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VALUEVISION

WEIGHTPERFECT FAT LOSS ACCELERATORS

DATE RECORDED: JULY 17, 2000

1 HOST: Hello. Thank you. This is my -- this is my man.

2 ALAN NORTH: We haven't worked together in what, a decade?

3 **ON SCREEN: Alan North vtv.com Lynne Schacher**

4 HOST: I know. I know. It's been a long time. Guys, I am so, so

5 serious. This is -- this is something that if you have not ordered this before, you need

6 to do it today and here is why. I'm just going to let you talk in a minute.

7 ALAN NORTH: We have a special price, too.

8 HOST: I will let him talk then just a minute. But this works. This

9 works. I have two children under my belt. I have always been a little apprehensive --

10 ALAN NORTH: Um-hum.

11 HOST: -- of going to the beach. I just went to the beach and I was not

12 apprehensive and it is thanks to this guy. If you have been using Weight Perfect, if

13 you've been using the powder formula, if you've been using the Accelerator, call us.

14 We want to hear from you.

15 ALAN NORTH: Absolutely.

16 HOST: This is your time to get on the air and say you know what, I

17 have got the before and after picture, too, and I am going to show it off.

18 ALAN NORTH: Right.

19 HOST: Okay. But you know what? We have to take care of business.

20 **(Break in tape.)**

21 HOST: -- the basic premise is a what your basic premise is. Eat -- you

22 have to supply your body with food --

23 ALAN NORTH: You've got to eat. You've got to.

24 HOST: -- then just get up off the couch.

25 ALAN NORTH: You have to eat to lose body fat. Remember,

26 traditional diets don't work.

27 HOST: I used to starve myself as a dancer.

1 ALAN NORTH: You know what?
2 HOST: The least amount you could eat was the best.
3 **ON SCREEN:**
4 **V-11550**
5 **Retail Value \$99.95**
6 **S&H \$4.49**
7 **REGULAR PRICE \$59.95 (slashed out)**
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12 **VALUEVISION**
13 **vvtv.com**
14 ALAN NORTH: I'm telling you I starved myself. When I was 18
15 years old, I went on one of those -- you remember when all of the yogurt places -- the
16 frozen yogurt shops were all over the place --
17 HOST: Oh, yeah, yeah, yeah.
18 ALAN NORTH: You couldn't walk around the corner --
19 HOST: Yeah.
20 ALAN NORTH: -- without seeing a frozen yogurt place. I ate only
21 yogurt for six weeks. I became emaciated. I went from 215 pounds to 165, lost
22 nothing but muscle, was sluggish, had headaches all day, and then I gained all the way
23 up to 300 pounds and I was just sick about it.
24 HOST: Now --
25 ALAN NORTH: I --
26 HOST: -- Alan, let's focus on this right now.
27 ALAN NORTH: Okay. Let's go for it.

1 HOST: We -- you know what we're doing is we're probably switching
2 the show order
3 around --

4 ALAN NORTH: Okay.

5 HOST: -- because I'm really a little bit nuts for this product --

6 ALAN NORTH: I know. It's so great.

7 HOST: -- and it is a relatively new product as well.

8 ALAN NORTH: Right.

9 HOST: It has to be easy, right? Alan is not telling you to eat
10 everything that you want to eat in the world, oh yeah, you're going to drop the weight.
11 No, no, no, that's not what he's telling you. He's telling you common sense take care
12 of yourself. But this is a product, guys, that really -- it does --

13 ALAN NORTH: It --

14 HOST: -- what our body doesn't do anymore. That's what I've found,
15 Alan.

16 ALAN NORTH: It is so -- I mean, this is -- as far as a fat burning
17 product, I mean, I cannot think of a product on the market that comes close. My job
18 is to work with our researchers --

19 HOST: Um-hum.

20 ALAN NORTH: -- and create products for you that are -- that are real.
21 I mean, I am so tired of the junk out there. This is a two-part product. Okay. It has
22 daytime and nighttime formula. The daytime formula is packed with the safest
23 ingredients. Again --

24 HOST: I love that word.

25 ALAN NORTH: -- we needed the -- we needed the product to work
26 but so many products out there have ingredients and they actually do work as far as fat
27 loss but they have negative effects. You know what I'm talking about. You've heard

1 about ephedrine. You've heard about mahuang, ephedra.

