

AU NATURALE HEALTH SOLUTIONS
December 2013 (3rd call)

PC: Prospective Customer

GB: Gerri Bronstein

PC: Hello?

GB: Hi [NAME]?

PC: This is [NAME].

GB: Hi honey this is Gerri Bronstein from Au Naturale Health Solutions. How ya doing?

PC: Very good, thank you.

GB: You're a tough lady to get ahold of.

PC: It's a busy season.

GB: I know and you know he told you about electronic, we don't do electronic checking. However, we will take a check but the only thing is we don't send out the product until the check clears. So you're better off sending a money order, because it's, it's like money. When it comes in you're going to get it right away. But I also wanted to offer you a cheaper price as well. OK? You are how old? Fifty-five?

PC: Um hum.

GB: OK. Perfect. And you have blood pressure?

PC: I take Lisinopril.

GB: OK. Any other medical conditions?

PC: No.

GB: OK. Let me tell you my medical background first. I have my pre-med background. I'm a massage therapist. I've been in the business, between me and my partner, nine and a half years and I'm part owner here. Now

second. Why I chose your name. You're fifty-five. Let me tell what I do [NAME], I take the first thirty men, the first thirty women that come in every age group. I start at the age of twenty. I do five year increments all the way to the age of ninety-five. Right now I have twenty eight women between fifty-five and sixty. OK? Before I had more between fifty and fifty-five, but now I only two between fifty-five and sixty because nowhere on the web-site does it say, but anything, one twenty-nine ninety-five a bottle, OK? There is no promotional price that James offered with the three bottles, which breaks down without the shipping to seventy-nine fifty-eight a bottle. It's a promotion. Remember if you go to reorder, it goes back to one twenty-nine ninety-five. It's only a promotion. However, the doctor's pricing I'm about to offer you is much cheaper, OK?

Let me tell you I take the first thirty women, first thirty men. I call them after six months of using my product. I find out all the benefits. What medical conditions reversed, how's the energy, how are you sleeping, how's your hair. How's the energy. Everything that you're benefitting from the product, I want to know about. I'm going to use only your initials, your age and that you're a female. Nobody is going to know it's you. I don't feel it's right to ask somebody to call them in six months at their home, use them on the web site, even though I'm not using but your initials and not offering something in return. So what I do is I offer you the doctor's pricing in return. Mind you, my mother was on blood pressure medication five and half six years. She was on Lipitore seven years. She also had arthritis so bad half the month she couldn't get out of bed. She couldn't tie her own shoes, open jar. After using our pure oxygen and the phytoplankton she was tying her own shoes, opening jars. After a year she was bowling, golfing, dancing, not like Michael Jackson, but she had gotten ridden eighty-five percent of the arthritis. If you saw her today you would swear it was not the same person because she runs around like an energizer bunny. Here's a women that was in bed half the month, couldn't tie her own shoes, open jar, and now she runs around like an energizer bunny. If you saw to her today, I swear to you [NAME] you'd say to me Gerri that's not the same women that I saw five years ago. Not only that, within seven months, not at the same time, but you know get your blood checked every three or six months because they are checking your liver to make sure that the medications are not ruining your liver 'cause it has so many side effects. Our product has no side effects, it's all natural. I made the specs according to how I want it. I went in there with the scientist and the doctors and said, they said to me you could certainly get this product for twenty-two dollars at GNC or on the web site but they are filled with so many binders and fillers that it probably would take you six bottles to see one

benefit. Mine is pure marine phytoplankton. The only think that you have in there is kelp which is not a filler or a binder. It actually helps to absorb the phytoplankton into your system faster, so that you see the benefits faster. I've never had, in the first two weeks, you're going to feel the toxins coming out of your body, and you're going to feel the energy and the sleeping better. I felt the sleeping the first five days. The energy the first seven. The time frame is different with natural products but the benefits are the same. Everybody within the first two weeks felt the energy, the sleeping better, the toxins coming out of your body. I felt it, like I said, seven for the energy, five for sleeping. However, my mother, within seven months was off both the blood pressure medication and the cholesterol. The doctor took her off both. Not at the same time but within seven months she was off both and like I said within six months she was tying her own shoes and opening jars and she was, you know runs around like the energizer bunny today. She's dancing, bowling, doing the things she couldn't do in years. Now the doctors buy two hundred, three hundred cases at a time. You know [NAME] in any business, jewelry, jeans, whatever it is. When you buy in bulk you get a cheaper price, right? That's just business right?

