

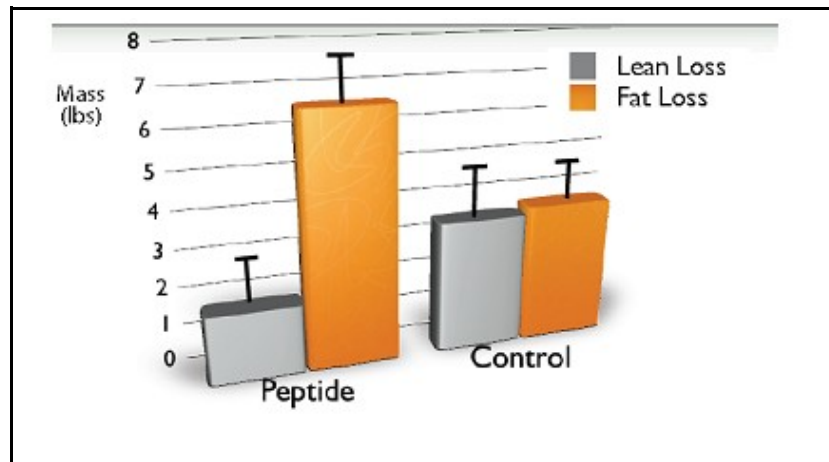
Dr. Nugent: OsoLean Conference Call

4 Main Mechanisms – OsoLean Can Help

1. Peptides can help you put on new muscle
2. Peptides that can help the really tough cases, lose body fat
3. Peptides that help you feel satisfied and help to control your appetite
4. Peptides that can regulate a hormone that helps you convert fat into energy

These are all simple plain words that you can all say to anybody, very very simple. So don't get fogged down with all the other stuff, just keep it simple.

This is just one of the many charts from the double-blind placebo control studies. Now I have said 'fat loss' repeatedly today and I will continue saying it because it is not about weight loss. Here's what happens in the average weight loss program, whether it is "caloric reduction" or "low-fat". What happens in general is that about 50% of every pound that you lose is muscle; losing muscle is a bad thing. That is not what you want to do.



In the study where we gave them the OsoLean peptide powder, **more than double the amount of fat was lost per pound**, in the group that received the OsoLean. More than twice as much fat per pound was lost, almost the same amount of pounds were lost in both groups. But the group that used the peptide technology lost twice as much fat, and losing fat is what counts not losing weight. This is one of the charts that show that the number of pounds lost is not really exciting, but the number of fat lost is really exciting. **The way you measure fat loss is by inches not by pounds.**

Muscle vs. Fat

Let's take a look at why it's important to have muscle in your body. Some of you may have heard that muscle is like a fat burning factory. It actually is, the more muscle you have the more you have to eat in terms of calories to maintain your weight. Here is a perfect example, we have two individuals who weigh 220 pounds, this is a body builder 11 pounds of his 220 pound are fat so he is about 5% fat. The other is a couch potato and about 30% of his body is fat. Now before I lost my weight five years ago, I was 36% body fat, absolutely shameful. My body wants to be fat really bad so I can identify with a few of my friends who have been fighting the battle of the bulge for a long time.

Look at the amount of calories; if the couch potato goes above 1800 calories he gains weight in the form of fat not muscle. If the body builder doesn't eat at least 540 calories more he can't maintain his weight, he actually loses weight. **The more muscle you have the easier it is to maintain lean after you have reached your goal.** Have you heard that majority of people who go on a low fat or low calorie diet, after they go to their old habits again, they gain back 25% more weight than they lost. And what they gain back isn't muscle, its fat.

Muscle weighs approximately three times more than fat per inch. This is how I could lose ten inches off my waist and gain 11 pounds because I put on muscle as I was losing the fat.

Changes in Lifestyle – Glycemic Index

We want you to **change your lifestyle**, and some people will say that I am saying it because I have to legally. No, I am saying it because I am dedicated to making people's lives better and I have been all my life. You should be eating the right foods anyway, and I can say that until I'm blue in the face and some of you aren't going to do it anyway. I want you to eat a low glycemic diet, it is not tough and you won't feel deprived. You go through about 2 weeks of withdrawals like smokers. After those two weeks you will be like someone who never smoked and can't stand even the smell of smoke. You stop eating trash and then you won't want it anymore. **It is also not avoiding carbohydrates; it's choosing the right foods which are right on the glycemic index.** We want you to have an **exercise program** which fits your personal lifestyle. Every January first, tens of millions of Americans make their new year's resolutions as they get over their hangovers and rush out and buy gym memberships. The average American uses those gym memberships for 2.3 weeks. They hit the gym like maniacs, they think that if they work really hard the weight will come off faster and they do it too

hard for their level of fitness and their body can't handle it. They are so sore that they can't seem to 'bounce back'.

BounceBack

By the way we have this new product called BounceBack, as you increase your activity level you will want to take 2 BounceBack capsules every day on an empty stomach, which means 45 minutes before food or 2 hours after a meal.