2 HOST: Yeah.

3 ALAN NORTH: It does burn body fat. However, associated with that

4 body fat some people have major jitters, feel nervous, feel anxious --

5 HOST: Like you drank a pot of coffee.

6 ALAN NORTH: -- feel --

7 HOST: That's what you feel like.

8 ALAN NORTH: Yeah. More than a pot of coffee.

9 HOST: Um-hum.

10 ALAN NORTH: Your heart is racing, your blood pressure can be

11 elevated, you have headaches, and that's not what this is all about. This is a product

12 that is extremely effective. Instead of ephedrine, the main ingredient in the daytime

13 formula is a very simple ingredient called citrus aurantium. It is derived -- it's a

14 natural herb derived from the bitter orange tree. It contains --

15 HOST: What does it do for my body?

16 ALAN NORTH: It helps you -- it helps -- what it helps is stimulate

17 cells that would otherwise burn fat. See, all of us have special cells in the body that

18 work as fat burning incinerators. That's why some people can get away with eating

19 hot dogs -- you know people who can eat pizza and burgers and hot dogs.

20 HOST: Well, I could do that when I was 18.

21 ALAN NORTH: Yes. Yes.

22 HOST: I can't do that anymore.

23 ALAN NORTH: And some people could have done it when they were

24 younger.

25 HOST: Um-hum.

26 ALAN NORTH: The fact is sometimes those cells shut down and they

27 no longer work if some genetic process that shuts those cells down. What citrus

1 aurantium does is it stimulates those cells to be reactivated so that you can naturally
2 increase your metabolic rate.

3 So, what happens to ingested food that you eat, it has a better
4 opportunity to be burned rather than stored. Also, in addition -- see, this is a product
5 that helps attack fat in a variety of ways. It helps you burn fat, ingested fat that you
6 eat, and also stored fat.

7 See, the fat that's stored -- that gets stored on your body, you know --
8 you know what I'm talking about. You have it on your stomach, on your legs,
9 anywhere on the body. It is just trapped energy that has nowhere to go because -- and
10 this is partly due because of those cells being inactive.

11 Citrus aurantium, which is the main ingredient that has no negative
12 effects, reactivates those cells so that you can become a fat burning machine. Now,
13 along with that, there's other ingredients that work and have been proven to work by
14 themselves.

15 For example, citrus aurantium we know works by itself. Now, there's
16 other ingredients. Guarana. Guarana is a natural form of caffeine. It's not mega
17 dosed because you don't need to mega dose it. Guarana by itself helps you burned fat.

18 Well, scientists in recent discoveries have found that when you
19 combine the two together, you have an even greater fat burning effect. But not only
20 that, there's also pyruvate), a very effective fat burning ingredient. In fact, the more
21 weight you need to lose, the better pyruvate works.

22 So, again, you're having a very good synergy with all of these
23 ingredients. Not only that -- and we haven't even gotten to the -- to the nighttime
24 product. So, it is --

25 HOST: It's incredible, guys. Get to the phones. I'm going to call you
26 to action.

27 ALAN NORTH: It's going to help -- is going to help you with your

1 appetite because there's 5HTP, hydroxytryptophen (phonetic). It's a protein that helps
2 -- that's an immediate precursor to serotonin. What does that mean?

3 Serotonin -- if your levels of serotonin are low, your appetite -- you're
4 never going to feel full. That's going to help you with your appetite. And in addition,
5 there is trace essential minerals that most people do not get enough of such as
6 chromium, magnesium, and vanadium..

7 HOST: So, you're nourishing the body as well?

8 ALAN NORTH: Absolutely.

9 HOST: Um-hum.

10 ALAN NORTH: And then not only that, see, this is designed to help
11 you burn fat throughout the day but then you have the nighttime formula that does a
12 complete different function. The --

13 HOST: So, let's go -- that's
14 there -- before we move on --

15 ALAN NORTH: Okay.

16 HOST: -- the daytime, when I take it?

17 ALAN NORTH: You take it real simply in the morning at 10:00 a.m.
18 and in the afternoon at 2:00 p.m.

19 HOST: So, you get up and you have your breakfast --

20 ALAN NORTH: Right.

21 HOST: -- and you let your body do whatever it needs to do, and then -
22 - the kind of time where we do feel -- we tend to drag a little bit that late morning,
23 that's when we want to take this.

