

Top of The Hour Call Script

2 Minute Introduction & optional 12 minute Overview
Available every hour on the hour at (618) 355-7333

Hi everyone! I have the top of the hour here we go! My name is _____ (first and last name). I'm a Top (award winning / board member) Executive, here at Essanté Organics. Thanks for joining me (and our hundreds of applicants & guests on our Top of the Hour Call)! This call is fast, it's a 2-minute introduction, then we offer an optional overview of about 12 minutes! Of course we don't make product or income claims on this fast call, so what **WILL** you discover?

First, you'll discover our mission; we're solving a serious global problem by eliminating toxic products. We make 100% certified toxic free and organic products and provide doorstep delivery all across the globe! You can order at retail, wholesale or **below wholesale**. Enjoy over 90 daily-use products in our growing catalog, and proceeds go to charities that help those in need.

Second, you'll discover our company. Essanté Organics is the winner of 3 **Global Business For Home** awards. We are headquartered in Arizona, The Grand Canyon State. We are an online store yet you can **meet us in person** at our Great Green Event, our business conference and semi-annual sale, held in Arizona, just register for free online.

Third, if you want to be more than a customer... if you, or someone you know, is looking to sell high-demand commodities online... you'll discover what a part time career with our high paying company can do for you. You'll see why the **world is only... going... green... once...** and how it's causing a **massive** demand that **you** can supply from your home office!

And in closing, you'll discover our free, proven classified ad system, where **unlimited leads call YOU...** And how you can own a business for less than a car payment, profit share with a global sensation, retire sooner, and **will or sell** the income your online store continues to generate.

I promised you it would be fast! And this concludes our 2-minute introduction call. Now, for those interested in a fast overview of our products & our high paying independent contractor positions, I'm about to charge you up with 12 minutes of eye-opening information:

Essanté Organics was founded in 2009 and you'll be impressed to know we've been in **multiple magazines** including Women's World, Elle and Vogue. ... **multiple television shows** including Dr. Oz, Good Morning America, and The Doctors.... And

we're on the **red carpet** too... at the Grammy's, the Emmy's & the Country Music Awards. It's **cool** to partner with us!

Our **mission** is to help **everyone** to live toxic free. We make trusted daily use products, using only 100% certified toxic free, organic, non-GMO ingredients... AND we do **not** test on animals. Even our palm oil holds the **Greenpeace** award. I will highlight some of our **top sellers** in a minute. Our product line is in high demand, and this fact is causing a business boom that puts timing on your side.

Imagine if you had the chance to go **back in time** ... and work with a **fast** growing company... **before** anyone knew their name? What if you had said **yes** at the **beginning** of Google, Microsoft, or Starbucks.... what if you said no? One decision, with 2 drastically **different** financial outcomes.

Well, with Essanté Organics, you now have precision timing **and** the ability to say yes. **Timing** is **the** most critical factor to **success** in business and I'm going to share the **secret** to it right now. To track a business, experts use an **S** Curve; a three-phase, growth chart that literally looks like the letter **S**. Picture or draw the letter **S** right now...

The 2 phases to **avoid** are the **tail** and the **head** of the **S**. Landing in the **center** of the **S** allows you to experience the **greatest** income gain in **any** business. Timing makes all the difference. It's why you look at some people and say, "wow, they hit the big time, but they don't seem more special than me." Many of these people enjoyed more wealth and success because they **timed it** right. So here's the secret...

First, look at the bottom of the **S**. The tail. When a company starts up, they're usually spending more money than they're generating & that downward dip at the base of the **S** represents the start-up phase, the time where most companies, 90%, start up yet fail, because most are undercapitalized. Avoid companies that don't have a foothold yet. Remember, Essanté Organics launched in 2009. Our tail is **way** behind us AND we're a **debt free** company.

You, the listeners on **this** Call, get to insert in the upward sweep of the **S** curve. You're landing in the perfect position, the part of the **S** with **fast, upward growth**, where people are supplying the **greatest** demand, and therefore are earning the **most** ... Landing here, as you are today, puts you inside perfect timing... the pre-momentum and momentum phase... where the "**big time**" happens. It's where a buzz about the company is happening; yet it's not on everyone's radar yet. Your territory is **wide open** and **you** can own the major market share! Essanté doesn't limit territories either; I live in (state/province) yet I have income from multiple countries. So, **this** moment, right **now**, in the center of the **S**... is where **two thirds** of

the entire Executive force join the company! Almost 70% will join **after** you. Why not be in the top 3% of the entire company and have timing on **your** side?

