

## Script for Scheduling Patients at Weight Loss Seminar:

We are offering an amazing seminar that reveals some breakthrough discoveries in weight loss.

We'll be teaching you how you can finally lose your weight and keep it off!

New technology will also be introduced that help people overcome food addictions.

The seminar is very enlightening and has some great new information. The presentation is about 60 minutes and is well worth the time spent.

You are welcome to bring a guest with you, how many tickets would you like?

If you get a patient that pushes and wants to know more or asks "WHAT ARE YOU SELLING?" you can say this:

We have some state of the art new technology that aids our patients with weight loss.

If after you come to the seminar you decide you want to have a one-on-one weight loss evaluation, you can do that. We do a thorough evaluation in our clinic to determine what is going on in your body for \$125.00. When you come to the seminar, you will be offered a special \$100 off coupon.

Therefore, you will be able to receive a personal weight loss evaluation for only \$25.00, which again is a savings of \$100.00. So you can see it is well worth your time to come to the seminar. But remember the seminar itself is free and packed full of exciting information.

You are welcome to bring a guest with you, how many tickets would you like for the seminar?

Now I'll be sending you some tickets in the mail, what address should I send them to?

I'll also be sending you some additional information to review before the seminar which will be emailed; where should I email that?

The night before the seminar we will be calling to confirm your attendance, what is the best number to reach you?