life and it's probably going to make me live another extra ten, maybe fifteen years longer...

PC: As long it's quality.

Jl: It is the, it is clinical strength. It is the strongest that you can get.

PC: No I meant your quality of life.

Jl: Oh absolutely.

PC: Yeah.

Jl: Oh absolutely. I'm, I'm, I'm so blessed there.

PC: And you said it was going to be one twenty-nine?

Jl: One twenty-nine and I believe that is total cost with the shipping and handling and everything.

PC: Great.

Jl: And what is the...

PC: OK.

Jl: ...the address that, that you receive the billing statement at?

PC: [MAILING ADDRESS]

Jl: OK.

PC: And that's [CITY], Iowa.

Jl: [SPELLING CITY]?

PC: [SPELLING CITY].

Jl: [SPELLING CITY]. IA. OK.

PC: And then the zip code is [NUMBER].

Jl: [NUMBER]. And my phone number here...

PC: OK.

Jl: Do you still have your pen and paper handy?

PC: Yes I do.

Jl: It is [NUMBER].

PC: And Jim Ingram, right?

Jl: Yes.

PC: OK.

Jl: And let's see are we shipping this to the [ADDRESS]...

PC: No, no, I had, I had to move too. So I'm using the [MAILING ADDRESS].

Jl: OK. So shipping to [MAILING ADDRESS] and I'll just put the same on here. OK. And is this the best phone number to be reached at?

PC: Yes.

Jl: That's [PHONE NUMBER] and it [NAME]?

PC: Yes. [SPELLING], yes.

Jl: [SPELLING]. And today is the 23rd. _____ up here and let's see here, this is a personal check right?

PC: Yes.

Jl: OK. And I'm going to have my, we always have one of our senior health consultants give you a call back. They like to go over each and any health issue. The only health problem that you, you're fifty-five now and the only health problem that you're dealing with is the high blood pressure for one year?

PC: Yeah. Taking Lisiniprol. And I'm going to be taking off here shortly. I got some shopping I need to do so. Hopefully you'll keep on trying.

Jl: OK. They will.

PC: OK.

Jl: Absolutely. So I'm going to go ahead and, I, I, believe the one twenty-nine, let me double check here, I believe that, I normally don't sell single bottles but I believe that one twenty-nine includes shipping and handling, if not they will let you know.

PC: OK.

Jl: I believe that is all included, inclusive.

PC: OK.

Jl: All right. Welcome aboard. You'll be taking one pill per day. They're

thirty tablets in the, in the bottle and give us a call back here before it runs out so we can get the next shipment out there to you.

PC: How long does it take usually to get?

Jl: You'll receive everything within three to five days. It will be going out the door this evening so you should have it by Saturday.

PC: OK, I was just thinking for a refill I just need to do it like three to five days before, OK. OK.

Jl: Yeah.

PC: OK. Thank you.

Jl: Welcome aboard. You guys have a great Christmas.

PC: Merry Christmas to you, bye.

Jl: Bye, bye.