

#### Helping The World Live Healthier

## US and Global Obesity is Growing.

#### Health, United States, 2015

With Special Feature on Racial and Ethnic Health Disparities



## Obesity costs money and can **Result in Poor Health.**



### Obesity – 1 in 3 People Need to Lose Weight:



Source: Derived from WHO statistics

# 40% of the World Population is Overweight

#### 1.9 BILLION ADULTS WORLDWIDE ARE OVERWEIGHT OR OBESE



#NutritionReport

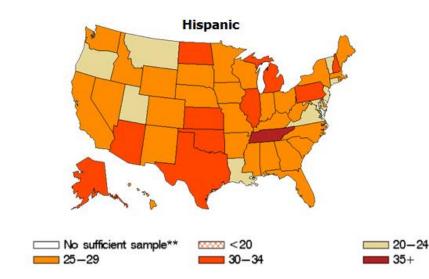
#### BRAZIL, CHINA & THE US COMBINED



### All Ethnicities Suffer – but Minorities Suffer More Overweight/Obesity:

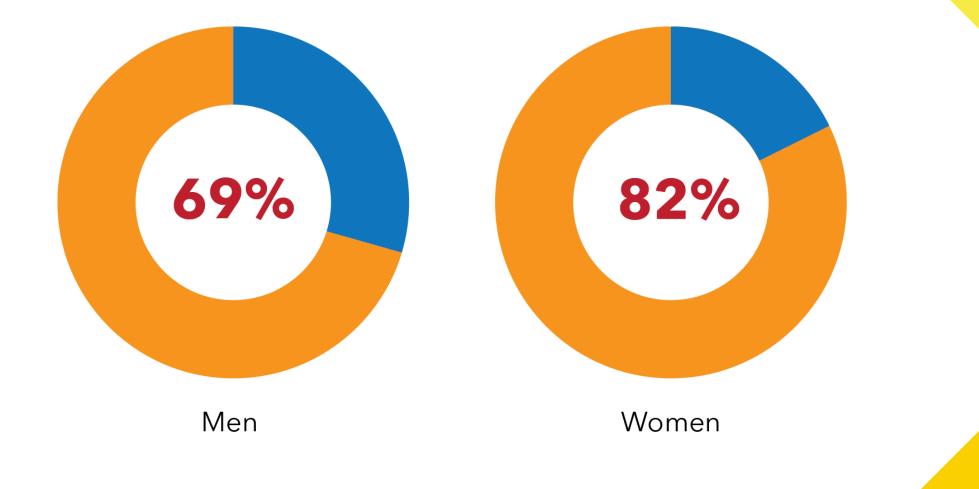








### African American Obesity or Overweight

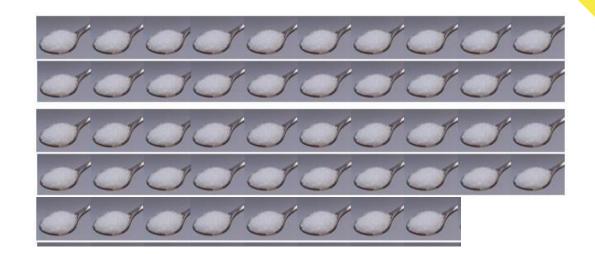


# Why is Obesity **Growing?**

We eat more sugar, salt and fat than ever before!

The average person eats 8oz. Or 237ml of sugar a day. That's <mark>48 teaspoons</mark> a day!

(In 1900 it was about 4 pounds, in 1970's about 26 pounds. Today it's about 150 pounds a year per person!)



 A2
 011

 025
 000

 025
 000

 025
 102

 0005
 11/2

 007
 1

 007
 1

 025
 100

 0005
 11/4

 0007
 1

 007
 1

 007
 1

 025
 11/2

 041
 10

 051
 11/2

 041
 10

 052
 1/2

 041
 10

 042
 1/4

 044
 2

<u>http://www.cdc.gov/nchs/fastats/diet.htm</u> <u>http://www.fitness.gov/resource-center/facts-and-statistics/</u> <u>http://healthyeating.sfgate.com/fda-recommended-sodium-intake-1873.html</u> <u>http://www.cbsnews.com/news/cdc-80-percent-of-american-adults-dont-get-recommended-exercise/</u>

# Why is Obesity **Growing?**

The average person gets 40% more sodium than they should per day -3400 mg per day.

The average person eats 5oz./161 gr of fat per day, up from 140 gr in 1990. That's 32 teaspoons a day!



http://www.fitness.gov/resource-center/facts-and-statistics/ http://www.cdc.gov/nchs/fastats/diet.htm http://healthyeating.sfgate.com/fda-recommended-sodium-intake-1873.html http://www.cbsnews.com/news/cdc-80-percent-of-american-adults-dont-get-recommended-exercise/

## We Eat A lot of **Beige Food**





## How ORGANO<sup>™</sup> Can Help

### How Do I Use? It's SIMPLE

2 Shakes A Day - Helps Melt The Pounds Away

1 Shake A Day - Helps Keep Fat Away!!

Save Money & Get Better Nutrition

Money you would spend anyway

## Why OGX?

Lower carbs, Natural sugar, Lower Sodium, rBGH Free, and TASTES Amazing!