24 ALAN NORTH: Absolutely.

25 HOST: On an empty stomach?

26 ALAN NORTH: Absolutely. On an empty
27 stomach --

1 HOST: Um-hum.

2 ALAN NORTH: -- to see -- just do it either an hour before you eat or
3 an hour after. It's really simple.

4 **ON SCREEN:**

5 **WeightPerfect**

6 **V-11550**

7 **Fat Loss Accelerator**

8 **Daytime formula helps you lose weight by:**

9 **Boosting your metabolism**

10 **Decreasing you appetite**

11 **Increasing energy**

12 **1-800-788-2454**

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14 **vvtv.com**

15 ALAN NORTH: Now, with the nighttime, this is an incredible
16 product. And, again, I want you to point
17 out --

18 HOST: It tastes really good, too.

19 ALAN NORTH: It tastes great. The nighttime product is not a
20 capsule. It happens to be a liquid.

21 HOST: Um-hum.

22 **ON SCREEN:**

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ALAN NORTH: Okay. The nighttime formula focuses on the relationship between body fat and sleep. A lot of people are thinking what is he talking about, what in the world would sleep have to do with weight loss. Sleep has so much to do with weight loss.

ON SCREEN:

WeightPerfect

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Night time formula helps you lose weight by:

Restoring healthy sleep patterns

Repairing and rejuvenating metabolic functions to better burn fat

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ALAN NORTH: We have a clinical nutritionist that we work with. One of the very first questions that he asks his clients -- asks the people that we work with is how much sleep do you get and what is the quality of sleep like that you get? First of all, you need to get seven -- seven to nine hours of sleep a night and it needs to be a very good quality of sleep.

HOST: Yeah, right.

ALAN NORTH: Because if it's not -- you really do. You really do

1 because --

2 HOST: I know I need it but how do you get it?

3 ALAN NORTH: Well, this is a product that helps with that.

4 HOST: It does. That's my point. It really does allow your body
5 somehow to go into that deeper sleep pattern. I have a problem getting there and this
6 really does that.

7 **ON SCREEN:**

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18 ALAN NORTH: This is such an amazing product because it contains -
19 - it contains special proteins amino acids. I'm not going to, you know -- you don't
20 need to hear this but ornithine, arginine, glutamine. Those are natural protein amino
21 acids.

22 But together in the right combination, what it does is it helps directly --
23 during sleep, directly stimulate the pituitary gland in the brain to release growth
24 hormone. Why is that important? Because growth hormone which we all have peaks
25 during the night.

26 And if you're not sleeping well enough, then you're not giving your
27 body an opportunity to repair itself to the cells that have been damaged during the

1 day. So, together with this combination and the melatonin, you're going to help
2 induce sleep and raise the levels of growth hormone and that equals into greater fat
3 mobilization. In other words, you're going to help lose body fat while you're sleeping
4 because of the higher levels of growth hormone.

5 HOST: Now, Alan has given you all of the specifics about both of
6 these. I want to talk to you emotionally. I don't care if you're female, male, whatever
7 it is. I'm going to go into my world for just a minute. I had -- just to tell you how I
8 felt like there was nothing else that I could ever do and how --

9 ALAN NORTH: Right.

10 HOST: -- when I met Alan I really thought, you know what, I'm going
11 to try this just because I'm supposed to, to air it for you, I'd better know what they
12 taste like, I'd better know if this works or not just so I could give you my
13 interpretation of it.

14 ALAN NORTH: Right.

15 HOST: I kept saying to people like my mom, oh, I just had a baby, I
16 just had a baby. Finally after about two years after my second child was born, she
17 said no, you didn't and it woke me up like crazy.

18 ALAN NORTH: Interesting.

19 HOST: And it was about that same time that I met you.

20 ALAN NORTH: Interesting.

21 HOST: I met Alan and I said you know what, I'm going to try. I don't
22 have the time to diet. I hate that word. I don't have the time to exercise. This better
23 be easy and it better be good or I'm not going to have anything to do with it. And,
24 Alan, this product I -- I could do it without having to interrupt what my family ate --

25 ALAN NORTH: Um-hum.

26 HOST: -- and interfere with them in anyway. It tastes great. I feel
27 like I'm having a milkshake --

1 ALAN NORTH: Um-hum.

2 HOST: -- instead of depriving my body. And because Alan was
3 telling me to eat all the time and nourish my body, I never felt hungry, I never got
4 crabby.

