

Scripts

Edifying Scripts for a meeting and you want to introduce your potential business partner:

1. There's "_____", it would be great for me to be able to introduce you to them. They are doing some great things. The company is looking at them to go all the way. They are following the system and really doing well. Let me see if they are available.

Edifying Script for a ND, ED.

2. This is a great opportunity, there's "_____". They have become one of the top leaders in the company. They have a national and possibly an international business. To be able to spend a minute with these type of people you always learn something. They have hundreds of people in their team. They are going all the way with the company and helping many people. They have actually developed many other people who are earning great income as well.

Edifying Script for PD and above.

3. There's "_____" they are one of the top people in the company. They earn over \$120,000 per annum and are helping other people do the same. Everyone wants to get to the level they have achieved. They have done it by following the simple system and they are showing us how to do it as well. It is very rare to get to meet people at their level and get their time. Lets see if we can have a very quick talk to them. They are amazing...

Reply Script:

Hi "say name", it is good to meet you. (FORM them a little – you do not have to spend a lot of time with the prospect as the associate should be looking to introduce them to another leader)

You are in good hands with "say associates name". They are really becoming exceptional leaders within the business. They are leading by example and following our training system to the letter. We are expecting big things from them.

The company is actually looking forward to recognizing them on stage very soon for the work they are doing and the leadership they are showing.

Well done "name of prospect", you have made a good decision on taking the time to come and see what we are doing. You are in very good hands.

Prospecting Scripts:

F.O.R.M.

Someone asks: "what do you do?"

1. We help people get established in business for themselves working from home, what do you do?
2. I am involved in Marketing and International Business Development
3. I am a Wellness Consultant and help people establish wellness plans through nutrition and diet

FORM first

4. **Warm Contact:** I have my business/job that I have always had. However we have been looking for a way to (*ie: long hours, make more money, hard on the body, tiring, downturn, security, looking for a bit more freedom*) We are establishing a new business in Marketing & Business Development, what about you, are you still doing (*start asking them questions again*)

OR

We have been looking for a way to (state something here, get out of debt, change careers, start your business etc) and so we have established a new business where we work with individuals who want to improve their health. We are interviewing at the moment for people interested in having their own business

(once you have found a hot button, health or finances and you have FORMed them. Then move into the handing out a CD, DVD, Website or brochure. Scripts you can use are:)

Name of person, I have to get moving but you know how you said that you (*repeat back to them their issue*) if there was a way that you could (*repeat back to them their issue family time, money, health et*) would you want to check it out?

If they say YES:

Great, have you heard of Glyconutrients?

NO:

Listen to this CD and I will grab it off you tomorrow. What is a good time? I am not sure but I think it may be a way for you to (*repeat their problem again*)

If they ask: What is on it?

Response: It is all about Glyconutrients and it is all on the CD. I think that the information on it could be beneficial to you. Can you listen to it by tomorrow?

Yes: Great what time do you want to catch up so I can get it back and answer any questions?

No: OK no worries, I will lend it to you when you are able to listen to it. *Do not give it to them and DO NOT try to explain it...*

Other Prospecting Scripts:

After FORM you find out that they have a need or want we can help with:

1. (name of prospect) you know how you said you are (repeat their needs and wants back to them) if there was a way that you could work for yourself and earn extra income, and that would enable you to (repeat their needs) would you want to check it out? If I give you some information would you be able to look at it with in the next 24 hours? They say yes: Great what time tomorrow is a good time for us to catch up for a coffee and I will answer any questions you may have?
2. Are you ambitious? – Have you heard of Glyconutrients? Can you listen to this CD by tomorrow? what is a good time for us to catch up?
3. (name of prospect) you know how you said (repeat their needs) our company is currently expanding and we are interviewing people with similar skills as you. I can not promise you anything but it may be a way for you to have a business of your own, be your own boss and earn a significant income. If it works out great it not that is OK as well, I just think it may be a way for you to (repeat their needs) If I give you some information would you be able to look at it with in the next 24 hours? They say yes: Great what time tomorrow is a good time for us to catch up for a coffee and I will answer any questions you may have?
4. Are you ambitious? (they say Yes go to script 6.)
5. If there was a way you could work for yourself, be your own boss and earn some extra income would you want to check it out? If I give you some information would you be able to look at it with in the next 24 hours? They say yes: Great what time tomorrow is a good time for us to catch up for a coffee and I will answer any questions you may have?
6. We are expanding our business and are looking for some new people. How would you like to capitalize on your skills? (list their skills – People person, Caring, Eye for detail, Ability to get things done) I can't promise you anything but it may be away for you to be your own boss and be rewarded for the skills you have and business you develop. If I give you some information would you be able to look at it with in the next 24 hours? They say yes: Great what time tomorrow is a good time for us to catch up for a coffee and I will answer any questions you may have?
7. Have you hear of Glyconutrients? If they say no – WOW you have to have a listen to this CD, it is HUGE and I think you will find it amazing. I will get it off you tomorrow, lets meet for coffee, whats a good time?

