

1

2

**VALUEVISION**

3

4

**NUTRI FIRM PERFECT BODY SOLUTION**

5

6

7 DATE RECORDED: AUGUST 11, 2000

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

Exhibit H

26

27

1

## PROCEEDINGS

2

- - - - -

3

### NUTRI FIRM BODY KIT SPECIAL

4

HOST: You know what I'd like to do? I'd like to talk about our -- our  
body line. Do you know -- I'm going to have a bumper sticker made some day that  
says just say no to cellulite.

7

**ON SCREEN:**

8

**C-17392**

9

**Retail Value \$88.48**

10

**S&H \$4.29**

11

**\$44.95**

12

**Isomers**

13

**Nutri-Firm 3rd Anniversary Body Kit Special**

14

**1-800-788-2454**

15

**VALUEVISION**

16

**vvtv.com**

17

HOST: Just say no to cellulite because I don't think it's attractive --

18

MANUELLA: No.

19

HOST: -- to begin with. And I don't

20

think --

21

MANUELLA: Uh-uh.

22

HOST: -- we have to have it.

23

MANUELLA: Uh-uh.

24

HOST: You know, that's another thing. We don't have to have -- we  
can minimize the appearance of cellulite with the right products.

26

MANUELLA: Exactly. With the right products --

27

HOST: Yep.

1 MANUELLA: -- that address it at the source, at the root.

2 HOST: Right.

3 MANUELLA: What is the source? What is the problem? Lumpy,  
4 bumpy, sponginess.

5 HOST: Um-hum.

6 MANUELLA: Slacking skin, loss of elasticity.

7 HOST: Right.

8 MANUELLA: Congestion. We stimulate the micro-circulation. We  
9 firm, tone, hydrate the skin. And now we can do it in this super power-packed  
10 anniversary special here. So, this will give you a good three to four months of Perfect  
11 Body Solution to address the lumps and bumps on your hips, your abdomen, your  
12 thighs.

13 But not only is it a treatment cream for that, it's your moisturizer. It's  
14 your exfoliant. It's your softening cream all in one.

15 HOST: And, you know, you can put that on right after you shave.

16 MANUELLA: Yes, you can.

17 HOST: It does not irritate your skin.

18 MANUELLA: Uh-uh.

19 **ON SCREEN:**

20 **Nutri Firm 3rd Anniversary Body Kit**

21 **C-17392**

22 **Includes:**

23 **(2) Perfect Body Solution                    \$29.99 each**

24 **(3) Stimulating Body Wash                \$ 9.50 each**

25 **Total Retail Value                        \$88.48**

26 **You Save                                  \$43.53**

27 HOST: I put it on right when I get out of the shower. This is the value

1 page that we have for you so that you understand what it is that you're receiving and  
2 how much money you are saving.

3 You're saving \$43.53 by purchasing it in this kit today because of the  
4 anniversary price and the anniversary show.

5 And, you know, we're going to be able to show you what cellulite is  
6 about. We have some lab-created cellulite. And there are a lot of people out there  
7 watching the show who are saying to themselves, yeah, right, I have tried everything  
8 on the market.

9 **ON SCREEN:**

10 **Nutri Firm 3rd Anniversary Body Kit**

11 **C-17392**

12 **Body Kit Includes:**

13 **Perfect Body Solution**

14 **New and improved formula contains red and brown algae**

15 **Helps promote extra firming and lifting**

16 **Helps reduce superficial imperfections**

17 **Gives skin an instant lifting effect**

18 **Retexturizes and evens out skin tone**

19 HOST: I have paid a fortune, I have beat myself up. Oh, you've got  
20 the little things. Oh, aren't those charming?

21 **ON SCREEN:**

22 **Before & after (photographs)**

23 **Individual results may vary**

24 **VALUEVISION**

25 MANUELLA: These are -- these are from my -- my personal stash  
26 that when I was younger than I had.

27 HOST: Can you believe that? Look at this before and after. Before,

1 after.

2 MANUELLA: Um-hum.

3 HOST: Now, tell me what leg you think looks more desirable. I  
4 mean, truly. Think about the before or the after, tell me what leg -- look at even the  
5 buttock area.

6 MANUELLA: Well, that's where you actually --

7 HOST: Yeah.

8 MANUELLA: -- notice the loss of elasticity, that cottage cheese look.

9 HOST: Oh, yeah.

10 MANUELLA: And what literally is happening is if you think of you're  
11 -- you're -- a balloon and you fill it up with water.

12 HOST: Um-hum.

13 MANUELLA: You know how that water just pulls that balloon down  
14 and stretches it down. That's what the cellulite is doing to the leg there.

15 **ON SCREEN:**

16 **C-17392**

17 **Retail Value \$88.48**

18 **S&H \$4.29**

19 **\$44.95**

20 **Isomers**

21 **Nutri-Firm 3rd Anniversary Body Kit Special**

22 **1-800-788-2454**

23 **VALUEVISION**

24 **vvtv.com**

25 MANUELLA: It's just pulling it down and stretching it down. What  
26 you want to do is lift it and firm it and tone it and hydrate it.