I was just in New Zealand and a number of people approached me and an entire downline was taking OsoLean and BounceBack the wrong way. They said they couldn't figure out why they weren't getting results, they were taking OsoLean and BounceBack together every morning. BounceBack is a proteolytic enzyme and protease enzyme with some other goodies in it; they are enzymes that eat protein like peptides. So **they are taking their BounceBack which is eating their OsoLean** and they get zero results from either product, so there is a reason why we tell you to take things a certain way.

How to take BounceBack and OsoLean

There is a study in which there are 137 people 82 completed, what happened to the rest? They didn't have the correct information, they had open label which said that for best results they should take it 20 minutes before eating. There were fifty some odd people that said they couldn't remember to do that so they quit. The only mechanism that you will miss is this one, help with appetite control. If you forget to take it 20 minutes before a meal, take it, you will still get benefits 2, 3 and 4, which are huge benefits.

In fact let's think about this for a moment, products are sold that do only this and they sell well. If you could buy a nutritional product that would inhibit angiotension converting enzyme, people would buy this product all by itself. There are pharmaceutical drugs that sell very well that do just that. People buy products all the time that they think will help them burn fat. Think about **OsoLean, you have four products in one, this is a tremendous value.**

Keep a food diary at least for the first month because you have no idea what you are eating because food is too easy to get. Our ancestors didn't have the refrigerator a few feet away from the couch and drive-up windows. So what you have to do is keep daily food diary so that you know what you are doing. For you associates, make sure you tell your new people about the food diary. It is very very important, because **if they succeed and see those results continuously**

you are a hero and they will keep using our products. If they fail you are a bad guy. With this technology there is no reason for them to fail; you simply have to give them the right instructions. So the first thing is that they keep a food diary, if they are not making the progress that they think they should be making because they saw the commercial that says that can lose 5 pounds a day you can talk with them about what they are eating.

Here's an example of glycemic index, if you were to consume a thousand pounds from broccoli and chocolate cake, the effect on your body would be very different. It would differ in your insulin response and other issues. So you will be asked in this program to reduce your calories and I am going to show you just how easy that can be. We don't want to think of this as a low cal diet, I want you to choose the right foods with glycemic indexing. In January their will be new kits.

I gave an example in Australia of how sizes are different in America, when I told them some of the sizes they said no one was that size there. So using US dress sizes I'll give this example, ladies if you are a size 22 and you go down to a size 12 but in the process you gain 10 pounds, is that ok? Absolutely! You have gained muscle and reduced fat, it is easier for you to maintain your weight so it lasts and you are not doing the yo-yo thing. This is why mechanism number one, that helps your body synthesize protein, and muscle is protein, which is an important mechanism in this product.

GlycoSlim

We are going to talk about using the GlycoSlim drink. The GlycoSlim drink is a meal replacement, which means it has all of the nutrition that your body requires. It is one third of your daily requirements of nutrition in one drink. The drink tastes fabulous! It is super healthy for you and only has 140 calories. If you follow the US guidelines for diet you should be eating a 2,000 calorie a day diet, but most people are not. In fact when I was in Australia I was keeping track of the food they eat. They eat the same foods we eat for breakfast and they were eating around 1400 calories for breakfast. They pile on the bread and pancakes and all the other stuff that is really high on the glycemic index. If they were to take the replacement drink at a cost of 140 calories they would save a whole lot of calories.

Now in our double-blind placebo study and our open-label study we asked everybody to reduce their intake by only a tiny amount of 500 calories a day. By the average American diet that is barely touching it, but you will be amazed at

what results you will get. Now you mix your OsoLean powder into your GlycoLean drink it tastes great, you'll get great nutrition. You can mix your OsoLean in whatever you want. This is a great way to start your day, and before dinner you can mix it in whatever you want. Every time I take my OsoLean powder it works to reduce my appetite.

AO

I also recommend our product called AO our antioxidant. Fat cells attract toxins. In fact the majority of the toxins are in fat cells, when you convert the fat cells into energy you release what is in the fat cell. In fact many people plateau and stop losing body fat when they have more toxins released from the fat cells than they have antioxidants to even attempt to cope with. The brain then says I'm not going to let you burn more fat because you're putting too much toxin in my body. Now you have been storing toxin in your body fat since before you were born and there is a lot of stuff in some of us so I recommend that everyone take one AO capsule in the morning and one in the afternoon everyday. In my opinion AO is the best antioxidant product in the world, and I am saying that because it was acknowledged by the gold standard for testing antioxidants, that is, a blood test. After four years of clinical study we did a human clinical trial and the results were phenomenal. People say that I say this because the company pays me to say it. Let me tell you the company doesn't pay me enough to lie to you, and they can't pay me enough.

I was at the anti-aging conference with a bunch of vendors. There was a vendor there that said 'our antioxidant product is the best and I will well you why', and I asked if they tested it in human blood and he said "no" but they didn't have to do that because they had this study and that study. I said to the group of 300 medical doctors that if they could find an antioxidant better than ours, I would endorse theirs because they are not going to find a better than this.

