

## WHAT YOU NEED TO SAY!

The following are simple conversations that you can have every day with anyone, at any time, especially when the subject of health comes up!

### Vemma® Approach

- “Hey, Amy, I know your health is important to you. What are you doing to supplement these days?”

OR, if you know of a health challenge she is having say, “If there was a natural way to help you with the symptoms of what you are dealing with, what would you say?”

- “The reason that I am asking is that I am curious— what are you doing to avoid and **prevent disease**?” If you are talking to a younger person, say, “What are you doing to reduce stress and increase energy?”
- “I have to tell you about an ‘**amazing nutritional discovery**’ called **Vemma!**”

Most will ask: “What’s **Vemma**?”

- “**The most complete liquid nutrition program that you can find anywhere**—you will not believe how **GREAT** this tastes—you have to taste it!”

**Take out a cold V2, shake it up, and open it for them and allow them to taste it!**

**Be certain that you have the Nature’s Miracle brochure or other product literature with you.**

**Important!**  
When you ask  
a question,  
be quiet  
and listen to  
the response!

### Verve Approach

- “Hey, Jackie, isn’t it crazy how stressed out and tired people are these days?”
- “What are you doing for yourself to reduce stress and increase energy?”
- “I have to tell you about an amazing energy discovery called **Verve!**”

Most will ask: “What’s **Verve**?”

- “**It’s the world’s healthiest energy drink** – you will not believe how great it tastes – you have to taste it!”

**Take out a chilled Verve, open it for them, and let them taste it!**

- “Jackie, I know you are going to **LOVE** what **Vemma** or **Verve** will do— if I give this **Vemma** or **Verve** to you today, will you **PROMISE ME** that you’ll take it everyday?”