

AMERICARE HEALTH & NUTRITION

April 2014 (2<sup>nd</sup> call)

PC: Prospective Customer

N-: Nancy

P-: Phillip

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PC: Hello?

N-: Yes hi is this [NAME]?

PC: This is [NAME].

N-: Hi [NAME]. This is Nancy. I'm calling you back actually from our company Americare Health. I know that you are the lady I talked to the other day, have arthritis, you \_\_\_ high blood pressure, you want better energy, better sleep and I wanted you to speak to uh Phillip, he's one of our directors here. And I don't know if I told you but I've only been on our product about a year, pretty much a year and half but Phillip had a lot've your health issues as well and has used our product, I want to say close to maybe four years but he has a lot of his relatives on our product for arthritis. So I wanted him to speak to you so hold on just a...

P-: Hi [NAME]?

PC: Hi -- so this is Phillip?

P-: Yes sir, yes ma'am.

PC: And you've been taking this HGO?

P-: HGH.

PC: HGH. Human Growth Hormone.

P-: Yes ma'am.

PC: OK.

P-: What do you think Ms. Thompson told you about us so far?

PC: Well I'm not really sure. It seems awful expensive.

P-: Well let me tell you this sweetie you wouldn't say that once you see what it does for you and if you are sick and tired of having arthritis like I did, sick and tired of being on blood pressure and no energy and you can't sleep and you have asthma,

you get on this, whether you believe what I'm telling you right now is the truth. You won't have those problems any more and that's coming from a man who told his wife not to get the product when she told him about it. 'Cause I thought it was a scam. Yep. But here's what it did for me, see I only wear the pants and I think I'm the boss, my wife tells what pair to wear and she is the boss. And she controls the checkbook. Here's what it did for me. Eighty-five pounds of overweight came off in nine months without dieting or exercising. And I tried to lose that for ten years. Also I was on blood pressure which leads to diabetes according to the Federal Drug Administration, six weeks ago on national T.V. My energy levels have increased by a minimum of sixty-three percent every day. I actually go back in what they call a REM sleep now and I have no arthritis in my hands, knees, back, shoulders, or neck. And I don't take blood pressure, cholesterol, diabetic pills, acid reflux or prostate medication. And I'm seventy-eight years young. How young are you?

PC: I'm sixty-seven.

P-: Sixty-seven. Um hum. Let me ask you a question. That's when all my health problems began. It was even a little bit earlier than that. She put me on this, I sprayed it three times a day, once I found out it worked I put all six of my sisters on it. They are older than me and being the Christian man I am, we put over sixty to seventy percent of our church on it because they're our age and when they saw it worked for us they wanted to know what happened so we told them and they got on it too and that's where it benefits you. When your friends and family go on it, once they saw what it did for you, we sent you a month supply every time anybody goes on it at no cost to you.

PC: Wait, let me stop you. Let me stop you -- so if I purchase something, purchase something from you and then I have a friend who purchases...

P-: Yep.

PC: ...the HGH from you then I get a free bottle?

P-: Every single time.

PC: Wow, that's a good deal.

P-: Because the reason being they're doing it for advertising. See if you went to a doctor to get this, that's the only place you can get it, we supply it to doctors. You're going to be ready to pay a thousand dollars to be on it for three months. And that's on the minimum side and their patients that they put on it are willing to pay that because they know it's going to get rid of their problems. But a lot of people, well as a matter of fact everybody, I put on it personally, my friends and family, they could never get on this from no doctor. They can't afford to pay no thousand dollars to get on it so once I found out it worked, I came and made a bee

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line here to work for the company. That's how I got all six of my sisters and I came here to get veterans on it who suffer from agent orange. And they don't just send this to you [NAME] and say good luck with it. If you go on it we assign you your own personal nutritionalist that will monitor and track your progress for the whole three months you're on it just to make sure you get the results we claim you will. And the only way you can not is if you do not spray it. And if you cannot spray it for any reason, please don't waste the two hundred and forty-nine dollars on it. Because unlike the company I work for, which is a great company, they're here to sell you their product at a huge discount. I'm not. I'm here to get you healthy. And I know the only way it works is if you're willing and able to spray it on your tongue. A lot of people say, well, why wouldn't I be able to spray it? Well they fail to realize that a lot of people we call are seniors like us and they have arthritis so bad in their hands and fingers they couldn't even spray the spray bottle so they would have to get someone to spray it for them, see what I mean?

PC: Um hum.

