



HEALTH ASSESSMENT GUIDELINES

SHARING SCRIPT

Please use this as a guide as you share the Program with your Candidates

Our Program is comprised of four components that all work together throughout your entire journey:

1 YOUR OPTAVIA COACH:

*The one-on-one personal support and mentorship is what makes our Program stand out. As your personal **OPTAVIA** Coach, I'm there to guide you through the Program and assist you with changing your lifestyle. As your biggest cheerleader, I'll be there for you to share every challenge and victory along the way. I will support you in reaching your optimal weight. I'll provide tips along the way and we'll celebrate the successes throughout your journey!*

2 THE HABITS OF HEALTH® TRANSFORMATIONAL SYSTEM:

It's not just about getting your body healthy, it's also about getting your mind healthy. Our Habits of Health Transformational System is the educational component designed to help you strategize your plan for reaching optimal health and wellbeing.

3 THE OPTAVIA COMMUNITY:

*In addition to your independent **OPTAVIA** Coach, our Community of like-minded people are all on the same health journey and focused on creating better health. From live and recorded Client support calls and webinars, our Community is a place where you can find support, share triumphs and ask questions.*

4 OPTAVIA FUELINGS:

Our nutrition plan is easy to follow—you don't have to count calories or macronutrients, it's all done for you. With our Optimal Weight 5 & 1 Plan®, your body enters a gentle but efficient fat-burning state.

*During this weight-loss phase, you'll have six small meals a day. Five of these meals are Fuelings, which are nutritionally-interchangeable and provide vitamins and minerals along with probiotics which help support digestive health, as part of a balanced diet and healthy lifestyle. The sixth meal is a Lean & Green meal you will prepare yourself, which contains a healthy amount of lean protein and three servings of non-starchy vegetables. Along with drinking 64 oz. of water per day.**

We coach Clients through all three phases of the Program: reaching a healthy weight, transition and optimization.



YOUR
OPTAVIA COACH



THE HABITS OF HEALTH
TRANSFORMATIONAL
SYSTEM



THE OPTAVIA
COMMUNITY



OPTAVIA FUELINGS

*We recommend drinking 64 ounces of water each day. Talk with your healthcare provider prior to changing the amount of water you drink as it can affect certain health conditions and medications.

INVITE

I'll partner with you to place your first order to ensure you receive free shipping, 10% rewards and your five (5) free boxes of Fuelings*. One of our kits will give you just what you need.

You'll also be a part of [OPTAVIA Premier](#), this is a recurring monthly order, which will ensure that you don't run out of Fuelings. You'll get a reminder email, which allows you to customize your order from one month to the next. I'll assist you with this when the time comes.

REMEMBER –

IF A CLIENT ANSWERED AFFIRMATIVELY TO ANY OF THE HEALTH QUESTIONS IN “STEP 01: AWAKEN” OF THE OPTAVIA HEALTH ASSESSMENT, BE SURE TO CONSULT OUR “[OPTAVIA PROGRAM CONSIDERATIONS.](#)”

From listening to what you shared with me I feel that this could be a perfect fit for you and your lifestyle. If you are ready to go, I am ready to coach you! What would you like to do?

IF YES, THEY ARE READY TO MOVE FORWARD ON THEIR HEALTH JOURNEY:

Great! Let's get you started!

Let me guide you in placing your first order, I'll just need to verify your contact information.

Your Program will arrive in about 1 week. You'll be receiving a welcome email soon.

Your transformation towards achieving your health goals could happen quickly and when it does, people will be asking you about it. When that happens, you can refer those people to me and receive “X” (if you choose to do a referral program on your own to thank people for referrals, please discuss with your Business Coach).

*Or, because people often prefer to be coached by their friends and family, you may want to consider coaching them yourself with training and support provided by me. You may not be thinking about this right now, but who knows... you may feel so incredible with the results you get that you may want to share **OPTAVIA** with others. A significant percentage of our Coaches were first Clients who got healthy and then decided to “pay it forward.”*

Please call or text as soon as you receive your comprehensive Program.

IF NOT YET:

I appreciate that you may need to think about this a little bit. How about I give you a call in a few days to see if you have any more questions?

Possibly set up a follow-up appointment? If Candidate agrees, write follow-up on Health Assessment.

Also ask, “as you meet others who are also looking to get healthy, please feel free to refer them to me.”

FOLLOW-UP STRUCTURE:

- Send a thank you text or email, assuring them that you would love to partner with them to **[insert their why]**. Consider sharing a story they can relate to.
- If you put your Candidates in your Facebook Client support page, ask them for permission to add them to this page.
- Put them in your **Section 1 - 'Candidate Follow-up'** folder and follow-up on your follow-up day.

OPTAVIA PROGRAM CONSIDERATIONS

It's important for you to understand that there are multiple aspects of one's health to consider when selecting which **OPTAVIA** Program fits best for a Client. Some of these can be allergies, medication interactions or general health conditions.

Please see below to help guide you in coaching your new Client towards their optimal health and wellbeing journey.