27 HOST: Um-hum.

1                   MANUELLA: And how do we do that? This magical plant extracts  
2                   that work to nourish the skin, firm the skin, increase the micro-circulation of the skin  
3                   so that it actually --

4                   HOST: Um-hum.

5                   **ON SCREEN:**

6                   **Before & after (photographs)**

7                   **Individual results may vary**

8                   **VALUEVISION**

9                   MANUELLA: -- can become much more refined, not as congested.

10                  When you have blocked sinuses, you take a decongestant. When you have this  
11                  problem here with the cushiony-ness to the skin, you need a decongestant. Perfect  
12                  Body Solution is the answer for that. And, again, treatment, moisturizer, exfoliant all  
13                  in one.

14                  HOST: And, you know, these before and afters are just -- oh, this is a  
15                  dramatic before and after to me. You know, we -- we're in the summer months. We  
16                  all have put on the shorts, looked in the mirror, and taken them right back off.

17                  **ON SCREEN:**

18                  **C-17392**

19                  **Retail Value \$88.48**

20                  **S&H \$4.29**

21                  **\$44.95**

22                  **Isomers**

23                  **Nutri-Firm 3rd Anniversary Body Kit Special**

24                  **1-800-788-2454**

25                  **VALUEVISION**

26                  **vvtv.com**

27                  HOST: Not on your life. I love capri pants. I can tell you that. But

1 it's -- but it's very true. When you look in the mirror and you don't like what you see,  
2 the first thing that you do is try to hide it. Let's try to correct it. And there's a  
3 difference.

4 So, now if you help to correct the problem, if you help to minimize the  
5 appearance of the cellulite and you actually break that up underneath the skin so it's  
6 all smooth and wonderful, you have a whole new way of looking at yourself in the  
7 mirror.

8 Cellulite has nothing to do with weight, does it?

9 MANUELLA: It has nothing to do with weight.

10 HOST: No. No.

11 MANUELLA: I suffered from it terribly when I was 17, 18, 19 years  
12 old --

13 HOST: Um-hum.

14 MANUELLA: -- and I was thin. I was in very good shape. I -- I  
15 needed to use something that actually addressed the firming and toning needs of my  
16 skin. I went to all the cosmetic counters. I bought this, I bought this, I bought this  
17 and all the creams and all the tools that went with it.

18 HOST: Um-hum.

19 MANUELLA: And I spent hundreds of dollars and what I ended up  
20 with, bruised legs, irritated skin.

21 HOST: Doesn't it break down the elasticity, too?

22 MANUELLA: Broken elasticity.

23 HOST: Yeah.

24 MANUELLA: So, a little bit worse in the situation of the skin.

25 HOST: Um-hum.

26 MANUELLA: What I did is I went to my husband, I said you've got to  
27 come up with something, you've got to create something for me and he did. He went

1 to the laboratory, came up with all the plant extracts, butcher's broom, ladies' thistle,  
2 mushroom, all things that are known to help with that problem.

3 What I'm going to do now is I'm going to show you how this product  
4 actually works. This is a lab-created sample of the problem. This is the guck that is  
5 underneath our skin that creates that cottage cheese look.

6 HOST: Can you imagine? Yikes.

7 MANUELLA: Right. And what you can see is that -- it's not --

8 HOST: It's very goopy and sticky.

9 MANUELLA: It's very goopy, sticky, and you can't massage it away.  
10 They say, you know, massage and exercise. You'll get rid of it. Take a look at female  
11 marathon runners. They're in excellent shape and they have cellulite because it has  
12 nothing to do with exercise.

13 Drink water. Well, I'm adding water and massaging. What happens?  
14 It absorbs all the water.

15 HOST: Um-hum.

16 MANUELLA: Why? Because this is -- it loves water. It needs to  
17 expand. It's going to grow. That's why when you wear certain outfits, they are snug  
18 on you sometimes because of the fact that the cellulite is actually growing, you're  
19 becoming bloated.

20 What you want is the eight plant extracts in the liposome formulation.  
21 You just take it, rub it in, and what you're going to find, it's going to decongest. Look  
22 at that. It breaks it down.

23 Why is this important? Now, this is underneath your skin. You don't  
24 have that cottage cheese look. It is soft. It is smooth. It is much better underneath  
25 the skin to give you that streamline, that contoured look that you want.

26 In this kit that you're getting --

27 HOST: Um-hum.

1                   MANUELLA: -- for the anniversary, this is my way of saying thank  
2 you to you. You're getting two Perfect Body Solutions and you're getting three of the  
3 Stimulating Body Wash.

4                   **ON SCREEN:**

5                   **Nutri Firm 3rd Anniversary Body Kit**

6                   **C-17392**

7                   **Includes:**

8                   **(2) Perfect Body Solution                   \$29.99 each**

9                   **(3) Stimulating Body Wash                   \$ 9.50 each**

10                  **Total Retail Value                   \$88.48**

11                  **You Save                           \$43.53**

12                  MANUELLA: So, you're getting the actual cleanser for your body.  
13 We spend a fortune to cleanse our face and we ignore the needs of the skin on the  
14 body. We need the proper cleanser. If you have allergic skin or itchy skin, very dry  
15 flaky skin --

16                  HOST: Um-hum.

17                  MANUELLA: -- breakout on your back or on other areas, on your  
18 legs, even those little lumps and bumps on the back of your arms, you need the proper  
19 cleanser. This -- we're giving you three bottles of it.