Cardio Balance

Cardio Balance is my favorite one, if you have a heart you should take this. Cardio balance has a lot of very good stuff in it for heart health. One of the problems we have now is trying to keep our blood fats, triglycerides and cholesterol, in normal healthy ranges. Now, cholesterol is made up of 70% triglycerides, the stuff that hangs on our body that we call fat. So if you have something that can help maintain normal levels of triglycerides, then that could help you especially if you hit a plateau or you have a really tough case.

BounceBack

BounceBack is here to help you “bounce back” from your increased daily activity, and I say daily activity because if you think of it in terms of exercise you will talk yourself out of it, but if you think about activity, the word activity sounds fun. Riding your bicycle is an activity, playing tennis, bowling is an activity. You don't have to go to the gym and become Mr. or Ms. Universe, you simply have to increase your activity level to a level that suits you. BounceBack will help you continue with this level of activity.

You will need more energy to continue this activity level and that is also a problem. In studies with enzymes, they showed results that had increased stamina and oxygenation and with BounceBack it helps you to burn calories as well.

Lactose Intolerance

The first point that has come up to me many times is lactose intolerance. The majority of people that think are allergic to milk **are really not allergic to milk. They simply don't produce enough lactase enzyme to break down the lactose sugar in the milk.** That is really simple, you can buy lactase enzyme, I use it myself when I travel because I am lactose intolerant. I also use GI Zyme because when I formulated GY Zyme I put lactase in it to help you break down dairy. **Only 3% by weight of this is actually lactose,** so when you have your 12.2 mg serving only .336 mg or one third of one mg is lactose. **Lactose intolerance reactions to lactose begin at over 25 mg as opposed to one third of one mg.** Now there is another protein in this that is called lacto globulin, but some people are sensitive to that protein and if they are then they cannot use this product, but the number of people that will fall into that category are miniscule, there are so few you will probably never run into one of them.

Real Allergies

Most people who are allergic to milk are allergic to casin, casin makes up 80-90% of all the protein in milk and cheese. **All the casin has been removed** through reverse osmosis, ultra filtration and micro filtration. So if they are allergic to casin it is not an issue because it has no casin. **The majority of true allergies are to casin.**

Calcium

Another benefit, I mentioned earlier about the 450 mg of calcium in a real food form, not from a rock, but calcium from the whey along with 51.24 mg of magnesium. There was a double-blind placebo control study done with human

volunteers with calcium, the idea of the study was to find out how much calcium does a woman absorb when she takes her woman's bone supplement. Well the recommendation of what a post-menopausal woman should take is 1200 mg per day. The majority of these products are made with calcium carbonate; calcium carbonate is elemental calcium in its most elemental form. It has been pulverized into such small particles that you can absorb some of it. Doctors don't know why they are giving women 1200 mg. One group is given 1200 mg of calcium carbonate, another group is given calcium citrate, calcium citrate is calcium carbonate but they have used citric acid to make it a little more absorbable. This does work a little bit more. Then they draw their blood and what they find out is that the women that take the calcium carbonate absorb 48 mg of the 1200 because digesting rocks is kind of hard. The group that takes the calcium citrate absorbs 72 mg of the 1200. Where does the calcium go; it can't be a good thing all that calcium that you can't absorb. So they are getting food levels of calcium as if they had eaten a meal that contained calcium like broccoli, brussel sprouts and animal protein. Muscles (animal protein) have calcium because without calcium they can't move. If you can have **food form calcium** in your two servings of OsoLean powder, 450 mg, this is a great benefit.

Launching in Japan

I am very excited about this product. When I did the launch in Japan they had 1800 containers. Overweight people in Japan have now become an issue because they are now eating our food. The one thing with Japan is that Japanese women are very concerned about their figures. They took orders right there in the room and they sold 1600 cans before I even left the room.

Recruiting

The idea is that the easiest way for you to recruit is **FAT LOSS; it's about inches not about pounds**. Have your people measure their inches once per week not every day. Measure the neck, shoulders, arms, and waist and so on. **Your body will decide where you lose the fat, not you**. Eventually it will all go but it will be on its on time. As long as they see success they will continue, educate them correctly.

There are 20 health issues related to being overweight. This is the single biggest problem. With this technology that only belongs to Mannatech, the combination of peptides, you can help people all over the world understand that **the amount**

of fat in your body affects your health. It's not just about how you look it's about feeling good.

When I started with Mannatech I was 'prosperous', now I lost 10 inches off my waist and gained 11 pounds. What I am talking about is **being firm and lean**; it's about inches not about pounds. This product, more than any other product that I have seen in my career of 30 years, is the best technology. You Mannatech associates are the only ones that can sell this exclusive product, if you can't all get to Platinum with this product you need to take more Ambrotose to help with your cognitive functions.