Wellness Prospecting Script:

F.O.R.M. first

1. (after FORM and you find a need) “name” if there was a way you could improve your sense of well being and possibly reduce the symptoms you have, would you want to check it out?
2. If they say yes: “if I give you this information would you be able to listen/look at it in the next 24 hours? If I give you some information would you be able to look at it with in the next 24 hours? They say yes: Great what time tomorrow is a good time for us to catch up for a coffee and I will answer any questions you may have?
3. I am working with a company that has made some very significant breakthroughs in the wellness industry. I believe that they may be able to help you. I can get you some information however if I get you this information would you commit going though it in the next 24 hours? If I give you some information would you be able to look at it with in the next 24 hours? They say yes: Great what time tomorrow is a good time for us to catch up for a coffee and I will answer any questions you may have?
4. How serious are you about improving your health situation? If they say very – If there was a way you could increase your sense of wellness and possibly decrease some of the symptoms would you want to check it out? If they say yes: If I give you some information would you be able to look at it with in the next 24 hours? They say yes: Great what time tomorrow is a good time for us to catch up for a coffee and I will answer any questions you may have?

Practicing Script:

1. (after you have FORMed them) You know how you said well I am getting established in my own business. I am just going though the training process at the moment so I cant guarantee you anything but I need someone to practice on. And if you would not mind helping me I will have my trainer on the phone as well and he could speak to you. So can you help me by allowing me to practice on you and there may be a way you could benefit too, but I can not promise you anything?

Great how are you tonight or tomorrow night? I will call you at:....

2. Hi
You know we have been trying to (get out of debt, go on a holiday or put the kids through a better school) well we have decided the best way for us to do this is to go into business for ourselves. We are about to start an advertising program but before we do I was hoping to practice on you. Hey and who knows you may even want to be a customer (smile and have a joke). Do you think you could have a look at our website and I will call you back and treat you like a potential customer but I really need you to have had a good look through the products. Would that be OK? I could really use your help.

Great, What time would best suit you? It will *ONLY* take 15 – 20 minutes for you to go through the information and I want to look good in front of my Training Manager (your upline/Support Line) so can you make sure you look at the information before (say the time)

3. Hi

I could really use your help. You see I have wanted to have my own business now for a while especially with the way the economy is and so I have taken the leap but before I begin marketing I was hoping I could practice on you, you see it does not matter if I make mistakes with someone I trust. You will be a little more forgiving than real potential customers. In saying that though you may like what you see when it comes to my products, and if so, I am not going to stop you from becoming one of my customers (smile when you are saying this) but the main thing I am looking for is someone to practice on. Do you think you could help me out with this?

Great! What is a good time for you? I will need you for about 30 minutes.

(Set the time for the call or meeting. If you are going to have your support line there to help you then tell the person you are practicing on that your sales manager is going to be there with you showing you the ropes)

4. Hi

I was hoping you would be able to help me with something. I have been looking for a way to *(get out of debt, have more time, have more money to go on a holiday ...choose one)* and I think I have found something. I have wanted to have my own business now for a while and I have found one that I am pretty excited about but before I start my marketing program I need to practice on someone and I was hoping I would be able to practice on you. You would really be helping me out.

Would that be OK? *(they say yes)*

Great, I will have my Sales Trainer with me as part of the program. I really want to impress them, so can I count on you to be there *(or)* show up as I don't want to make a fool of myself?

Great...How does *(say a time)* look for you?

Leaders Practice Script Intro: This is the script you use as the leader to the new associates prospect and the call or interview has been set up as a practice meeting

Hi _____, thank you for allowing (new associates name) to practice on you. (Then FORM the person being practiced).

Ask questions like: How did you and (associates name) meet?

How long have you known each other?

Do you live close by?

What do you do for a living? (if full time parent) ask what did you do before you were a fulltime mum/dad?

What did you like about it?

What don't/didn't you like about it?