P-: But as long as you're able to spray it, there's three things I know as a fact. One, you'll be one hundred percent satisfied in three months with your results. Number two, you will pick up your phone and call us back and order more on your own. That's why they never automatically reorder it for you. They don't have to force feed you this. And number three, here's like I said why they discount it, they are going to get uh clients from you and they are entitled to get at the same two forty-nine you get. They don't jack the cost up on them either. And then when they go on it, all they have to do [NAME] is mention your name and you'll receive a month supply every single time at no cost to you and we even pick up the shipping, handling and all the taxes. And if you can spray it, I'd love for you to get it and if you've been praying to the good Lord about your health, he's just answered your prayers.

PC: Well, cancer runs rampant...

P-: What's that?

PC: Cancer runs rampant in my family. My father died of it and I've had a couple aunts...

P-: You have cancer?

PC: I don't but I'm just worried about it. If, if I took this HGH do you think I would get cancer or this would...

P-: Absolutely not. This would prevent you from getting cancer...

PC: It will prevent me from getting cancer.

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P-: Because what it does, yep. Because here's what it does, it's the only known product that has actually been proven to kill cancer cells. OK? And that's why some people love it because they had cancer, breast cancer, something like that so they get on it so they don't have no reoccurrence.

PC: Now...

P-: But if you can spray it I guarantee, if you've been praying to the good Lord about your health, he answered your prayers today.

PC: Well my husband has diabetes, would that help him?

P-: Then he needs, yep, does he take pill or insulin or both?

PC: Insulin.

P-: How many unit a day?

PC: Oh, I have no idea myself.

P-: You don't know how many units he takes a day?

PC: No.

P-: But it will help him. Absolutely it will.

PC: Do you think it my cure him?

P-: \_\_\_ remember I was on, yeah. See I used to be on diabetic pills and insulin. I don't take any medications at all now. Nothing.

PC: That's amazing.

P-: And I have no pain and I don't have, I'm not 85 pounds overweight any more. I do things right now with my children and grandchildren I haven't done in fifteen years. All because my wife put me on this when I told her not to. But she was right and I was wrong and I'm a Christian man and I admit it. That's why I put all my family on it. 'Cause it works and don't let nobody tell you different either.

PC: Well nobody that I know has ever heard of Human Growth Hormone and what your, the name of your company is Americare and you're out of California?

P-: No, we're out of Las Vegas, Nevada.

PC: OK. But what was the name of the company? Americare?

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P-: Medicare Health & Nutrition.

PC: OK. Yeah the lady I talked to last week, I said that I would have to talk it over with my husband and we just really don't have two hundred and fifty dollars right now.

P-: Wow, that's too bad.

PC: It is.

P-: It really is. Because see you'd never get it any cheaper than here. Ever.

PC: Well...

P-: You see, the only, why they are doing it is because you're in a certain zip code.

PC: Oh?

P-: You're in that [ZIP CODE] that they are doing.

PC: OK. Well, I moved though. Would, would that affect the price?

P-: You moved?

PC: Um hum.

P-: But you used to live at [ZIP CODE] zip right?

PC: Um hum.

P-: Yeah you're still eligible to get on it. It's not your fault that we didn't get to you before you moved. You see what I'm saying?

PC: Um hum.

P-: You're still eligible because you lived at that that zip code.

PC: OK, hmm. Is there any way that you could send me some written information so I could take a look at it?

P-: No, naw, I can't do that. By the time you got it the promotion would be over any way. It's only for twenty-five women [NAME].

PC: Oh, OK.

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P-: See they can't afford to do it for everybody 'cause remember they give you free product every time your friends go on it. You don't have an emergency credit card like my wife does that you could put it on so you don't miss it?

PC: No I don't.

P-: Because you're not only making a decision for you, you're making a decision for your husband to get him off insulin and making a decision for all your friends too because they're entitled to get it at the same discount you did.

PC: Yeah I'm sorry. I just can't afford it right now. Maybe if you want to call me back in a few months maybe?

P-: Yeah, there won't be a promotion going on then.

PC: OK.

P-: There's only one other thing I could do, but you are a senior. You're sixty-seven not fifty-seven, right?

PC: Right.

P-: How about I broke it up in small payments but if I do that you can not tell your friends and family I did that because when they see what it does for you they are going to want it and I can't do that for them.

PC: Well I'm...

P-: I could do is only charge you eighty-nine today, seventy-nine a month from, seventy-nine a month after that.

PC: Well I do everything with a checking account. I do everything with my checking account.

P-: Well, you could use a checking, you could do your check, we can do a check by phone here.

PC: Well let me go ask my husband. Can you hold on just a minute?

P-: OK yep.

PC: OK just a minute. (Pause) Well Phillip I can't find him right now. Can you call me tomorrow morning? (Pause) Hello? Hello? (Pause) (PC begins to hang up)

P-: I said I could... (Phone connection ends)