5 So, if you're the same way like I was and you're thinking you know
6 what, I don't have the time, it's got to be easy, nothing works, I've tried everything,
7 call me. I want your testimonials if you've been using this. And if you look in the
8 mirror -- this is beach season for you. And if you tend to hide and not go out there
9 and not want to let anybody see you --

10 ALAN NORTH: Right.

11 HOST: We've all been there. The majority of us have been there.
12 Call me, guys. This works.

13 ALAN NORTH: And there's nothing more rewarding for me to hear
14 somebody call and say Alan, this has finally worked. And, again, this -- this -- the
15 process of losing weight --

16 HOST: Um-hum.

17 ALAN NORTH: -- is difficult because -- in reality, it's difficult in
18 your own imagination because of all the past diets that you've done. Your
19 expectations for future diets -- you can -- you can say well gosh, how could this work,
20 everything else has failed.

21 But remember, this is about nutrition. Again, I know that this is a
22 popular product but I want people to focus on nutrition because that's going to
23 maximize your results and, of course, do a little bit of exercising. But, again, this is
24 about facts. All you do with this product -- it's really simple. You're going to take --
25 you're going to take two capsules in the morning. I just want to show you this, too --

26 HOST: Um-hum.

27 ALAN NORTH: -- how gentle on the -- it's not a big horse tablet.

1 Look at that. It's a very fine powder. You're taking two capsules. It's very gentle on
2 the stomach. It's very highly absorbable.

3 And then now, you take the nighttime. I'll just show you how this
4 works. First off, you want to shake a nighttime up. You do want to refrigerate the
5 nighttime right before going to sleep. And you take the nighttime product -- the
6 nighttime liquid which is --

7 HOST: I would taste it for you but I can't because it does relax your
8 body.

9 ALAN NORTH: It does. It gives you a night's calming -- it doesn't
10 give the tranquilizer effect --

11 HOST: Um-hum.

12 ALAN NORTH: -- but it does give you a relaxing and calm effect.

13 HOST: Guys, get to the phones.

14 ALAN NORTH: It helps you sleep.

15 HOST: Don't wait until the end, guys. Okay.

16 ALAN NORTH: Mix it with water and that's it. You take this right
17 before going to sleep. We do recommend to try not to eat three hours prior to taking
18 because that will interfere with the uptake of the nutrients in the nighttime formula.

19 So, again, two capsules in the morning, two the afternoon, a
20 tablespoon -- a full tablespoon right before going to sleep of the nighttime and you're
21 going to give your body 24-hour help. Twenty-four hour help.

22 If your body just kind of -- no matter what you eat -- if you're one of
23 those people that no matter what you eat and it just kind of -- your cells are sort of
24 lazy, it just doesn't process the food and it naturally just distributes that food and
25 stores it as fat, this is a product that can help you lose body fat, but more importantly,
26 help you twenty-four hours a day.

27 Again, I encourage you, please, if you are on the program -- a lot of

1 people ask if I'm on the Weight Perfect Nutritional Program, can I use the
2 Accelerator. The answer, of course, is yes. You're going to --

3 HOST: Oh, they were all designed to go together.

4 ALAN NORTH: You're going to maximize your results. Now --

5 HOST: Um-hum.

6 ALAN NORTH: -- the answer is can I use it if I'm not on the Weight
7 Perfect Program, the answer is still yes. But I encourage you to if you're just starting
8 off and you want to make the most incredible difference, you want to shock yourself,
9 also ask your sales operator about the nutritional food supplements either in the form
10 of the powder which is what I recommend before the bars and use the bars as backup.

11 HOST: The bars are backup.

12 ALAN NORTH: And, you know, if you can --

13 HOST: Um-hum.

14 **ON SCREEN:**

15 **ValueVision Credit Card Payments as Low as**

16 **\$10.00/mo**

17 **V-11553**

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19 **S&H \$7.99**

20 **\$89.95**

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22 **Advanced Weightloss Formula**

23 **60 meals (Choice)**

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27 ALAN NORTH: If you can, you want to cover all bases, get all three.