What do you do for fun?

Do you get to do that as often as you would like?

(If they say No ask) Why?

Well thanks again for allowing (associates name) to practice on you. It really does show how good a friend you are and I can see why (associates name) speaks so highly of you. We are expecting big things for (associates name). She is already going through our 30 day training program and showing amazing results. We are hoping to be able to recognize them on a national level some time in the next 12 months.

They are doing extremely well.

_____ (prospect's name) believe it or not I just showed (associates name) her first part of the lesson. I was showing them how to speak to people and get to know a little about them.

So what are going to do now is go through our presentation and (associates name) can see how to do that as well.

If sending to a website:

(prospects name) we are going to need you to look at a website. Pretend you were a potential customer or potential business partner that we are interviewing.

It will only take you 15 minutes but we really need you to go through it so we can practice and ask you specific questions, is that OK?

If they say YES: That's great, what we find (prospects name) is that some times the people we are practicing on like the products they are seeing so much that want to become a customer and still others like the idea of having their own business just like (associates name). If that is you at the end you can let us know.

So that website address is:www.....

Are you able to be on the phone and on the internet at the same time?

(If Yes) Great just so we can make sure you have no problems getting onto the internet can you go to your computer now and type in this address? (Then once they have done this give them the address and make sure they can see and hear the information)

Great we will give you a call back in about 30 minutes is that OK?

If doing a one on one Presentation:

So what we are going to do now is take you through our presentation of both products and business. This would happen generally after we have interviewed the potential customer or business partner. We just need to treat you as if you were a real potential customer or potential business partner.

It will only take you 20 minutes but we really to go through it so we can practice and ask you specific questions, is that OK?

If they say YES: That's great, what we find (prospects name) is that some times the people we are practicing on like the products they are seeing so much that want to become a customer and still others like the idea of having their own business just like (associates name). If that is you at the end you can let us know.

If you are using the 3 meeting plan where you are training the new associate add the bottom scripts for what ever meeting you are up to:

Meeting 1. (prospects name) this is really exciting because it is (associates name) first presentation, so all they are going to do is sit here, watch how I do it and take copious amounts of notes.

Meeting 2. (prospects name) this is really exciting because (associates name) is going to do the first half and then I will take over for the second half.

Meeting 3. (prospects name) this is very exciting as it is (associates name) third presentation so they will be doing the whole presentation and I am just here to offer any support.

Closing Script for Customer - say this at the end of the presentation as a "Wrap Up":

“You have a few options:

1. Pay full retail and buy direct from me. I will need to add two lots of shipping though.
2. I can help you get it direct from the company; this is what I prefer and allows you to have a free customer account. You save around 13% off retail
3. If you are serious about establishing a wellness plan then we recommend that you work out which products you would like regularly every month. I take “.....” this allows you to save around 20% off retail and you can also change the order when ever you want or need.
4. Some people immediately think of people they know that could benefit from these products. Who are you thinking of?
 - a. We have a referral program that allows you to be rewarded for helping people establish their own wellness plans. We will help them and you will receive up to 20% of what they order depending on what they decide to do. To participate in this program you get the opportunity to purchase one of these value packs. \$225, \$510 & \$1375 which is what I showed in the presentation
5. So what did you like about what you just saw?
6. Tell me more about that?
7. Have you ever been on a wellness program before?
8. What results are you hoping to achieve by establishing a plan for yourself?
9. Doing what you are currently doing, what results will you end up with?
10. Where do you see yourself getting started? Retail, account, referrer or business developer?

Closing Script Product:

1. What did you like about what you just saw?
2. Tell me more about that?
3. Do you want to make a little or a lot? (if they say only interested in the products then ask the following questions)
4. What have you tried in the past?
5. How did that work for you?
6. Doing what you are currently doing how does your future look on your health front?
7. Where do you see yourself getting started – Retail, 13% discount, 20% discount or 25% discount off retail?

Closing Script Business:

1. What did you like about what you just saw?
2. Tell me more about that?
3. Do you want to make a little or a lot?
4. What for?
5. Doing what you are currently doing how long will it take you to be able to (list their needs and desires)
6. So where do you see yourself getting started. At the bottom working slowly towards those goals or at the top position that enables you to earn 10 times the amount in half the time

How to introduce someone on a 3 way call or any type of meeting:

3 Way call/In home/Two on one Presentation:

New Associates Script for Introducing support line:

(prospects name) this is *(associates name being introduced)*, they are one of the top leaders in the company. They are not only a leader that I respect and a person of great integrity but someone I like to call a friend. They are helping me build not just a local but national and international business. Our company has a great deal of respect for them and for the things they are doing. *(list any achievements and trips they have earned here)* They are very busy as their business is growing, so to get their time is very special. So I am just going to hand it all over to them and they will be able to answer any questions you may have and also help me at the same time. Thanks again *(associates name)* for helping me and I will just be here with a notepad and pen.