20                  **ON SCREEN:**

21                  **Before & after (photographs)**

22                  **Individual results may vary**

23                  **VALUEVISION**

24                  MANUELLA: All full-size. And the Perfect Body Solution.

25                  HOST: Look at this before and after. I mean, we're not talking about  
26 small results. We're talking about dramatic results.

27                  MANUELLA: Um-hum.

1                   HOST: And the only way that you're going to know whether it works  
2 for you is to try it.

3                   MANUELLA: Right.

4                   HOST: But you have to use it. How many times a day should we put  
5 this on?

6                   MANUELLA: Once in the morning, once at night. That's it. You  
7 literally need about the size of a quarter.

8                   HOST: Okay.

9                   MANUELLA: And you just rub it in like a moisturizer.

10                  HOST: It's so easy. Yeah.

11                  **ON SCREEN:**

12                  **C-17392**

13                  **Retail Value \$88.48**

14                  **S&H \$4.29**

15                  **\$44.95**

16                  **Isomers**

17                  **Nutri-Firm 3rd Anniversary Body Kit Special**

18                  **1-800-788-2454**

19                  **VALUEVISION**

20                  **vvtv.com**

21                  MANUELLA: You don't need very much. You take it -- this is a  
22 beautiful, beautiful, beautiful cream.

23                  HOST: Oh, it is.

24                  MANUELLA: It is -- if -- it's light. It's not greasy.

25                  HOST: Um-hum. And it doesn't smell.

26                  MANUELLA: It's not -- no, it doesn't smell and it's not perfume. So,  
27 you will notice it will just glide.

1                   HOST: Um-hum.

2                   MANUELLA: The liposomes actually give a rolling effect. It glides  
3 onto the skin and a little goes a very long way. It goes into the skin.

4                   It leaves it soft, it leaves it supple, and you're getting the full treatment.  
5 You're getting the moisturization. You're getting the nutrients. It has anti-oxidants in  
6 here and it has red and brown algae. Why is this important? It gives an instant lifting  
7 and toning and tightening to the skin.

8                   HOST: You know, I -- it -- to me, when you think about all of the  
9 money that you -- because you're getting two full bottles of the Perfect Body,  
10 everyone. Normally, we only sell one or we do the double pack. But you're getting  
11 two full-size --

12                  MANUELLA: And we do the double pack for \$49.

13                  HOST: Yeah. So -- I mean, think about this. This is \$44.95. So,  
14 you're getting a discount on the double pack plus you're getting three of the cleansers.  
15 And you're getting that for one price of \$44.95.

16                  If you already know you love this product, I would get more than one.  
17 I mean, I would get more than one.

18                  MANUELLA: And it's only this visit.

19                  HOST: Yeah.

20                  MANUELLA: This is only for the anniversary. This is very limited.  
21 When the quantity on the screen is gone, it's gone. The reason we did this, this is a  
22 thank you to you because it's our third anniversary.

23                  HOST: Um-hum.

24                  MANUELLA: And I want you out there to use the product because I  
25 remember -- I really -- I don't think any woman ever forgets when they put the shorts  
26 on and they sit down in a restaurant and they look down and they look at their legs --

27                  HOST: And you see all that --

1 MANUELLA: -- and they go aah.

2 HOST: Oh, yeah. And you try to like move your legs so that there's  
3 not so much pressure on it in the back.

4 MANUELLA: Exactly.

5 HOST: I know.

6 MANUELLA: And you try going forward or you take the table -- you  
7 know, the tablecloth and you kind of hide your legs underneath because, you know,  
8 you don't want anybody to see your legs.

9 HOST: That's right.

10 MANUELLA: I remember those days.

11 HOST: Um-hum.

12 MANUELLA: And I know the fear that we have or how  
13 uncomfortable we feel. And I know the fact that you don't buy certain outfits because  
14 it exposes certain parts.

15 You know what? Say, you know, you want the freedom.

16 HOST: Um-hum.

17 MANUELLA: Say no to cellulite. Say good night to cellulite. That's  
18 what I always say.

19 And what's great about this, the product is your moisturizer, it's your  
20 exfoliant. It actually has lactic acid in here.

21 Why lactic acid? That is an element that our body creates and  
22 understands. Lactic acid is built up in our body when we rebuild our muscles.

23 HOST: Um-hum.

24 MANUELLA: And it also is very good for moisturizing and  
25 rebuilding our skin. We've put this in here because it is skin identical. It is bio-  
26 available. And what else does it do?

27 If you have ingrown hair, if you have those little lumps behind your

1 arms, if you have ingrown hair on the top of your thighs, you know, in special areas  
2 where you have a lot of chafing, it's going to soften and smooth that skin. It's going to  
3 direct -- address the needs of the skin, of those blocked follicles on the legs, abdomen,  
4 buttocks area.

5 And with -- with the cleanser, the Stimulating Body Wash --

6 HOST: Um-hum.

7 MANUELLA: -- that is an algae-based wash. What's important about  
8 that, everybody knows the slimming effect of algae. They have algae soaps that  
9 you're supposed to shower with. You're getting a liquid soap form of that so you can  
10 tighten and tone your skin with  
11 -- like an astringent in the shower.