Some companies in the direct sales industry, which you've heard of, are multi-**billion** dollar companies. The networking industry already holds a 75-year **track** record of success. These global giants have **already** reached the head of the **S** curve... you, know, where the top of the letter **S** is **flat**... That final phase is stabilization or **market saturation**, growth has **literally** flat lined... there are **already** millions of distributors in the company, and it is **very difficult** to operate in a company like that, because there's a distributor on **every** corner.

So **you** are inserting at the perfect time with Essanté Organics!

Now that you're aware of timing, you're ready to discover another **key factor** to **quicker** success: when choosing a business, choose your **market** based on **demand**.

Is there an **insatiable, global demand** for what you're **offering**?

Are you supplying **commodities**? Products every man, woman and child **needs & uses every day** & reorders **consistently**?

Essanté Organics market is the largest **ever** created; the organic movement. Green is trending... **the planet is only... going... green... once...** & the smart people get in front of a **massive** demand, supply it, and get a **big** piece of it.

So, what kind of unstoppable demand are you supplying? Well, you're actually, a problem solver. We have a huge **problem** in our world. The average person, before 9 a.m., **including you most likely**, applied at least **120** toxic and even **cancer**-causing ingredients on their body. How did that happen? Think about the shampoo & toothpaste you used today... and prepare to get angry... the companies you trust & buy from are **legally allowed** to use cheap toxic fillers: neurotoxins and carcinogens. Why? It's harmful to the consumer; it's harmful to you, yet it's highly profitable for those companies.

At Essanté Organics **we refuse** to be a part of the problem. We choose to be the **solution**. So what is the **solution**? You get to share with everyone what toxins they are putting in and on their body, on a daily basis? What are the risks associated with the products they are currently using?

And... you get to provide the solution. **Stop** purchasing toxic products from stores that are brick and mortar... and move over to Essanté Organics and **click and order**. We focus on live, raw, organic, alkaline, whole food nutrition, inside and out. Order toxic-free baby products for your little ones... look younger with "z3" Hollywood's instant organic facelift as seen on the red carpet. Use Sparkle Tooth Polish for a

whiter smile, use certified organic pHreshen Up Deodorant for all-day protection. Order home products, like Sanitizer, to disinfect every surface in your home & on your body. And our pH nutrition category carries delicious Super Reds Powder & Earth Greens with the nutrition of 5.5 pounds of fruit or vegetables per serving! We offer certified USDA Organic Essential Oils too, like Sweet Dreams. There's nothing better than a good night's sleep without side effects. Our 100% toxic free formulas work **better...** because we never heat pasteurize, and everything is 100% free from soy, gluten, wheat, whey, GMOs & toxins. We dare you to look & not order!

As you refer others to our products, or online business ownership, you can earn 6 commission payments simultaneously. However, most only work **part time, 7-10 hours a week**. You are **in control** of your own **home based** business and the tax deductions can be **exceptional**, just ask your CPA. Join a **rewarding mission**, where you help people live toxic free **and** financially free. And yes... this **is** a willable, sellable business.

Let me close, with the 6 commission payments AND how **unlimited leads call you**.

#1 is your weekly **Retail Bonus**. Direct people to your pre-built website. As visitors order at Retail, Essanté pays you 30% commission. You never need to place an order, yet Essanté will always pay you Retail commissions.

#2 is your weekly **Enroller Bonus**. Each time someone orders a **below** wholesale pack from you, you'll earn \$50 or \$100 dollars. To receive this, and bonus number 3, 4, & 5, you need retail orders, personal orders, or a combination of both, totaling 75-points every 30 days. Points are typically commensurate with the U.S. dollar. Consider your 75-point order, of toxic free products, a **healthy investment** and your monthly **overhead** to operate your online business. A business without **stressful** web design, employees or inventory, which provides you a **6 to 7 figure income** potential.

#3 is your **Express Start Gold Bonus**. Earn an extra **\$500 in your first thirty days** as you personally enroll 4 people, and help each enroll 2.

#4 is your weekly **Endless Team Bonus**, residual income you can enjoy throughout **your lifetime** in Essanté Organics. Remember, this income not only reoccurs, it **compounds too**. As you will see in this example: As you become a member today, we'll coach you to personally enroll just **two** people, one on your left team and one on your right team, each with a 75-point order, like you. Now, we only want others to do the same. Everyone enrolls just 2 people and everyone orders just 75-points of toxic free products every 30 days. Everyone duplicates and in this example:

On level 4 you'll have 16 people and you'll be earning **\$112 per month**.