Support Line Script back to the New Associate:

You are welcome *(name of associate)*, it is my pleasure and it is exciting to see the things you are doing and the people you are helping. I know it won't be long and you will have that international business that most people only dream of.

(potential partners name) how do you know *(new associate)*...then FORM them a little just to build rapport.

(ask) what do you know about Mannatech and our products at the moment?

Introducing someone to a large group of people:

Welcome everyone. It is my great pleasure to introduce our speaker tonight. They are an inspiration to many people and are achieving many things within our company. They are or quickly becoming (chose which best suits the person) one of this companies top people with a business that continues to grow exponentially.

They have (list their achievements – incentives won, leadership level, leaders developed, places spoken etc)

They (are married and have ? children)

To have them here is a great honor. Let me introduce (speakers name)

Retail Script – Skin Care.

SMILE WHEN YOUR ON THE PHONE –

Hi There. This is "YOUR NAME". You requested information about our Optimal Skin Care program via _____
Okay, great, all I need to do is ask you a couple of simple questions to figure out which program to direct you to.

1. First of all, What area of your skin are you looking to improve?
2. What type of skin care programs have you tried in the past?
3. How do you feel these worked for you?
4. We have been so busy with our promotion that we are having to do phone interviews to figure out who is really serious about getting results, because there is a lot of work on our part to help you get the results you are looking for. It's not just you going on another skin care program. This is 100% guaranteed to work for you. So we need clients that are absolutely serious about improving their skin and getting results. So how serious are you about getting the results you are looking for?
5. What is the main reason you have for wanting to improve your skin?

Okay, great! Let me explain exactly how that skin care Program works, because it's an extremely effective. Basically it is the world's first:

1. Preservative Free
2. Fragrance Free
3. Colourant Free
4. Non – comedogenic (will not cause or aggravate acne)
5. Allergy Tested

Skin care range. Results so far include:

1. 100% improvement in hydration (stops your skin drying out and looking old)
2. 32% improvement in lines and wrinkles
3. 24% improvement in skin firmness and resiliency
4. 31% improvement in skin tone
5. 73% improvement in skin tone

These results are nothing short of extra ordinary.(say with emphasis)

The product range includes:

1. Cleansing Oil – amazing non drying make up remover.
2. Face Cleansing cream – women and men love this product as a cleansing scrub. Men also use this as a Shaving cream
3. Skin Lotion – dramatically tightens pores ready for make up.
4. Serum – this product has been labeled liquid gold. It is the lightest moisturizer you will ever use. You can use it morning and night to revitalize dry skin.
5. Skin Cream – An amazing moisturizer that is a firm foundation for make up. It will give you healthy glow all day

6. Eye Cream – Not one woman lets go of this product. Once you start to use it you will never go back. Get rid of those fine lines around your eyes and dark circles are gone.
7. After Shave – Hide this from your husband. You will love it on your legs when you shave or get dry skin. Your husband will steel it off you if he tries it just once. Your skin becomes so smooth and works as a fantastic soothing balm for him and her. Brilliant for sun burn.

So it does not matter whether you are young or old, this skin care range works for everyone and for all skin care types.

Remember those results, improve the hydration of your skin and don't put chemicals on your face any more.

What happened for me when I started using Mannatechs Optimal Skin Care range was...

But I've got to tell you something about one of my clients (testimonial)

So the neat thing about the Mannatech Optimal Skin Care Program is that it is tested and proven to work with none of the concerns about putting harsh chemical laden products on your face that do more harm than good. These products are so good the company offers a 100% satisfaction guarantee for a six month period!

Right now we are running a special promotion. We will give you free consultation to make sure you are using it right and getting the results you want. That's all done by phone for your convenience. It will include using a Results Diary/Journal where we get to monitor results for you and see if anything needs to be added or changed.

The second thing is we will waive the normal \$20 registration fee.