12 HOST: And, you know, it's easy to use. We're not talking about  
13 something where you have to take, okay, ten minutes of your time and you sit down  
14 and you massage for ten minutes.

15 MANUELLA: Like these.

16 HOST: And then you have to do this and you have to apply everything  
17 and then you have to wait for so long before you put your clothes back on. It's not  
18 that. You get out of the shower, you put it on, you're done.

19 MANUELLA: Um-hum.

20 HOST: And I understand we have a testimonial on this product as  
21 well. It's Kay.

22 Hi, Kay. Welcome to the show.

23 KAY: Hi.

24 HOST: How are you?

25 KAY: Good. How are you doing?

26 HOST: Good. I -- I understand you use this?

27 KAY: Oh, I love it.

1 HOST: Do you?

2 **ON SCREEN:**

3 **Before & after (photographs)**

4 **Individual results may vary**

5 **VALUEVISION**

6 KAY: Oh -- I mean, I had cottage cheese legs and now they're gone.

7 MANUELLA: Excellent.

8 HOST: Great -- gone completely?

9 MANUELLA: Congratulations.

10 KAY: Yes. I mean, they look like when I was 18.

11 MANUELLA: Yes.

12 HOST: Now, how long did it take for you to see the results, Kay?

13 KAY: I would say no more than maybe three months.

14 HOST: Really?

15 MANUELLA: Wow.

16 HOST: For it to be completely done?

17 KAY: Yeah. It's done. And I use it twice a day every day and they're

18 just beautiful. And I'm wearing shorts and I'm loving it.

19 HOST: Oh, good for you.

20 MANUELLA: Good for you.

21 KAY: Yeah.

22 HOST: You know --

23 KAY: Yeah.

24 HOST: -- that -- that is something that can be very disconcerting. Are

25 you married or single? Can I ask?

26 KAY: Single.

27 HOST: See. Oh, well, yeah. I remember when I was single. I liked to

1 show my legs, too, a lot.

2 KAY: Yeah.

3 HOST: Now, we're there, right?

4 KAY: Yep.

5 HOST: We can do that again.

6 KAY: Yeah. I hid them for years because, you know, my weight went

7 to my hips and that.

8 HOST: Um-hum.

9 KAY: And they were just awful.

10 HOST: Well --

11 KAY: And I tell you, this is a lifesaver.

12 HOST: Now, was it easy for you to use?

13 KAY: Oh, yeah, very easy, and it doesn't take any time. I mean, a

14 couple of minutes. You rub it in and I put it on my stomach, and voila, and then I just

15 get dressed and off to work I go.

16 HOST: And then it's working for you all day long and you don't even -

17 - you're not even aware of it.

18 KAY: No. No. And your skin is so soft. I mean, it's baby soft.

19 HOST: Isn't that great?

20 **ON SCREEN:**

21 **C-17392**

22 **Retail Value \$88.48**

23 **S&H \$4.29**

24 **\$44.95**

25 **Isomers**

26 **Nutri-Firm 3rd Anniversary Body Kit Special**

27 **1-800-788-2454**

1                   **VALUEVISION**

2                   **vvtv.com**

3                   KAY: Yes. I love her products. Oh, I couldn't live without them. I'll  
4 tell you. If you -- if you ever go away, that's it. Life is over.

5                   HOST: We're keeping her. She's not going anywhere. She's not going  
6 anywhere, Kay.

7                   MANUELLA: But you know what I like about the Perfect Body  
8 Solution? When I was in the hospital, I had to stay in the hospital for a few extra days  
9 when I had Armand.

10                  I had -- of course, I had the Perfect Body Solution with me because I  
11 used it during the pregnancy and everything. And there was other women on the  
12 floor. I would walk around with the baby and things like that. And we would talk  
13 about our bodies.

14                  We talked about how we're changing or how we want to, you know,  
15 remember the good old days when we weren't so big. We all started -- I had them all  
16 start using the Perfect Body Solution. It was hilarious how women were saying I can  
17 see a result already. My skin is so soft, it's getting toned.

18                  HOST: Oh, great.

19                  MANUELLA: Three, four days later. They were loving it. So, I'm  
20 glad you trust, I'm glad you use it, and I'm really happy you're faithful with it and you  
21 got the results. So, thank you so much.

22                  KAY: Oh, thank you.

23                  HOST: Well, you enjoy. Thank you for taking the time. We  
24 appreciate it.

25                  KAY: Oh, you're welcome.

26                  HOST: All right.

27                  KAY: Bye-bye.

1                   HOST: Bye-bye.

2                   You know, it's true. When you have a

3                   product that works so well for you and you can see the results --

4                   MANUELLA: Um-hum.

5                   HOST: -- and you see it slowly disappearing and you see -- and one

6                   thing that you'll notice right away, your skin feels really smooth. All those little

7                   lumps and bumps that you have go -- and it has to be the lactic acid that's in there as

8                   well --

9                   MANUELLA: Um-hum.

10                  HOST: -- that's helping to smooth that

11                  out --

12                  MANUELLA: It is. It's part of it.

13                  HOST: -- because -- yeah. You feel that almost immediately when

14                  you use it. And to me, I don't know about anybody else, but if my arm has that, I don't

15                  want anyone touching me, you know, let alone your legs or anything. I don't -- I don't

16                  want anyone to know that that's there. That's -- it's not -- when you look at someone's

17                  skin and it's very pretty and then you touch it and you go, eeh --

18                  MANUELLA: Um-hum.

19                  HOST: -- that isn't fun.

20                  MANUELLA: When it feels like -- like -- like sandpaper. A lot of

21                  times --

22                  HOST: Exactly.

23                  MANUELLA: -- you'll touch people and you'll say, oh, their skin is

24                  like sandpaper and you're --

25                  you're --

26                  HOST: Yes.

27                  MANUELLA: Actually you're set back a little bit because you didn't

1 expect it to be like that.