PC: Um hum.

GB: I'm not asking you to buy two hundred, three cases, however, you get the, the doctors pay forty seven forty-nine a bottle. They get, you get twelve bottles which is a case and the price stays at forty seven forty-nine for the rest of your life. My doctors had never paid a penny more than forty seven forty-nine a bottle in the whole nine years. Now that is unheard of. You would have the same option. You of course, have to call to re-order. We do not auto ship, we don't keep your credit card on file, we're not allowed to share your information with anybody because our product comes from an FDA registered lab with strict guidelines. We have the purest clinical grade product that you can get on market. The doctors, because they buy in bulk, they will never pay a penny more than forty seven forty-nine a bottle. Neither will you but you will have to call to reorder because if you took the offer today, we would run the twelve bottles for five ninety-four ninety-five, that includes shipping handling and everything, you're getting it for forty seven forty-nine a bottle and if you decide to reorder you will never pay a penny more than forty seven forty-nine a bottle. I don't care if my bottle rates goes up to three hundred and bottle you're is staying at forty seven forty-nine a bottle. And remember plankton is the first food on the food chain. It's what the whales and the sharks eat. They grow to be a

hundred and fifty years old. Not that I'm, I don't want to live to a hundred and fifty but what I'm saying it's an anti-aging product. And they never get sick or, or, our whales because they have all the, plankton has all your vitamins from A to Z. All the omega three, six, nine for your heart. Has all seventy-two minerals plus it has the, the Q9 enzyme, Q9 for a cancer inhibitor. It inhabits, it inhibits you from getting cancer, the free radical _____, and it's going to prevent you from getting the carcinogens, get those toxins out of your body. Now are you married?

PC: Yes.

GB: OK. Most people that get the twelve bottles, they'll split it with, you can't split three bottles with anybody because then you are not going to see all the benefits that we want you to see, you know what I'm saying? Because like to reverse the blood pressure, it takes between six and nine months. You didn't get it over night. It's not going to go away every night. But, like I said, I've seen every benefit for myself, except for one, where your hair turns back to it's natural color but I have many of my customers tell me it's happened. I haven't witnessed for myself but that's the only one I haven't witnessed for myself. OK? Does that sound like a better deal?

PC: No.

GB: OK.

PC: I won't be able to do that.

GB: Is it financial?

PC: Yes.

GB: OK. Let me, let me ask you this. Where my at with you because I have...

PC: Well of course, can I ask, what is your name?

GB: Gerri.

PC: And what's your last name Gerri?

GB: Bronstein. B-R-O-N-S-T-E-I-N. [NAME], where were we at? What was your first name?

PC: [NAME].

GB: [NAME], right?

PC: [NAME].

GB: Got it right here. OK. What was it?

PC: [NAME].

GB: [NAME], that's right. I'm talking to [NAME] right, that's why it is in front of me. OK. What I could do to make it easier for you, I can break it into two payments. You can send out a check for the two fifty four ninety-five...

PC: There, I, no. I agreed to a hundred and twenty nine dollars for the bottle.

GB: OK. That's all, all, I, I was just giving you an option. I was going to split it into two payments for you see you're able to get the forty-seven forty-nine a bottle.

PC: I won't be able to do that.

GB: OK. Even if I split it up?

PC: No.

GB: OK. So you just want to send us the one twenty-nine ninety-five and once, or no, with the shipping it comes to one thirty-nine ninety-five with the shipping and if you want to send us a check once it gets here and clears...

PC: Wait, wait, I need to write this down. One thirty-nine what?

GB: OK. One thirty-nine ninety-five.

PC: OK. What's, what address do I use?

GB: One twenty-nine ninety-five and it's ten dollars shipping.

PC: Oh OK.

GB: You send it to, I'm going to spell the Au Naturale 'cause it's spelled in

French, OK?

PC: OK.

GB: A-U, second word Naturale with an E on the end.

PC: OK.

GB: Health Solutions. H-E-A-L-T-H, sec, fourth word, Solutions.

PC: OK.

GB: 1500 E. Tropicana Avenue...