The third thing we will give you up to 20% off retail as part of the promotion

You can get the products individually if you like however, we have put together some value packs:

1. **Our first value pack consists of:** Cleansing Cream, Serum, Toner, Eye Cream & a 5 piece travel pack valued at \$431.50 retail for only \$295 including postage and handling. That is a saving of \$136.50
2. **Our second Value pack is amazing.** You get all the products: Cleansing Cream, Serum, Toner, Eye Cream, Skin Cream, Cleansing Oil & Body Lotion plus we give you two of the most powerful nutritional products on the market today. Plus for hormonal support & the worlds first 100% plant derived Vitamin & mineral. All this is valued at \$714 for only \$510. That is a saving of \$196

Both of these packages also establish you as a premium customer and give you access to wholesale prices which get as low as 25% off retail

And fourth when you decide to use these products and use one of our nutritional supplements each month we will give you a FREE bottle of product valued at around \$60. Most of our clients understand that to get the best results on the outside you need to be looking after the inside as well. So they use our Anti Oxidant or Vitamin & Mineral product each month or both.

This nutritional program is very inexpensive at \$2.38 per day for one month's supply. (less than a cup of coffee)

With your first monthly order of our supplements we will also give you 1 x Bottle of PLUS for FREE valued at \$63

Which option do you think best suits you, please remember we highly recommend that you should be looking after your insides and well as your outside.

Option 1. Build up your skin care range over time and order some products now and the rest over the next month or two?

Option 2. Get the first value pack for \$295

Option 3. Really get serious with your skin and your health. Purchase the Main pack and get the Phytomatrix each month? This pack allows you to get results faster.

Congratulations welcome on board. So let's get you moving towards getting the results you are looking for faster. So what address would you like your products shipped to? What name would you like the account to be set up in? What is your date of birth? What credit card would you like to use?

(Please note: Try and encourage them to have an auto order of phytomatrix or AO. These are the easiest to explain and have anti aging properties. If they only want the skin care though, that is OK. Make sure you look after the client though as over time they will more then likely ask for the nutritional supplements as well.

Set up a time for you to call back with: Account number & to go through the products when they arrive. You want to make sure they are taking them and they know HOW to take them.

A lot of customers will not take or use the products until you remind them and it becomes part of their daily habit. You need to train your customers. Follow up is the MOST IMPORTANT component of a customer program.

Follow up weekly for first month, Then monthly thereafter.

Send a postcard to those that get started and any that were a good prospect.)

Retail Script - Sports Performance.

SMILE WHEN YOUR ON THE PHONE –

Hi There. This is "YOUR NAME". You requested information about our Sports Performance program via _____
Okay, great, all I need to do is ask you a couple of simple questions to figure out which program to direct you to.

1. First of all, What area of you health/sports performance/skin (chose one depending on what they have said) are you wanting to improve?
2. What type of supplements or programs have you tried in the past?
3. How do you feel these worked for you?
4. We have been so busy with our promotion that we are having to do phone interviews to figure out who is really serious about getting results, because there is a lot of work on our part to help you get the results you are looking for. It's not just you going on another fad supplement. This is 100% guaranteed to work for you. So we need clients that are absolutely serious about improving their health and getting results. So how serious are you about getting the results you are looking for?
5. What is the main reason you have for wanting to improve your health?

Okay, great! Let me explain exactly how that _____ wellness Program works, because it's an extremely effective wellness program. Basically there are 3 items that are nutritional supplements that are targeted for specific areas of the body, like;

- * To help your body burn fat more efficiently
- * To help you increase your endurance & strength
- * To help increase the amount of Oxygen you get to your blood so you don't fatigue too early
- * To help reduce cravings
- * To reduce Lactic Acid Build up
- * To increase recovery time so you can train again sooner

So even if you are relatively healthy you will find that these products will help you perform better and give you more energy with out the sugar rush of a normal sports drink that actually causes your body to put on fat because they are "High GI".

What happened for me when I started taking them was...

But I've got to tell you something about one of my clients (testimonial)

So the neat thing about the Sports Program is it is tested and proven to work with none of the concerns about putting on weight from sugar loaded drinks or worrying about taking illegal drugs that do more harm then good, These products are so good the company offers 100% satisfaction guarantee for a six month period!

Right now we are running a special promotion. We will give you free consultation to make sure you are using it right and getting the results you want. That's all done by phone for your convenience. It will include using a Results Diary/Journal where we get to monitor results for you and see if anything needs to be added or changed.

The second thing is we will waive the normal \$20 registration fee.