2 HOST: Sure.

3 MANUELLA: With the Perfect Body Solution, you're going to find  
4 that your skin is smooth and silky and soft and touchable.

5 HOST: Yes.

6 MANUELLA: You're also going to find it's excellent on the elbows  
7 and excellent on the knees.

8 HOST: Um-hum.

9 MANUELLA: You're also going to find that if you have tired legs,  
10 sometimes you get tired legs if they're very sore and they're very water-logged and  
11 things like that. The Perfect Body Solution is wonderful to massage and concentrate  
12 on that area and really get that micro-circulation going to help give lymphatic  
13 drainage to that. So, it is very, very skin friendly.

14 HOST: Um-hum.

15 MANUELLA: It is very, very body friendly and very, very multi-  
16 purpose. It is something that you can literally use from the neck down --

17 HOST: Um-hum.

18 MANUELLA: -- except the bust -- bust line, of course, and that will  
19 soften the skin and smooth the skin, tone the skin --

20 HOST: Um-hum.

21 MANUELLA: -- and give it all of the nutrients it needs and protection  
22 which is very important that you don't get from a conventional moisturizer.

23 HOST: Um-hum.

24 MANUELLA: It does not contain oils, no animal byproducts, no  
25 animal testing. All natural plant ingredients and plants that you understand, Japanese  
26 green tea, mushroom, butcher's broom. Butcher's broom was used centuries ago for  
27 varicose veins --

1                   HOST: Oh.

2                   MANUELLA: -- because of veining on the legs. And if you have a

3                   problem with veining, you will find this very soothing on the legs as well.

4                   HOST: You know, I -- previously, you know, when we were talking

5                   about the surface of the skin not being smooth enough, I didn't know you could do

6                   anything for that.

7                   MANUELLA: Um-hum.

8                   HOST: I mean, what could you do for that? A loofah sponge can be

9                   real -- I mean, that can be very harsh on -- on your skin.

10                  MANUELLA: Harsh, and the loofah contains bacteria. So, you're

11                  actually -- you're rubbing it

12                  in --

13                  HOST: There you go.

14                  MANUELLA: -- infecting your skin.

15                  HOST: Oh, that's charming. We love to think about that. We have

16                  Alicia on the line.

17                  Hello, Alicia. Welcome in.

18                  ALICIA: Hi. How are you guys doing tonight?

19                  MANUELLA: Wonderful.

20                  HOST: Great.

21                  **ON SCREEN:**

22                  **Before & after (photographs)**

23                  **Individual results may vary**

24                  **VALUEVISION**

25                  ALICIA: Good. I just wanted to tell Manuella happy anniversary.

26                  MANUELLA: Thank you very much.

27                  ALICIA: And Darius (phonctic), if you're out there watching, same to

1 you. It's just a little ole family thing. And also congratulations on the birth of your  
2 son, too.

3 MANUELLA: Thank you. Thank you very much.

4 ALICIA: But I just wanted to -- just thank you, thank you for your  
5 products and just wish you a happy anniversary.

6 MANUELLA: Oh, you're so sweet.

7 HOST: Very nice.

8 MANUELLA: And it means very much to me. Thank you. I really  
9 appreciate it.

10 ALICIA: Yes. Now, I have a question.

11 MANUELLA: Sure.

12 ALICIA: Just one question. If you use -- I heard you mention in an  
13 earlier show, Manuella, something about if you buy the Bio Metabolic --

14 MANUELLA: Um-hum.

15 ALICIA: -- Bio Metabolic --

16 MANUELLA: Yes.

17 HOST: Okay.

18 ALICIA: -- you suggested that you get the Body Kit as well?

19 MANUELLA: Yes.

20 HOST: Yes.

21 **ON SCREEN:**

22 **C-17392**

23 **Retail Value \$88.48**

24 **S&H \$4.29**

25 **\$44.95**

26 **Isomers**

27 **Nutri-Firm 3rd Anniversary Body Kit Special**

1                   **1-800-788-2454**

2                   **VALUEVISION**

3                   **vvtv.com**

4                   MANUELLA: Yes. And I'll explain why. If you're using the Bio  
5                   Metabolic or any weight control, if you're on a diet -- and Bio Metabolic is sold out.  
6                   But if you're using any kind of diet or you're on a diet or you're slimming down, what  
7                   happens most of time is your body is stretched out. The skin has been stretched out.

8                   As your body shrinks, the skin doesn't necessarily remember to shrink  
9                   with it. So, you end up with sagging skin or drooping skin or -- or it's spongy skin.  
10                  The Perfect Body Solution when you are dieting is excellent because it helps to tone  
11                  the skin while you are reducing your size.