On level 8 you'll have 256 people and you'll be earning over **\$1900 per month**.

On level 12 you'll have 4,096 people and you'll be earning over **\$30,000 per month**.

And the **best** part is, there are no limits, no flushing, no group minimums and no rank requirements. This residual income goes to unlimited levels of depth and it keeps flowing into your bank account because **commodities** are being **re-ordered** monthly.

I'm with Essanté because I am a seasoned, industry professional. I understand Essanté Organics is the **only** company that **truly** pays to **unlimited** levels of depth... without requiring quotas. And they **never, ever** erase unpaid income produced below you. They pay me on **every** bit of production below me, regardless who brings in the business. All **you and I** have to do... is order 75-points of the best **toxic free** products, every 30 days, and teach others to do the same. They literally pay us weekly to live toxic free and they direct deposit our income! Or you can get an Essanté Organics MasterCard like me, they load it **eeevery** week. It's an exciting day, when we look at our reoccurring residual income amount, and say, "**forget part time 7-10 hours a week**, I'm going full time!" It's freeing ... working from home and earning more than ever, **and you can do it too.**

#5 is often the **largest** residual, it's your **100% Matching Bonus**. Essanté Organics pays you to support the people you personally enroll. Imagine enrolling just 4 people and helping each to build their Endless Team Bonus to \$5,000.00 a month... so, Essanté is paying \$20,000.00 total to your 4 personals. At the **third** rank **in our** company, **you** will **also** receive \$20,000.00. The computer tracks the enroller of each Executive and cuts an additional payment to the enroller. Big networkers choose Essanté Organics, **Home** of the 100% Matching Bonus.

Finally, #6 is your annual **Expansion Race Bonus**. **Profit sharing** with a global sensation will be life changing. **I'm promising you, the globe is only going green once, it will never happen again! And you're in front of a massive green movement.** So why not profit share? The first 50 Executives to generate \$50,000 in monthly order volume in both their left and right team per country win. Win in as many countries as you like. This race is on in the USA and Canada now. Here's the example: As Essanté earns \$100 million in 2015 in the USA, they'll take 1%, or \$1 million, and divide it among all 50 USA winners. That would be a \$20,000 annual profit sharing bonus for all 50! This is the only bonus that requires a 100-point personal order per month from the moment you join.

In closing, we offer a FREE award-winning training that includes prewritten classified ads & directions on how to post ads where you'll receive over **700 million page hits a day!** It's refreshing having qualified leads **calling you!**

Most people need an answer. They're struggling with what to sell on line, they **want** to retire sooner, and Essanté Organics has become their solution. Most JOIN **right away**, because securing your place today gives **you** an edge. The person who invited you today will definitely be inviting more guests tomorrow, so don't miss out,

because they can be placed **under** you, on **your** team, and **you** can gain financially from everything they produce.

So ask yourself:

Are you ready to have your inviter to place ½ of their enrollments, **under** you?
Are you ready to start building your future during a **business boom**?

If you said yes, this is **the right company** for you and I'm thrilled to help you start living toxic free & earn more. It's easy, just ask your inviter for their specific website address and do 2 things:

1st click the "big blue JOIN button" at the top of their website.

2nd choose your favorite... order at Retail, Wholesale or Below Wholesale.

The best savings are listed first: The \$499.00 and \$199 **below** wholesale packs. The \$499 pack contains 21 toxic free products & a higher commission rate for 60 days. The \$199.00 pack only contains 8 toxic free products & the higher commission rate only lasts for 30 days. Both of these packs are #1 sellers, because they are the **only packs offered below** wholesale. Each pack includes your **website**, it's activated immediately and there are no monthly website fees.

If \$499 or \$199 is a financial challenge, order a Wholesale Website, for \$29.95 and enjoy lifetime access to wholesale pricing, again without any monthly website fees.

As you become a member, ask your CPA about writing off your products, phone & Internet expenses. Now you & your family can stop using dangerous products and start living toxic free, it's important, and your family will thank you.

And... as you help others do the same... Essanté Organics will pay you **really** well to do it. Congratulations! Thank your inviter & invite those **you** care about most to our next **Top Of The Hour Call**. Just have them dial this same # 618-355-7333. Once again, ask your guests to join us at the top of the hour by dialing 618-355-7333. This is (first name) (last name) signing off. Bye-bye.