

“You know, I’m really skeptical about things like this, you know, if it sounds too good to be true...”

Well, <Firstname> I’m really glad you said that! It’s really a good thing to be skeptical. There are a lot of things out there that really don’t live up to what they’re described as. That’s why we have a 30 day empty bottle money back guarantee on all our products, and that applies to the \$9.95 start up cost.

That way you can let your body tell you whether this is real or not...

And it lets you try the business for 30 days and go to the conference calls and learn everything you need for your success... and if it’s not everything you expected it to be you can get your money back.

That makes sense doesn’t it?

If they are still skeptical continue with the following—

Well, <Firstname> I just have one question for you.

There’s really two types of skeptics.

One type is someone who is just negative about everything and just doesn’t believe anyone or anything no matter how much evidence or proof exists...

The other type is one who hears about something that’s great and then looks into it more closely to see if it’s worthwhile or not...

So which type do you believe that you are?

The second type...

Well, that’s good. So what kinds of things do you need to look at to help you understand what this is about?