12                  HOST: Mmm.

13                  MANUELLA: So, it's very important to use them together. And it's  
14                  never too late to start because it is bio-available. So, if you're losing weight or on an  
15                  exercise program or a diet program, use the Perfect Body Solution together with that  
16                  diet.

17                  So, it won't show -- you know, a lot of times you'll say, yeah, you lost  
18                  40 pounds but you don't look as good as you used to because your skin is sagging.  
19                  The Perfect Body Solution will help firm up that skin and tone it so you look really,  
20                  really good.

21                  HOST: Great.

22                  ALICIA: Well, thank you so much.

23                  MANUELLA: Thank you.

24                  ALICIA: And you guys have a blessed day, and also, congratulations.

25                  MANUELLA: Thank you. I -- thank you very much.

26                  HOST: Take care.

27                  ALICIA: Bye-bye.

1                   HOST: Bye-bye.

2                   For those of you who are on line, I know the phone lines are very, very  
3     busy right now. You know, when you can do something that is effective -- effective,  
4     easy for you to use, a great price tag and you can compare this -- especially this kit to  
5     anything else that you want to. I mean, this is an incredible price for this kit.

6                   My next question is to you, are you worth it? Do you think that you're  
7     worth it? I think I'm worth it.

8                   MANUELLA: Um-hum.

9                   HOST: Now -- now, it's different if you have to put up \$300 for  
10    something. Then you're thinking well, maybe I'll work on hiding it a little bit more  
11    because that's a lot. That's a lot to do.

12                  But when you can do something like this and you can really make a  
13    change in the way that you feel about yourself, in the way that you look, in the way  
14    that you see yourself when you look into the mirror, to me, gosh, that's really worth it.

15                  **ON SCREEN:**

16                  **Before & after (photographs)**

17                  **Individual results may vary**

18                  **VALUEVISION**

19                  MANUELLA: It's worth it.

20                  HOST: Yeah.

21                  MANUELLA: And, you know, you're going to use a moisturizer  
22     anyway.

23                  HOST: Right.

24                  MANUELLA: You're going to have to wash your skin anyway.

25                  HOST: Um-hum.

26                  MANUELLA: And you're going to have to address the problems that  
27     you have, if it's dryness, flakiness, broken out skin, broken --

1                   HOST: Um-hum.

2                   MANUELLA: -- you know, all of those things. You are going to want  
3 to solve those problems.

4                   HOST: Sure.

5                   MANUELLA: I'm giving you a tool here that addresses all of those  
6 problems --

7                   HOST: Um-hum.

8                   MANUELLA: -- and it's one simple easy step. And it's --

9                   HOST: Wow.

10                  MANUELLA: -- giving you more. The nutrition, the hydration, the  
11 protection --

12                  HOST: Um-hum.

13                  MANUELLA: -- and the ease, the convenience, the safety. It does not  
14 contain drugs in it. A lot of cellulite products contain aminophylline or caffeine or  
15 other stimulants. This does not.

16                  These are natural plants that work synergistically to tone and tighten  
17 the skin. It works to increase the micro-circulation. It also has the red and brown  
18 algae to really help create a mesh to give you that invisible girdle, that invisible lift.

19                  HOST: Um-hum.

20                  MANUELLA: This is something that is -- it is good for your skin. It  
21 is good for the long term.

22                  Perfect Body Solution has been around for ten years. It's been around  
23 for about ten years now, really. And because we --

24                  HOST: Wow.

25                  MANUELLA: We created it in Canada. It's been out in Canada for a  
26 very long time.

27                  **ON SCREEN:**

1                   **C-17392**

2                   **Retail Value \$88.48**

3                   **S&H \$4.29**

4                   **\$44.95**

5                   **Isomers**

6                   **Nutri-Firm 3rd Anniversary Body Kit Special**

7                   **1-800-788-2454**

8                   **VALUEVISION**

9                   **vvtv.com**

10                  HOST: Um-hum.

11                  MANUELLA: And it is something that is so good for the body. That's

12                  why we continue to sell out of it. That's why people continue to love it. And that's

13                  why --                   HOST: Yeah.

14                  MANUELLA: -- it continues to work. It makes sense.

15                  I've used it for the longest time. I'm very, very happy with it. It was

16                  created for me and it was created for me so that I could use it in one minute in the

17                  morning, one minute at night and I'm done.

18                  **ON SCREEN:**

19                  **Nutri Firm 3rd Anniversary Body Kit**

20                  **C-17392**

21                  **Includes:**

22                  **(2) Perfect Body Solution                 \$29.99 each**

23                  **(3) Stimulating Body Wash                 \$ 9.50 each**

24                  **Total Retail Value                         \$88.48**

25                  **You Save                                 \$43.53**

26                  HOST: Yeah, you like it to be quick.

27                  MANUELLA: Quick.

1                   HOST: Yeah. You're very busy.  
2                   MANUELLA: Very.  
3                   HOST: You have an incredibly busy lifestyle. You can't -- you can't  
4                   spend a lot of time doing all of that stuff, so it works out perfectly.

5                   You know, let's talk about the different areas of the body that it helps.  
6                   The buttock area.

