

Product Show SCRIPT

Hello, my name is _____, and I have been a Market America Independent Distributor /UnFranchise Owner for _____months/years. I, personally, use Market America products daily, and have shared them with my customers with great success.

Market America's Mall without Walls neatly presents our umbrella concept of offering products and services people want. We build strong relationships with our best customers to identify their wants and needs, products and services. This information is gathered through our Preferred Customer Program, through online surveys, Internet shopping, Customer Manager Interaction, and our customer management software tools. This process is how products and services are added to our Mall without Walls or mass-customized for our own customers. In essence, we are your personal shopper.

We have so many great products to attract and service customers with, but this is just the beginning. It is the goal of Market America and our Customer Managers to be the complete one-stop shopping solution for our best customers. In addition to our Mall without Walls, we offer the Endless Shopping Experience. Enjoy shopping in over 1500 of our partner stores offering over a million products, all in the convenience of your home through your Market America Customer Manager's Web site. These include Target, Wal-Mart, Kohl's, Bass Pro Shops, Payless Shoe Source, Sony and even, yes...e-bay! We are the ultimate in high tech, and high touch. (Show a picture of the Web Portal page,)

Imagine, having a personal valet to help you shop online. Be sure to ask the person who invited you here for a free consultation or web-portal tour to show you how to shop the Internet through our Market America Endless Shopping Experience. Did you know that today, over 3 Billion Dollars was spent shopping on the internet? Did you get a percentage of that?...I did.

If you can visualize a mall...like the Mall of America...we have anchor stores. These are the stores that bring people to the mall, like Marshall Fields, Macy's, etc. They also have specialty shops that people shop while they are at the mall...stores like, Sunglass hut, Sam Goody or Claire's boutique. We are set up very much the same way, but you can shop from the comfort of your home via the internet and your

customer manager...no lines, no packed parking lots, no pushing and shoving. We learn what you want and need and bring it to you.

Market America has four outstanding anchor stores and several Specialty shops, Anchor stores being the Internet Store, Personal Care Store, Cosmetics and Health and Nutrition stores. Some examples of Specialty Stops are the Flower Store and the Gourmet Store, offering great tasting coffees and accessories. Market America also offers a Universal Access Long Distance Calling Plan featuring 3.5 cents per minute calling rate. We also offer unbeatable international rates, you can check out those prices by visiting your Customer Manager's Website.

One of our anchor stores is the Internet Store. Through the Internet Store, we offer the Web Center, a Web-based tool that enables our Distributors to become their own webmasters that can provide, in real time, small businesses with a virtual business presence on the Internet, complete with e-commerce at a very competitive price. These Web sites are totally customized for the small business entity.

One example of a "Specialty Shop" is The Environmental Store. This store offers AquaOne portable and home water filtration systems. If you enjoy drinking bottled water, then save money with AquaOne! You can either have a water filter or be a water filter...our skin is our largest organ and even shower water can leave toxins in our system such as Chlorine.

Within our Home & Garden Store, we have The Pet Store, featuring Pet-Health, which provides anti-oxidants to protect your furry friends' joints and cartilage when they get old. In addition, we have the Automotive Store. For most people, their cars are the second largest product purchase other than their home. The average person keeps their car five years, and what better way to protect this investment but with a space-aged engine treatment?

Market America offers Friction Free 3000 with patented micro-metal technology that lubricates and plates mechanical parts of all gas and diesel engines. This results in better engine performance and enhanced gas mileage (as much as one tank full per oil change). With gas prices on the rise..we can't afford not to use Friction Free. Friction Free also is offered in Multi-Stage Lubricant Spray. It outlasts similar products up to three times in effectiveness.

Next is Ecosolve 2000, a unique two-part cleaning system that effectively eliminates the stains of hydrocarbons (oil-based products). Ecosolve 2000 offers a stain remover, hand cleaner, drain cleaner, and laundry enhancer.

Another favorite store is our BioTech Store that features several products under the Global Care brand. These are home care products that do not contain any potentially harmful chemicals. They use enzymes to do the job. The product line includes stain and odor removers, pool and spa cleaners, lawn and plant products, and much more.

Finally, we have the SNAP line of home care. Household cleaning becomes a SNAP when you use SNAP's highly effective, concentrated, affordable and safe products. S-N-A-P could stand for "safe and natural for animals and people".

