

Hi XYZ, my name is Dr .... with....

You responded to an ad and completed our online quiz.

After the quiz, you requested this consultation.

Is this still a good time? Great

I should probably start out by asking have you found what you are looking for?

I'm curious, when you went through the ad, what made you decide to click on the ad and take a quiz?

Was there anything else that attracted you?

Before I can see if I can be of any help to you, tell me what is it that you are hoping to change/improve as it relates to your health?

### **Objections and objection handling:**

Why should I go with you? - Well, 'Alex', I'm not quite convinced that you should yet

Wait 3 seconds

And it might be appropriate if we asked each other a few questions to see if I can actually help you.

What are you doing now to change or improve your health?

What have you tried?

What has been effective?

Do you feel it's appropriate to invest in yourself to gain knowledge and help to immediately improve your health and to meet your weight loss goals?

Let me ask you something, how interested are you in accomplishing these same results?

Let me ask you something, if we reduced your weight by 50% of your weight loss goals, would it be worth it?

Question: Will this work for me? Let me answer by asking you this? Why wouldn't this work for you? What's going to happen if you keep doing what you are currently doing?