1 But, again, just think about what product would work best for you based on what I'm
2 telling you and just choose.

3 HOST: Let's go to the phones and chat with Paula. Hi, Paula.

4 **ON SCREEN:**

5 **V-11520**

6 **SA&H \$6.79**

7 **\$44.95**

8 **WeightPerfect**

9 **WeightPerfect Nutrition Bars**

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14 ALAN NORTH: All right.

15 HOST: Welcome to the show.

16 PAULA: Yes. Hi, Lynne.

17 HOST: How are you?

18 PAULA: Hi. I spoke to Alan before.

19 ALAN NORTH: Hi, Paula.

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PAULA: Hi, Alan. I bought -- I bought when you first introduced the program.

ALAN NORTH: Uh-huh.

HOST: Okay.

PAULA: And I just bought my fourth kit.

ALAN NORTH: Oh, wow.

HOST: Good for you.

ALAN NORTH: Wow. What's --

PAULA: I lost 50 pounds in three months.

ALAN NORTH: Wow.

HOST: Fifty pounds.

ALAN NORTH: All right.

HOST: Paula, congratulations.

PAULA: See, I don't know how -- Lynne, you were always thin. I mean, I stopped smoking and I got really big. I have another 50 to lose.

ALAN NORTH: Fifty pounds in three -- oh, that's awesome. Yep.

HOST: How do you feel?

PAULA: I feel wonderful. It's -- my daughter-in-law is on it also. It really works.

HOST: It does. Thank you.

PAULA: Tell everybody not to hesitate. The shakes are delicious.

HOST: Um-hum.

PAULA: The bars are delicious.

ALAN NORTH: So, Paula, you basically covered all bases. You did

1 the shakes, the bars, and the Accelerator?

2 PAULA: Right. Right. And I eat --

3 ALAN NORTH: Oh, that's awesome.

4 PAULA: And I eat two meals a day because I work.

5 **ON SCREEN:**

6 **before & after (photographs)**

7 **Individual results may vary**

8 **VALUEVISION**

9 ALAN NORTH: What about -- did you do any exercising?

10 PAULA: Yeah. I go over a treadmill. I do a mile a day on the

11 treadmill.

12 ALAN NORTH: Paula, will you do me one favor?

13 HOST: Incredible.

14 ALAN NORTH: Just do me one favor.

15 PAULA: Um-hum.

16 ALAN NORTH: I want your before and after and I want to show you

17 off the next time I come to Value Vision.

18 PAULA: Yeah. But, Alan, I never took a picture of myself.

19 ALAN NORTH: Find one.

20 HOST: Find one.

21 ALAN NORTH: You've got one. Find one. Find one. You sound

22 like me. I never want to dig up those before.

23 PAULA: I hate it.

24 HOST: Okay.

25 PAULA: But the thing is nobody should hesitate. I tried everything. I

26 mean --

27 HOST: Um-hum.

1 PAULA: -- I tried the Dr. Atkins. That's too brutal with the -- no
2 carbohydrates. That's brutal.

3 ALAN NORTH: Right.

4 HOST: Right.

5 PAULA: At least with Alan's diet you can go to the movies and have
6 popcorn.

7 HOST: Um-hum.

8 ALAN NORTH: Right.

9 PAULA: You can have a baked potato.

10 HOST: That's right.

11 PAULA: You can eat the good carbos.

12 HOST: It just works with life.

13 ALAN NORTH: Exactly.

14 PAULA: It's good. It's really good. I mean, you can't go have a hot
15 fudge sundae. I mean, that you can't have. I mean, let's face it. But you can still lose
16 a lot of weight eating sensibly and not bad.

17 ALAN NORTH: Well --

18 HOST: Why do you think, Paula -- why do you think if when you've
19 gotten to the point where you've tried everything and nothing was working for you,
20 why do you think this worked? What was it?

21 PAULA: Well, Alan mentioned something on his first time on the
22 show about this molecule that's sleeping and some people have it and some people
23 don't have it. Mine went to sleep for years. And this -- these pills I think woke it up.

24 ALAN NORTH: You know, it's interesting --

25 HOST: Hum.

26 ALAN NORTH: It's interesting that you should mention that Paula
27 and a lot of times I'll talk about -- you're referring to the UCP molecule that's located

1 in brown fat.