The third thing we will give you up to 20% off retail as part of the promotion

And fourth when you decide to take these products each month you get a FREE bottle of product valued at around \$60.

This program is very at \$4.15 per day for one month's supply. (as much as a cup of coffee)

This includes 1 x tub of Empact that you put in your water bottle before you work out. You get 24 serves. 1 x Phytomatrix which is the worlds best Multi Vitamin and Mineral. It is the only one that you actually absorb EVERYTHING you need instead of it going down the toilet & for your first order you will get 1 x Bottle of Sport for FREE valued at \$52 for recovery.

So let's get you moving towards getting the results you are looking for faster. So what address would you like your products shipped to? What name would you like the account to be set up in? What is your date of birth? What credit card would you like to use?

(Also set up a time for you to call back with: Account number & to go through the products when they arrive. You want to make sure they are taking them and they know HOW to take them.

A lot of customers will not take the products until you remind them and it becomes part of their daily habit. You need to train your customers. Follow up is the MOST IMPORTANT component of a customer program.

*Follow up weekly for first month
Then monthly thereafter.*

Send a postcard to those that get started and any that were a good prospect.)

Product Explanation

Below you are going to find some scripts that you can use when describing the Mannatech Products. All the explanations work as they are used by some of the top people in the company.

Say things like: “This one product everyone is raving about and is becoming one of our top sellers...”

Ambrotose:

Ambrotose is the worlds most powerful Glycoconrient product. It is a product that is required by every cell in your body, ever body on the planet and we are the only supplier. Scientists are calling it the missing link in nutrition. It allows your cells to communicate things like: Feed, support, cleanse & regulate.

These nutrients coat our DNA, they are how the sperm recognizes the egg, they are the difference between A, B & O blood types.

They are the most important nutrient in todays diet and we don't get them any more.

Phytomatrix:

“We have the worlds' first, plant derived, 100% soluble Vitamin & Mineral. Nearly all other vitamin and mineral products have a synthetic component, and the minerals are just ground up rocks. When you take a vitamin & mineral in that form you only absorb 2- 5% and the rest get flushed down the toilet, making it very expensive.

Because Phytomatrix comes from plants your body is able to recognize the nutrients and absorb them.

This product is the latest in cutting edge nutritional science and is quickly becoming one of the worlds biggest sellers, Everyone wants this product...”

AO:

“This is the worlds best Anti Oxidant. It will increase your protection from Free Radical Scavengers by almost 37%, that is HUGE. Imagine increasing your cell protection by 37%, Free Radical Scavengers are the bad guys in your body that attack your cells and are linked to heart disease, cancer, stroke etc.

PLUS:

“Plus works on your endocrine or hormonal system. It helps your body produce DHEA which is then converted into whatever hormones your body requires at the time.

It is not a hormone itself and it is not a stimulator of hormones it is a modulator. So your body produces what it needs and does not produce what it does not need.

This is a brilliant product for: that time of the month, change of life, stress, sex drive & mental alertness”

Gi Pro:

“30% of your bodies immune system is in your gut. When you have bad diet, alcohol, drugs, medication, stress etc your “gut Flora” die and need to be replaced. 1 of these tablets are equivalent to 20 bottles of Yukkult.

Your Gut is your first line of defense for your immune system and needs to be looked after”

Mannabears:

Mannabears are fantastic. Kids love them and so do adults. They have 10 different fruits and vegetables in them and four are equivalent to having 2 ½ pounds of vine ripened fruit and Vegetables. They are great as a snack or healthy reward that your kids will actually like.

Empact:

“Empact increases the oxygen up take in your blood by about 15.5% WHICH IS HUGE. Outperforming sugar laden drinks like powerade etc.

It reduces lactic acid build up and fatigue allowing you to train harder for longer. Empact is the only Low GI sports drink on the market that we know of and is being taken by Olympic athletes from around the world.”

Sport:

“Sport aids in the recovery process, so when you have had a hard session exercising or even in the garden it will relieve sore muscles & joints. This is fantastic product used by athletes and even the weekend gardener”

Manna C:

“Manna C is fantastic for Hay Fever, Colds, Flu, Allergies. It is a natural Anti Histamine.”

Skin Care:

“We have the worlds first water based, no preservative, no chemical skin care range. You see chemicals and preservatives actually cause damage to your skin making you age quicker. Mannatech’s optimal Skin Care range actually increases hydration to your skin so you don’t dry out and get more wrinkles. It also increases your radiance and appearance.

This skin care range has been labeled the holy grail of skin care.”