Vanilla Shakes									
		USA	USA	USA	USA	USA	USA	USA	
Autoship Pricing	OGX™ Fenix	ViSalus™	Herbalife™	Shaklee®	BeachBody <sup>®</sup>	Amway™	lsagenix <sup>®</sup>	Jenuesse™	
Shake Comparison	<u>Vanilla</u>	<u>Vi-Shape</u>	<u>Formula 1</u>	<u>180 Whey</u>	<u>Shakeology</u>	<u>Body key</u>	<u>Isalean</u>	<u>Zen Bodi</u>	
Retail Price	\$2.27	\$2.60	\$1.63	\$3.84	\$4.33	\$2.81	\$3.71	\$5.00	
Wholesale Price	\$1.60	\$2.70	\$1.09	\$3.26	\$4.33	\$1.97*	\$3.57	\$3.57	
Calories	110	90	90	180	130	110	240	140	
Protein (gr)	13 gr	12 gr	9 gr	16 gr	16 gr	16 gr	24 gr	21 gr	
- labeled rBGH Free	YES	NO	N/A	NO	NO	NO	YES	NO	
Fat (gr)	1.5 gr	1 gr	1 gr	2.5 gr	2 gr	3 gr	5 gf	4 gr	
- Sugar	7 gr	0 gr	9 gr	16 gr	7 gr	<1 gr	11 gr	1 gr	
- Prebiotic fiber	YES	YES	YES	NO	YES	YES	NO	YES	
Sodium	115 mg	75 mg	95 mg	200 mg	200 mg	220 mg	240 mg	95 mg	
Non GMO	YES	NO	NO	NO	NO	NO	NO	NO	
Ganoderma	YES	NO	NO	NO	YES	NO	NO	NO	
http://www.vi.com/products/vi-shape-nutritional-shake-mix									

http://www.vi.com/products/vi-shape-nutritional-shake-mix http://catalog.herbalife.com/Catalog/en-US/Weight-Management/Formula-1/Formula-1-Healthy-Meal-Nutritional-Shake-Mix https://www.shaklee.com/us/en/shop/healthyweight/shaklee180meals/product-\_p\_shaklee-180-whey-smootheep http://images.beachbody.com/tbb/store/shakeology/pdf/shakeology\_vanilla\_supp\_facts.pdf http://www.amway.com/Shop/Product/Product.aspx/BodyKey-French-Vanilla-Meal-Replacement-Sh http://www.isagenix.com/en-US/products/categories/individual-items/isalean-shake http://www.jeunesse.solutions/zen-pro \*Amway Body key is \$78.75 USA retail, est. 25% off for Autoship

## Features & **Benefits**

#### Each OGX Fenix <sup>™</sup> Shake provides:

Whey Protein Concentrate - Certified rBGH FREE
Prebiotic Fiber for digestive health, immune support
Only 7 grams of sugar, and stevia. Creamy flavor, not too sweet.
Customizable. Mix in milk for a meal, add to coffee for extra protein.
Make your own custom smoothie.
Contains Ganoderma

Available at launch in Chocolate and Vanilla Flavors.

## Features & Benefits Key Ingredients

- 1. Protein 13 Gr of Whey Protein Concentrate a superior biological protein that can help support lean muscle, help you fight hunger, and deliver great tasting nutrition, fast. Certified to come from cows that are not injected with artificial growth hormones, so it is rBGH free.
- 2. Prebiotic Fiber 3 gr Fibersol® -2 for a healthy "gut feeling". This clinically studied prebiotic fiber supports the growth of healthy gut bacteria called 'probiotics', which support digestive health, immune system, and more.
- **3. Natural sugar- only 7 grams of sugar** from evaporated cane juice, this is a combination of glucose (for energy) and fructose (lower GI sweetness).

## Features & Benefits Key Ingredients

- 1. Electrolytes Sodium, Potassium– contains Sea salt, and is lower sodium than other brands, these are important for the cells in the body to function and allow the body to work. Electrolytes are critical in allowing cells to generate energy, maintain the stability of their walls, and to function in general. They generate electricity, contract muscles, move water and fluids within the body, and participate in myriad other activities.
- 2. Ganoderma adds a little flavor, texture, and is one of our signature ingredients.