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13 PAULA: Yes.

14 ALAN NORTH: That's interesting because, you know, some people
15 that they really -- if that molecule is sort of what I would call shut off --

16 PAULA: Uh-huh.

17 ALAN NORTH: -- then this could, of course, like it's done for you,
18 it's reactivated your fat burning molecule --

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3 PAULA: Right.

4 ALAN NORTH: -- and simulated that thermogenic effect which is the
5 production of heat within the body. And truly, for some people -- you know, and
6 everyone responds differently but you're obviously someone that this was -- this
7 product was perfect for. So --

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19 PAULA: Right. Because I was a smoker. I was a very heavy smoker.
20 And I stopped smoking and that's when you blossom.

21 ALAN NORTH: Right.

22 PAULA: And no diet in the world helped me.

23 ALAN NORTH: Well --

24 PAULA: Nothing.

25 HOST: Well, you --

26 PAULA: It was a nightmare.

27 HOST: Well, you took care of the most important thing first --

1 ALAN NORTH: Fifty pounds.

2 HOST: -- when you quit smoking. Congratulations on that.

3 ALAN NORTH: A lot of people think 50 pounds is so much weight in
4 three months but 50 pounds is not -- I mean, I have seen so many people lose 50
5 pounds --

6 PAULA: I know.

7 ALAN NORTH: -- in 12 weeks.

8 PAULA: I still have another 50 to go, Alan.

9 ALAN NORTH: That's very realistic. It's very realistic. Paula --

10 HOST: It's exciting.

11 ALAN NORTH: -- thank you so much.

12 PAULA: Thank you, Alan.

13 ALAN NORTH: Thank you --

14 HOST: Bye, Paula.

15 ALAN NORTH: I just want to kind of --

16 HOST: Bye-bye.

17 ALAN NORTH: -- want to recap on what Paula
18 was saying because it's very important. See, what happens is --

19 HOST: Incredible.

20 ALAN NORTH: See -- and I don't want to get -- I know -- you know,
21 the producer might complain that I get too technical and I don't want to sound
22 technical but this is body fat -- this is what body fat looks like in the body. Okay. It's
23 this -- you know, it doesn't look good. It's very unpleasant looking.

24 This is commonly referred to -- even though this is yellow, this is
25 commonly referred to by scientists as white fat. Okay. White fat is the bad fat. It's
26 the bad fat that makes you look unpleasant. It's the dimply fat, you know, with all the
27 funny names that people have made of it.

1 HOST: Fat is fat.

2 ALAN NORTH: Yeah. Fat is fat.

3 HOST: Fat is fat.

4 ALAN NORTH: And 95 percent of your -- the body fat on your body
5 is made up of white fat. But there's also what's called a good fat. There's a good fat
6 that's called brown fat or otherwise known as BAT, brown adipose tissue. That
7 brown fat is located in the neck area, above the kidneys. That fat actually helps keep
8 your body warm when you're cold.

9 But scientists made it, like Paula was mentioning, a very important
10 discovery. They found located within brown fat, the good fat, there's special
11 molecules that help incinerate fat. They're called fat burning incinerators. And in
12 some people that have a genetic tendency to put on fat easily, that -- that molecule is
13 actually turned off.

14 By adding these substances that are safe and natural, you're
15 reactivating those fat burning processes and creating what's called thermogenesis
16 which is a natural fat -- it's a natural process like digestion.

17 And see, with Paula, she's now using it. Of course, she's also eating
18 good and she's making better choices. But occasionally, as she mentioned, it's not -- I
19 mean, it's not -- it's not brutal. She's having occasional popcorn. This isn't about
20 deprivation. You're turning those fat -- you're unlocking --

21 HOST: It's tools.

22 ALAN NORTH: It's like a key. It's like a key that you're ingesting
23 that's unlocking your body's own fat burning potential.

24 **ON SCREEN:**

25 **before & after (photographs)**

26 **Individual results may vary**

27 **VALUEVISION**

1 HOST: Guys, get to the phones. Please don't wait until the end of the
2 show. I have done enough shows with Alan --

3 ALAN NORTH: This --

4 HOST: -- to see what happens at the end of the show.

5 ALAN NORTH: Especially -- especially at this price. It was tough to
6 come up with this price. Again, this was the introductory price. We sold out over
7 7,000 units. We -- we sold out, basically. And so, now it's back at this price. The
8 phones are packed. So, please if you really want to try this, don't wait until the end of
9 the hour because you're going to be on hold.

