

5-10 Minute Reference Guide for Health Care Professionals

Note- You do not need to say all of the following- Please customize 30 minute call to guide you 712-432-1202 190216# Press # again for Ref

Preparation before the Call or Visit

Have 7 Reasons Pamphlet with you Code # 13911

Please visit the HP site

Does the Practice incorporate Wellness Programs already?

Are they carrying other brands of nutraceuticals?

Select Product Regimes to fit the Practices needs (See Back office)

Have product sheets available in case you are asked about ingredients

BE CONFIDENT! If you do not know the answer tell the HP you are not sure and you will get the answer ASAP!

Note- The following numbers presented after each bullet point represents the slide number from our NM PowerPoint Presentation

Start by Thanking the HP for taking the time out of their busy schedule to speak with you and let them know you will only take 5-10 min's to explain the program to see if it is a fit- You can then set another appointment to collect more data.

- **NutraMetrix** is a division of a 21 year old ½ Billion Dollar Corporation, the company has not had a negative growth quarter since its inception.

Please visit our website at www.nutrametrix.com (1, 2)

We customize Wellness Solutions for Health Care Professionals increasing revenue for the Practice. We are the first to offer this type of turn -Key solution.

This can act as a retirement plan for the HC Professional. (3)

- **We** offer category 1 CME credits and offer CE's for clinical nutrition education and provide ongoing support for you and your staff. (39)

Meeton.com - Facebook Groups -Video's and phone call Recordings

As we know-Doctors are struggling to make ends meet.

- Question ... Are you incorporating any wellness programs now?
- Are you patients asking for natural alternatives?
- Have you considered offering additional services in your existing Practice?
(4-5-13-14)

- **W**hat we have found by surveying our patients/clients that 70% of them are **already** purchasing supplements **SO** why let that cash revenue leave your office/facility? (LOST REVENUE FOR YOUR PRACTICE) (15)
- The Patient already trusts the HC Professional and would rather purchase a high quality nutraceuticals from your e-commerce enabled website rather than going to a GNC or CVS and getting a poor quality supplement. (16-17)
- **We** offer a customized web Portal with e-commerce capabilities so revenue has the ability to come in while the office is closed. (31-19-20)
- **We** have unique- science based customized nutritional programs and we are backed by 100% GMP ratings for Quality Control. (21-22)
- **We** have also found that many patients do not know what to take and are purchasing poor quality supplements. It is obvious that there is a lot junk science out there in the market today. (23)
- **Q**uestion? I'm sure you have heard of fish oils and the science behind them, correct? I'm sure you will also agree that most patients are deficient in Vitamin D?
- **Many** fish oils contain mercury. Our fish oils are mercury free and contain the highest amount of EPA and DHA on the market and priced competitively. Wouldn't you agree – as Health Care Professionals we should be responsible to supply or offer our patients with high quality standardized nutraceuticals.
- Patients are also becoming educated on Probiotics . We carry one of the best on the market offering a Liv Bac delivery system and have chewable for children.
- **We** also know that **70** Billion Americans take supplements and **40** %would prefer **NOT** to swallow pills. We have an exclusive line of supplements that are Isotonic-capable and offer high quality BIO – availability with no binders and fillers. (Great for bariatric patients) (25)
- We can actually customize formulas for individual's patients and have unique formulas made for the practice with your Name on the product. (26)
- **Note:** Our patented Isotonic-capable delivery system offers by far the best absorption available on the market today aside from injections or

intravenous methods. You can compare it to an IV Solution; the product is getting right into the blood stream. We know it's not what you eat but what you absorb. (You can mention our X-Ray)

- Our number one product is OPC-3 . We can send you a published double blind study published in the Angiology Report . Within a 2 month period 61 individuals with high risk factors had a 52% reduction in CRP levels

(C- Reactive Protein Levels. This product is an anti-inflammatory and known as one of the best anti-oxidants on the market Today. I would be glad to send you that study and also drop off a short booklet called Live Better, Longer by Dr. Passwater explaining all the research, science and benefits of OPC's

(You must establish the number according to the Practice)

- If we were to provide 100 patients with one or two supplements every month your practice could bring in an extra 25K per Year-
- 400 patients could bring in 6 figures- You can then do a proposal after collecting data
- We have an online analysis tool called the Nutraceutical (explain)
- **N**utrigenomics and genetic DNA testing are the new Buzz words. We see this on the news and many covers of publications. (27)
- **W**e offer a 21st century genetic test combined with a questionnaire, comprehensive report and customized supplements for each patient/client.(27)
- **TLS** Weight Loss Solutions is scientifically based and addresses the issue of body composition –it is designed to maintain muscle while losing weight as body fat. We have a simple system that customizes a plan for each individual.

TLS offers a website, journaling and on line classes that teach the patient How to read Labels and eat properly which results in long term Health. (28)

- **L**ast but not least we offer a highly qualified Nutraceutical Consultant (such as myself) to help intergrade, support and customize wellness solutions in your practice/facility and train your staff at no extra cost to you. We know how busy you are and we do not take away any time from your schedule. (30)

- In summery our job is to create loyalty to your patients and provide them with education and pharmaceutical grade supplements while adding an additional revenue stream to your practice. (32)
- When you are comfortable with the NM system we have a **referral program** that can create more ongoing income.
- The Costs are very minimal to set up your account (HP1) \$159.95 \$20.00 monthly fee to manage your account (36, 37,38)
- I would like to set up another appointment to go over more details and leave you with more information. I can also email you more information so you can look over the Program before we meet.
(Agree on Time Frame and who should be at this meeting with the HP)
- Note- Be sure you are clear with the HP that you are not bringing in Lunch for the entire office if your appointment is set for their lunch HR

Information

Go to your **Back office**-Downloads-Support Materials

Under **Category** select nutraMetrix

You will find **Patient hand Guide, Slide Presentations, Protocols** and everything you need for support.

Go to www.unfranchisetraining.com To access materials

Click here ... Then select **nutraMetrix** in the **Blue box**

Password is **professional consultant**

You will find a **Complete Library** to download folders of fantastic information

There will be several **Webinars** you can watch –Please visit the 15 minute appointment done by Lorin Sourebeck

If you are an **NC**- Search **Face Book** for **Official nutraMetrix NC Support Group** and request to be added to the group for ongoing training and support

If you are an **HP (REGISTERED)** with our business you can request to join under search ... **Official nutraMetrix Health Professional Support Group** for ongoing training and support

If you would like to request **webinars** done by Lorin Sourebeck usually on **Thursday evening** introducing the NM business from 9:15-10:15pm

Please email.. webinars@nutrametrix.com and they will auto response.