Now, we come to our Personal Care Store. More than ever, people are becoming aware of their appearance. First, there is Clearshield, the easy way to apply skin protectant that provides a defense against the harsh elements and chemicals of work and home. This store also offers a wide range of skin and hair care products. Enjoy the Royal Spa line of bath and body products. Skintelligence is a complete skin care system that is safe and effective for all skin types as well as gender friendly. Timeless Prescriptions is a line of exquisite skin care products proven to reduce fine lines and wrinkles, visibility of pores, acne, age spots and other blemishes. To further enhance the effectiveness of the Timeless Prescription line, we've got Pentaxyl...it's a more effective and affordable "botox in a bottle". Vitashield cellular defense treatments use liposome technology to transport the high-quality, active ingredients deep within your skin to produce great results.

Another anchor store is our Cosmetic Store. This store was Market America's way of introducing "mass-customization" to the end consumer. Mass Customization is at the core of our Motives Cosmetic line. Market America offers Custom Blended Foundations that won't wear off halfway through the day. They are color-matched to *your* individual skin tones. These custom color-matched foundations can be done in the privacy of your home and are so very affordable. We also offer beautiful, high-quality color cosmetics to

enhance your complexion and look. Through our Motives cosmetic brands, we offer over 200 different products and colors.

With the aging of the baby boomers, those individuals who are between the ages of 36 and 55, a huge demand has been created for anti-aging products. While every one of us will grow old by age, we do not have to grow old in appearance. Market America, in coordination with two very special anti-aging experts, Dr. Ronald Klatz and Dr. Robert Goldman, have created a line of very special products. These are scientifically proven products you can learn more about in books available through Market America. (Hold up a copy of the HGF Book, Sleep Book, Medical Menaces Book, and Stealth Book). Drs. Klatz and Goldman have helped us create our family of Prime Blends. These products release natural anti-aging hormones.

Our most popular mass-customized products include: customized nutrition formulas determined by an individual customer's needs through an online health questionnaire called the Nutri-Physical. In just a few minutes, an individual can take a free, online health analysis that asks questions on lifestyle and dietary intake and recommends either a Isotonix Custom Formula, made specifically for that person or what individual products would be most beneficial. Ranging from "Highly recommended" to "Beneficial". The choices seem endless as you walk through any store that offers vitamin and mineral supplements. (Show a Nutri-Physical printout and a Custom Isotonix Package). This is an example of a free Nutri-Physical printout that you can do from the privacy of your home.

Market America also offers a Nutri-Physical Gene SNP DNA Screening Analysis. This is a 75-page report on your personal DNA makeup and identifies variations or susceptibility to disease or health challenges in your future. This is a laser-like approach to custom nutrition and effective long-term dietary supplementation.

The weight is over...these days everyone is an expert when it comes to the best way to lose weight. If one fad diet doesn't work, there's a hundred more to try. Why waste time and money on unproven and unsafe fad diets? Wouldn't it be much safer and more efficient to use a weight management system based on scientific research than on the "trend-setting" type? If this makes sense to you, you'd like the Transitions weight management system. This line of products has been researched and implemented with the assistance

of Dr. Shari Lieberman and is based on sound nutrition encompassing a low-glycemic way of eating, exercise, stress reduction and customized supplementation. It's not just a diet...it's a plan for health and for life. This line also features snack bars and shakes as well as entrée meals to support this lifestyle.

One of my favorite products that I use and share with everyone is MochaTonix. This product is a fat-burning, energy-enhancing and brain boosting drink that tastes like chocolate....what is there *not* to like about the sound of that?

At this point, I'm going to share a video about our number one product, which is OPC-3. This is the most powerful anti-oxidant known to man. It is Isotonic. The advantage of Isotonix is that these supplements when mixed with the appropriate amount of water are PH balanced so that your stomach recognizes it as pre-digested and allows it to be distributed throughout the body within 5 to 15 minutes with 95 to 98% absorption. (Play first 10 minutes of "Quest for Health" video).

Now, I'm going to pass out a Health Survey for each of you to complete. This tool allows us to match you to a supplementation program that best fits you. As I continue, you'll be hearing most about our Isotonix line, this line offers a vast assortment of vitamins and minerals for adults and children, antioxidants, energy enhancement, and weight management products but we also have an awesome line of symptom specific products as well. We have Glucosatin for joint and bone health, Ultimate Aloe, Digestive Enzymes and Nutri-Clean for Colon, Digestive and Liver Maintenance. We have male and female hormone and prostate support, Heart Health and Complete Greens for those seven salads a day we're supposed to eat...and don't. We have Level 90 for blood sugar maintenance and Vita-Mind for memory enhancement.

At this point, I'm going to close and I'll be available for anyone with specific questions. There are three ways to buy....You can become a preferred customer tonight which entitles you to a \$5.00 discount immediately and you can take your order with you. If we don't have your product on hand, we can order it and have it direct-shipped to you within a week or you can ask us how you can be eligible to buy at wholesale.