10 HOST: This visit only. Let's talk about some of these before and
11 afters they've been showing up here, Alan.

12 ALAN NORTH: If we could -- if we can go through all of them, that
13 would be great. This is Todd. I think we're going to go back to the beginning. I'll
14 show you everybody. Everyone has a little bit of a story here.

15 This is CB. CB was making some better food choices, had a very
16 sluggish metabolic rate. She was working out with the trainer, couldn't get the results.
17 This is only -- this is less than 12 weeks.

18 Now, I also want to point out that something -- about something that's
19 interesting. I got a call from CB because I wanted to get -- she was looking so great, I
20 saw her -- I saw her in the gym, my brother's gym in Dallas and I go CB, you are
21 looking awesome. We've got to get an after photograph of you. She goes you better
22 hurry because I'm two months pregnant.

23 HOST: So, in that photo, Alan --

24 ALAN NORTH: That photo --

25 HOST: -- she's two months pregnant?

26 ALAN NORTH: -- she's two months pregnant --

27 HOST: Excellent.

1 ALAN NORTH: -- just to give you an idea how wonderful --

2 HOST: Excellent.

3 ALAN NORTH: -- the wonderful results that she got. And she's

4 doing incredible. Of course, now she's pregnant. So she's not on the Accelerator but

5 she is still using the drinks. And, of course, you don't want to be on any type of

6 caloric restriction when you're pregnant. But, again, she's still using the drinks

7 because her protein requirement, of course, goes up when she's pregnant.

8 HOST: Get to the phones, guys. They're heating up.

9 ALAN NORTH: Look at some more --

10 HOST: I'm so excited for every single one of you.

11 ALAN NORTH: Check this out. This is -- this guy is so awesome.

12 This guy is Johnny. He is somebody that I work with. The funniest guy you can

13 imagine. But 50 pounds overweight and just -- I mean, two knee replacements, had

14 trouble exercising. I mean, he could barely ride a bike for five -- for five minutes and

15 he had trouble exercising.

16 HOST: Well, look at that difference.

17 ALAN NORTH: Look at the difference. And, again, that is only 12

18 weeks, and just like Paula, he also lost 50 pounds.

19 HOST: Excellent.

20 ALAN NORTH: Fifty pounds, 12 weeks --

21 HOST: Incredible.

22 ALAN NORTH: -- gone.

23 HOST: Incredible.

24 ALAN NORTH: We got a whole bunch more. This is Todd who you

25 saw a minute ago. Todd -- interesting story about Todd is he lost a lot of weight.

26 See, this before -- in fact, I wish I had another before of him because -- you see, look

27 at that before photograph. That before photograph is actually -- was his after because

1 he was 50 pounds heavier than that before.

2 HOST: Heavier than that one.

3 ALAN NORTH: So -- and he was kick boxing. He was -- he was
4 doing aerobic exercise. But what happened with Todd is see, he plateaued. It's
5 interesting to point this out because see, people have a set point in their weight, okay,
6 where their weight -- he -- you know, we know people -- look -- well, I'm just going
7 to point out the after.

8 HOST: You get stuck.

9 ALAN NORTH: I'll talk about this when we get back in a second but
10 look at the after. This is an eight week difference. Eight week difference.

11 HOST: Eight weeks.

12 ALAN NORTH: Look at the difference. He just plateaued --

13 HOST: What are you waiting for?

14 ALAN NORTH: -- he plateaued on his weight loss program. Think
15 we have a couple more --

16 HOST: Um-hum.

17 ALAN NORTH: -- pictures. I'll show you some more. This is Elda,
18 another interesting story. Elda lost 38 pounds in 12 weeks. Elda's weight wouldn't
19 budge because she had back problems, was pretty much immobile. Immobile. She
20 had back problems. Her husband calls me every week still to thank me. She's -- she's
21 lost --

22 HOST: Her husband calls you.

23 ALAN NORTH: Her husband calls me. She --

24 HOST: Because she feels good.

25 Her -- and she's happy and she's alive.

26 ALAN NORTH: I've got to get an updated after. That's a 38 pound
27 difference. She's already lost 60. She has lost 60 --

1 HOST: Oh.

2 ALAN NORTH: I can't keep up with all the afters. We've got one
3 more, I think. Juanita, again, I can keep up with the after photos. She's lost 75
4 pounds. Her weight loss is up to 115. One hundred and fifteen.