PC: Wait, wait just a minute please.

GB: 1500 E. Tropicana, like the juice.

PC: Avenue.

GB: Avenue. Suite 120. Las Vegas, Nevada. NV. 89119.

PC: OK. So, so as soon my money order or my check clears then you'll go ahead and send that out to me?

GB: Right. I would suggest sending the money order because if you send the money order because if you send the money order for one thirty-nine ninety-five, as soon as I get that money order, I'm sending you out that bottle.

PC: OK. Sounds like a deal.

GB: OK. If you send a check it's going to take thirty days to clear. You're not going to get the bottle for thirty days, I'd send a money order.

PC: Well that sounds, well that sounds like a lot better solution.

GB: OK and when will you be sending it just so I can have an idea when it might get here, looking for it.

PC: I'll probably, this is a crazy weekend and so I probably won't be even able

to send it until Monday.

GB: Monday. OK.

PC: OK.

GB: OK. So I'm writing Monday. Sending money order possibly Tuesday but Monday.

PC: Yes.

GB: The 30th. OK.

PC: OK.

GB: So we'll look for you, we'll look for the money order, as soon as it comes in I will send you a bottle. If you change your mind within thirty days and decide you want to do the doctor's pricing, I can break it up for you. I could post date it for you, those are the only two ways that we can keep a credit card or we don't even have a credit card on you but, those are the only two ways that we can keep you on the promotional price...

PC: Well is...

GB: Are you...

PC: Well is that going to be on the, in the information that you are going to send me?

GB: It's on the, I'm going to send you all our information on the plankton, the liquid oxygen and the Garcinia that we have.

PC: Oh, OK.

GB: So this way you have an idea about what we got. You can break the twelve bottles in to all three, you can break it up and get all three if you want. You could get twelve bottles any way you want them.

PC: OK. Well...

GB: I would suggest how to do it 'cause of whatever conditions you have. I

know you have blood pressure so I would suggest taking two of the phyto plankton a day. It's a one capsule a day but Dr. Oz says you can take up to one to twelve a day as long its _____marine phytoplankton which it is. The kelp is not a binder. It helps to absorb the phytoplankton faster and it cuts down on that fishy smell.

PC: OK.

GB: Because the plankton grows under the ocean. If you decide within thirty days and I will have it in my notes in this, in this computer, if you decide within thirty days to call me and you want the twelve bottles at the doctor's pricing I will honor it.

PC: OK.

GB: In other words, I will take the five ninety-four ninety-five minus the one thirty-nine ninety-five, and whatever the difference is, of course you'll have to pay an extra for the shipping because we're shipping, it's shipped by weight and we send it priority mail so you will have to pay the difference in shipping but I will minus the one twenty-nine give you the five ninety-four minus that plus the extra shipping and you're still getting it for forty-seven forty-nine if you decide to change your mind by January 27th.

PC: OK and that will be in there right?

GB: The month. Well that won't be in there. It's in my notes in the computer...

PC: Oh, OK. For...

GB: If you call in and [NAME] [NAME], [NAME] calls in, we look you up, we see that ninety, you called in by January 27th. You get the, the doctor's pricing.

PC: OK that sounds good.

GB: OK? Fair enough?

PC: Very good. Thank you.

GB: OK. You have a great holiday...

PC: Thank you.

GB: New Years and call us if you have any questions. The eight, the toll free number should be a live person every time unless all numbers are lit up and then leave a number and I'll call you back if I don't reach you, you bet the next morning the first call I make is to you.

PC: OK.

GB: Or there is going to be a card in the welcome letter. It's my local number, try the local number to.

PC: Oh, OK.

GB: OK?

PC: OK.

GB: All right. Fair enough?

PC: Thank you Gerri, Gerri.

GB: You're welcome.

PC: OK.

GB: I, I, I just want you to feel like, I want you to know everything about it 'cause that's how I want to buy a product. I want to know everything about it before I buy it, I want to know how my credit card is going to be handled, you know the whole thing. 'Cause I treat you how I want to be treated.

PC: Exactly.

GB: OK?

PC: OK.

GB: You have a great, great day. Enjoy the product and looking forward to hearing from you.

PC: OK. Happy New Year.

GB: You too.

PC: Thanks.

GB: Bye, bye.

PC: Bye.