7                   MANUELLA: Buttock area.  
8                   HOST: Oh, lifting, firming, toning, cellulite diminishes.  
9                   MANUELLA: Smoothing. Yes.  
10                  HOST: Smoothing. You bet. Upper -- upper legs. Do you know --  
11                  do you love it when you feel that movement on the inner -- on your inner -- oh, don't  
12                  you love it? I mean, that is just so very fun to feel that moving in there. So, we can --  
13                  we can firm that up a little bit?

14                  **ON SCREEN:**

15                  **C-17392**

16                  **Retail Value \$88.48**

17                  **S&H \$4.29**

18                  **\$44.95**

19                  **Isomers**

20                  **Nutri-Firm 3rd Anniversary Body Kit Special**

21                  **1-800-788-2454**

22                  **VALUEVISION**

23                  **vvtv.com**

24                  MANUELLA: You can firm that up on the inner thigh, on the thigh  
25                  itself.

26                  HOST: Yeah.

27                  MANUELLA: A lot of times, too, if you even look at your thigh and

1 you notice that it's kind of drooping over your knee, you can lift that --

2 HOST: Hooded knees

3 MANUELLA: Hooded knees. Hooded knees are that cushiony

4 element on the knee.

5 HOST: I have a little bit of that.

6 MANUELLA: You can actually address it.

7 HOST: Yeah.

8 MANUELLA: Start putting on the Perfect Body Solution and massage

9 it in an upward motion --

10 HOST: Okay.

11 MANUELLA: -- up away from that and that will give that lifting  
12 effect. How about the ankle area if you have those nice thick ankles --

13 HOST: Yeah.

14 MANUELLA: -- and you want to get rid of them.

15 HOST: Tummy.

16 MANUELLA: Tummy.

17 HOST: The tummy area.

18 MANUELLA: The back of the arms.

19 HOST: Hips.

20 MANUELLA: Hips.

21 HOST: Oh.

22 MANUELLA: Back of -- this part of the back as well.

23 HOST: Wow.

24 MANUELLA: A lot of women on the back of the neck. You can use  
25 it literally on all those areas. It's very good. A lot of women have this --

26 HOST: Very nice.

27 MANUELLA: -- here right in the back and they

1 -- they don't know how to do it and you can't exercise that even if you wanted to.

2 HOST: It's like a little bulge back there. Yeah.

3 MANUELLA: Um-hum.

4 HOST: Oh, yeah. That's a great idea. I didn't think about that one in  
5 the back.

6 MANUELLA: Oh, yeah. That's a great one.

7 HOST: Oh, that is terrific. Yeah. Have your husband help you, your  
8 significant other help you. You can kind of do that area back here. Put it on the back  
9 of your hand and you can rub that in if you want to.

10 MANUELLA: Um-hum. Um-hum.

11 HOST: Now, this is -- you know, for \$44.95, you're getting two full-  
12 size Perfect Body. Perfect Body has always been one of my favorites. I ask for  
13 Perfect Body to be in the show all the time.

14 MANUELLA: Um-hum.

15 **ON SCREEN:**

16 **Nutri Firm 3rd Anniversary Body Kit**

17 **C-17392**

18 **Includes:**

19 **(2) Perfect Body Solution                  \$29.99 each**

20 **(3) Stimulating Body Wash                  \$ 9.50 each**

21 **Total Retail Value                  \$88.48**

22 **You Save                  \$43.53**

23 HOST: All the time. Because I just think women get very distressed  
24 about seeing cellulite on their bodies. Other people get distressed about seeing  
25 cellulite. You know what? And it seems like they look at the cellulite. They don't  
26 see anything else.

27 MANUELLA: Um-hum.

1                   HOST: They don't see anything else about you. They see the cellulite.  
2     It's like a little magnet that just draws the eye to that area to that imperfection. Well,  
3     you have a way to help with that problem and it is called Perfect Body.

4                   We do have it available for you here at Value Vision. And if you get it  
5     in the anniversary kit, you're going to save \$43.53. The total retail value -- here at  
6     ValueVision the retail value is \$88.48.

7                   **ON SCREEN:**

8                   **C-17392**

9                   **Retail Value \$88.48**

10                  **S&H \$4.29**

11                  **\$44.95**

12                  **Isomers**

13                  **Nutri-Firm 3rd Anniversary Body Kit Special**

14                  **1-800-788-2454**

15                  **VALUEVISION**

16                  **vvtv.com**

17                  HOST: You know what? If someone came to me and said, I have this  
18     wonderful product for you, I can show you before and after pictures on how this  
19     product works and this is what you're going to get, you're going to get eight fluid  
20     ounces and it's \$100, I would say give me one. I want it now. If it works -- if it  
21     works, I will pay the price for it.

22                  MANUELLA: Um-hum.

23                  HOST: Now, am I going to be much happier if I can get two of them  
24     plus three cleansers for \$44 and change? Absolutely, I'm going to be a lot happier  
25     about that. But the point is that women in the United States, women anywhere, if we  
26     find a solution to our problems, we will pay for it and we will be willing to pay that  
27     price to have it into our homes.

1                   That's why when we're out on retail and we're in the cosmetic industry,  
2 they have all those big price tags on those creams and on those lotions and on all of  
3 those products because they know that we'll pay it.