### Build A Better Breakfast Better Nutrition, Less Money

	OGX™ Fenix	McDonald's ®	Starbucks <sup>®</sup>	Jamba Juice ®
	Shake & 8 oz	Egg	Morning	Protein Berry
	Non Fat Milk	McMuffin	Bun	Smoothie
Cost	\$2.52	\$2.79	\$3.45	\$5.49
Calories	193	310	350	290
	19 gr			
Sugar	(includes milk)	2 gr	19 gr	48 gr
	218 mg			
Sodium	(includes milk)	730 mg	330 mg	170 mg
	23 gr			
Carbohydrates	(11 from shake mix)	29 gr	45 gr	56 gr
Fat	1.5 gr	30.5 gr	16 gr	1 gr
saturated fat	1 gr	16 gr	9 gr	0
Fiber	3 gr	1 gr	2 gr	3 gr
Protein	21 gr	21 gr	6 gr	16 gr
Ganoderma	YES	NO	NO	NO
Prebiotics	YES	NO	NO	NO

http://www.mcdonalds.com/us/en/food/product\_nutrition.breakfast.46.egg-mcmuffin.html http://www.starbucks.com/menu/food/bakery/morning-bun

http://www.jambajuice.com/menu-and-nutrition/menu/smoothies/functional-smoothies/protein-berry-workout

Save money

More protein

Less sugar

Better nutrition

Fewer Calories

**Recipes**: So many ways to enjoy a delicious shake!



#### Iced Coffee

scoop (1 serving) OGX Fenix<sup>™</sup> Nutritional Shake Mix
 oz. (300 ml) of non-fat or partially skimmed milk
 packet OG Black Coffee or 1 packet King of Coffee
 5 ice cubes
 Blend and enjoy



#### Healthy Chocolate Milkshake

1 scoop (1 serving) OGX Fenix™ Nutritional Shake Mix
8-10 oz. (300 ml) of non-fat or partially skimmed milk
1 tbsp. raw cacao
½ tsp. vanilla extract
3-5 ice cubes
Blend and enjoy



#### **Cinnamon Bliss**

1 scoop (1 serving) OGX Fenix<sup>™</sup> Nutritional Shake Mix
 8-10 oz. (300 ml) of non-fat or partially skimmed milk
 2 tbsp. cinnamon
 1/2 tsp. vanilla extract
 3-5 ice cubes
 Blend and enjoy



#### Very Berry

1 scoop (1 serving) OGX Fenix™ Nutritional Shake Mix
8-10 oz. (300 ml) of non-fat or partially skimmed milk
½ cup frozen mixed berries (or any type of berry)
3-5 ice cubes
Blend and enjoy

## Does it Work?

*"My journey so far has been amazing. The shake has made my life much easier since I don't have to spend any time thinking about what to eat."* 

- Nikki Ideta

*"It is so convenient to use the shake as a meal replacement. It's the perfect combination of satisfying and delicious."* – Kohl Martin

"Taking the shake has made me feel great. I'm lighter, full of energy, and I feel like my body is in great condition."

- Domingo Herrera

*"I take the shake every morning and at night. It's a product that keeps me satisfied because it's light, gives me no anxiety, and curbs my hunger."* 

- Jacob Camacho

*"I feel light, fulfilled, and boosted with energy taking my OG Shake twice a day. From this point on, I can't see myself without it."* 

- Talitta Camero

*"The shake is simple to prepare, offers a balanced and nutritional meal, and has an amazing taste. It's the perfect meal!"* 

- Juli Garrido

## How to Sell?

### Be A Product Of The Product

Fuel your Body With Good Nutrition - And SAVE \$.

Replacing money spent on unhealthy foods, with healthy food.

Enjoy a Shake - 1x a day to keep the fat away, 2x a day to melt pounds away.

And enjoy coffee, tea between shakes to help boost your transformation.

### Ask 4 **Questions**

- 1. Do you or anyone you know worry about their weight?
- 2. Do you or anyone you know worry about getting good nutrition and enough each meal?
- 3. Do you want to save money on your grocery bills?
- 4. Would you like a way to make meals, fast, that are good for you?

*Over 2/3 of adults are overweight or obese. 40% of the world population is overweight or obese.* 

Being overweight puts you at risk for 53 health issues.

### Respond With

#### When they say yes - you say:

- Great. Can I invite you to an OG Mixer to try not only the OGX Fenix<sup>™</sup> Shake, but other healthy products?
- 2. Can I make you a smoothie to take to work?
- 3. Do you like chocolate? Or Vanilla?

#### Also ask:

- 1. Do you drink coffee or tea?
- 2. When they say yes great. We have an amazing coffee, green tea, and red tea and studies show these can help you when you are trying to manage your weight. Can I give you a sample of this, and get your feedback on how you like the taste, and how it makes you feel?

### Key Points To **Communicate**

- 1. It's simple to use, simple to make.
- 2. It Saves \$.
- 3. It Tastes Great.
- 4. Lose or Maintain Weight. 2 x a day, or 1 x a day. You have to eat, and you may as well eat healthy for less money.
- 5. Better Nutrition You will look and feel better.