Diabetes Plan:

While [the Optimal Weight 5 & 1 Plan](#), [the Optimal Weight 4 & 2 & 1 Plan](#) and [the Optimal Weight 5 & 2 & 2 Plan](#) are all appropriate for people with diabetes, it is essential that the individual's healthcare provider monitors blood sugar and medication dosages. Continued medical monitoring by the healthcare provider will be necessary.



Gout:

Our **OPTAVIA** for Gout Plan promotes gradual weight-loss and encourages food choices with only low or moderate amounts of purines. [The Optimal Weight 5 & 1 Plan](#), [the Optimal Weight 4 & 2 & 1 Plan](#) and [the Optimal Weight 5 & 2 & 2 Plan](#) are not appropriate for someone who has a history of gout, even if it's been quite some time since their last gout flare.



Seniors Guide:

People age 65 and older can use [the Optimal Weight 5 & 1 Plan](#) with 30 minutes of physical activity every day. A higher calorie meal plan may be recommended based on individual needs, especially those who are sedentary.



Optimal Weight 4 & 2 & 1 Plan:

[The Optimal Weight 4 & 2 & 1 Plan](#) is an easy meal plan to help individuals reach a healthy weight. It may be right for those who exercise greater than 45 minutes per day, have less than 15 pounds to lose, are 65 years or older and not regularly active or want to incorporate fruit, dairy and starches.



Plan Overview:

See all Plan overviews in one location.



Nursing Mothers Plan:

Our **OPTAVIA** for [Nursing Mothers Plan](#) is designed for the nursing mother whose baby is over two months of age and who is providing the majority of the baby's nutrition through breast milk.



Teen Plans:

Our **OPTAVIA** for Teens Plans are specifically designed to meet the nutritional needs of adolescent **boys** and **girls**, 13 - 17 years old. Do not use the **OPTAVIA** Program if you are under the age of 13 years old.

MEDICATION DISCLAIMER:

Before starting a weight-loss program, Clients should talk with their healthcare provider about the program and any medications or dietary supplements they are using, especially:

- *Lithium
- *Diuretics
- *Medications for Diabetes
- *Medications for High Blood Pressure
- *Medications for Thyroid Conditions
- *Coumadin (Warfarin)

Visit COACHANSWERS.OPTAVIA.com to find out more.

MEDICAL DISCLAIMER:

The Company ("We") recommends that you consult your healthcare provider prior to starting any weight-loss program, and during the course of your weight-loss program. Do NOT use any **OPTAVIA**® plan if you are pregnant or under the age of 13.

Before starting a weight-loss program, talk with your healthcare provider about the program and about any medications or dietary supplements you are using, including especially Coumadin (Warfarin), lithium, diuretics, or medications for diabetes, high blood pressure or thyroid conditions. Do not participate in any **OPTAVIA** Program until you are cleared by your healthcare provider if you have or have had a serious illness (e.g. cardiovascular disease including heart attack, diabetes, cancer, thyroid disease, liver or kidney disease, eating disorders such as anorexia or bulimia), or any other condition requiring medical care or that may be affected by weight-loss.

The **OPTAVIA** for Teens plan is the only **OPTAVIA** Program appropriate for teens (13 to 17 years of age). The Optimal Weight 5 & 1 Plan® is NOT appropriate for teens, sedentary older adults (65 years and older), nursing mothers, people with gout, some people with diabetes and those who exercise more than 45 minutes per day – if you fall into one of these categories, please consult your healthcare provider and refer to www.OPTAVIA.com and talk with your independent **OPTAVIA** Coach about other **OPTAVIA** plans that may be appropriate. For special medical or dietary needs, including food allergies, refer to our program information online, consult your healthcare provider and talk to your **OPTAVIA** Coach. Do not consume an **OPTAVIA** product if you are allergic to any of that product's ingredients which are listed on the product packaging and on the **OPTAVIA** website.

We recommend drinking 64 ounces of water each day. Consult with your healthcare provider prior to changing the amount of water you drink as it can affect certain health conditions and medications.

NOTE: Rapid weight-loss may cause gallstones or gallbladder disease or temporary hair thinning in some people. While adjusting to the intake of a lower calorie level and dietary changes, some people may experience dizziness, lightheadedness, headache, fatigue or gastrointestinal disturbances (such as abdominal pain, bloating, gas, constipation, diarrhea or nausea). Consult your healthcare provider for further guidance on these or any other health concerns. Seek immediate medical attention if you experience muscle cramps, tingling, numbness, confusion or rapid/irregular heartbeat as these may be a sign of a more serious health condition.

For avoidance of doubt, the **OPTAVIA** Programs and products are not labelled, advertised or promoted for any specific medicinal purpose, i.e. treatment or prevention, implied or otherwise, of any disease or disorder, including its related conditions.

The **OPTAVIA** programs, products and any of its materials and/or information do not in any way constitute medical advice or substitute for medical treatment. As individuals may have different responses to dietary products or changes in diet, consult with your healthcare provider regarding any medical concerns.

For further information regarding this Medical Disclaimer, call Nutrition Support at 1.888.OPTAVIA or email at NutritionSupport@OPTAVIA.com