4                   MANUELLA: Um-hum.

5                   HOST: You have an alternative and your alternative is Isomers. Your  
6 alternative is Manuella and Darius because they're scientists. So, we're getting this  
7 directly from them. There are no middlemen. There are no big huge department  
8 stores that you have to pay overhead for. That's the beauty of this product.

9                   So, we hope that you can dial through and take advantage of it, and as  
10 we like to say, just say no to cellulite. Just say no to cellulite. That's what's so  
11 important. This is a lot of fun.

12                  MANUELLA: It's a lot of fun and it's --

13                  HOST: And you're getting two of these.

14                  MANUELLA: You know, it's getting control again of your legs, of  
15 your body, of your -- of your belly area.

16                  HOST: That's right.

17                  MANUELLA: You know, a lot of times --

18                  HOST: Yeah.

19                  MANUELLA: -- women, you do the exercise on -- on the belly area  
20 and you still --

21                  HOST: Um-hum.

22                  MANUELLA: -- end up with that little pooch. Well that little pooch  
23 can't be exercised away. It's excess skin.

24                  HOST: Yeah.

25                  MANUELLA: It's just skin that's loose and hanging there. You've got  
26 to use the Perfect Body Solution --

27                  HOST: Um-hum.

1                   MANUELLA: -- to tone that skin up --

2                   HOST: Yeah.

3                   MANUELLA: -- to tighten that skin up --

4                   HOST: Yeah.

5                   MANUELLA: -- and it'll work on it. If you have stretch marks, take  
6       the Perfect Body Solution and either the Bust Firming or you can use it with the  
7       Stretch Mark Cream --

8                   HOST: Um-hum.

9                   MANUELLA: -- and address that area. And yes, you can use this  
10      with NutriTone. If you've got the Nutri Tone Machine, get the conductive serum --

11                  HOST: Ooh.

12                  MANUELLA: -- drench that cellulite area, zap it a few times, and  
13       then take the Perfect Body Solution and use it on top. It will penetrate deeply into the  
14       skin.

15                  HOST: Um-hum.

16                  MANUELLA: It'll work on decongesting it. Because anything you  
17       can do to stimulate the circulation is going to help with that drainage, help with that  
18       contouring, help with that toning of the skin. And this is what we want to achieve.  
19       But don't neglect or ignore the value of the Stimulating Body Wash.

20                  HOST: Yeah.

21                  MANUELLA: When you start to wash your body with this, you are  
22       going to notice that a lot of those -- that itching or flaking or dryness or redness or  
23       sometimes you look down and your skin looks all different colors and shades, it  
24       doesn't look very even --

25                  HOST: Right.

26                  MANUELLA: -- that will diminish. It will subside because this  
27       protects the acid mantle and it cleans the skin in the proper way. So, you are going to

1 notice a lot of benefits in this kit.

2                   **ON SCREEN:**

3                   **Time Left: 3:00 (counting down)**

4                   HOST: We're going to put a clock up on the screen everybody. And  
5 you know what? Please use automated ordering. Our phones are very, very busy for  
6 this product.

7                   1-800-788-2452 is the number for automated ordering. You can order  
8 more than one item. In fact, you can order up to nine different items on automated  
9 ordering.

10                  **ON SCREEN:**

11                  **AUTOMATED ORDERING: 1-800-788-2452**

12                  MANUELLA: Excellent.

13                  HOST: So, it's very easy to do. And you're processed quickly. There's  
14 no waiting in line if you use automated ordering. And if you already know that you  
15 love Perfect Body, I definitely feel comfortable recommending that you get two of  
16 these.

17                  MANUELLA: Yes.

18                  HOST: Yeah.

19                  MANUELLA: Yes.

20                  HOST: If you love Perfect Body, I would definitely get two of these  
21 because that's a steal. That price --

22                  MANUELLA: Um-hum.

23                  HOST: You know, if you get the double packs anyway, you're saving  
24 money just from the price of the double pack.

25                  MANUELLA: The double pack, you can buy it right now. It's \$49.99.

26                  HOST: Okay.

27                  MANUELLA: Even one bottle is \$30 and you can get that right now.

1                   HOST: Um-hum.

2                   MANUELLA: This kit is limited to this anniversary special. So, you  
3                   are getting something here that -- the reason why you're getting this. I want you to use  
4                   it. I want you to use it correctly.

5                   HOST: Um-hum.

6                   MANUELLA: I want you to get the results. I want you to be very,  
7                   very, very happy. And this is one of those things. These go in tandem. They work  
8                   well with you. A lot of people --

9                   HOST: Um-hum.

10                  MANUELLA: -- are using the Bio Metabolic or now the Detox. Use  
11                  this as well in tandem to control and -- and really give the skin that elasticity and  
12                  bounce and softness and smoothness that you want.

13                  HOST: Oh, I agree.

14                  MANUELLA: I mean, you want to -- you want to hug people. People  
15                  want to touch you and all this. Why not have beautiful soft skin and get a body  
16                  treatment at the same time? And this is what Perfect Body Solution does.

17                  HOST: Well, we have one more hour with Manuella. And coming up  
18                  next hour we are going to have so much fun.

19                  **(The program was concluded.)**

20

21