5 HOST: Congratulations to all of these people because you know what,
6 they were probably feeling helpless, too; until they met you.

7 ALAN NORTH: Now -- now, this is an interesting story, too,
8 because now -- now, Hal is somebody that did the Weight Perfect Nutritional
9 Program, got excellent results, had heart problems, was in -- he was actually in the
10 hospital when I met him. Now, he got -- he just -- again, he also plateaued. The
11 Accelerator helped him get to his goal lean weight.

12 HOST: And Alan is not telling you to go and buy all these special
13 foods. He's saying sit down and eat with your family --

14 ALAN NORTH: Yes.

15 HOST: -- and just use some good old-fashioned common sense.

16 ALAN NORTH: Absolutely.

17 HOST: We have to go the phones and talk with Susan.

18 ALAN NORTH: All right.

19 HOST: Susan, thanks so much for waiting. Welcome to the show.

20 SUSAN: Hi. Hi, Alan.

21 ALAN NORTH: Hi, Susan.

22 SUSAN: You know, I just bought the product the last time you -- it
23 was on the show.

24 ALAN NORTH: Right.

25 SUSAN: And I started taking it I'd say the end of last -- the beginning
26 of last week and -- and since last Wednesday, I've lost 13 pounds.

27 ALAN NORTH: All right. Since last Wednesday?

1 SUSAN: Since last Wednesday.

2 ALAN NORTH: Wow. Now, which product --

3 HOST: Susan, you go.

4 ALAN NORTH: Now, Susan, which product are you talking about?

5 SUSAN: The daytime and the nighttime formula.

6 ALAN NORTH: Okay.

7 SUSAN: I've been taking them together. And one of the things that's

8 been very helpful is I'm -- I have terrible insomnia and I'm sleeping so much better.

9 HOST: I noticed that difference, too, Susan.

10 ALAN NORTH: Oh, gosh. Susan, that is an excellent point that I

11 don't even talk about enough that so many people have insomnia and that could be a --

12 I've spoken with a sleep specialist -- a sleep doctor who said you're right, Alan, I've

13 seen you on tv, insomnia can be -- I mean, not being able to sleep can have a major,

14 major negative effect on your metabolic rate. So, gosh, congratulations.

15 HOST: Susan, tell us a little bit about yourself. I mean, I always like

16 to ask this question. Did you feel like you were just hitting a wall, that nothing was

17 working?

18 SUSAN: I have tried everything, everything you can possibly imagine,

19 and I feel like nothing -- no matter how much I stick to a food plan and watch what I

20 eat, nothing has helped me jump start my metabolism.

21 ALAN NORTH: That is so great.

22 SUSAN: And I've been so depressed about it because I've been getting

23 some problems --

24 ALAN NORTH: Sure.

25 SUSAN: -- with my legs and my mobility and I've been in and out of

26 work.

27 ALAN NORTH: Oh, man.

1 SUSAN: You know, I don't want to lose my job because of my
2 mobility problems.

3 ALAN NORTH: Sure.

4 SUSAN: So, this has been the first thing that's been actually giving me
5 any ray of hope. So, thank you so much.

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17 HOST: So, everybody at home -- everyone who's watching right now,
18 Susan, tell everybody again, just in case people are -- you know, have the sink on, the
19 water going, something like that --

20 ALAN NORTH: Right.

21 HOST: -- how much by using the product for a week and how much
22 did you lose in a week?

23 SUSAN: Thirteen pounds.

24 ALAN NORTH: That's great.

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7 **VALUEVISION**
8 **vvtv.com**
9 SUSAN: It's amazing.
10 HOST: How do you feel? I mean, how does your body feel? How
11 does your energy level feel?
12 SUSAN: Oh, I feel so much better. I'm moving so much better. It's
13 amazing.
14 ALAN NORTH: Susan --
15 HOST: And you're sleeping better.
16 ALAN NORTH: Now, Susan, let me ask --
17 SUSAN: I'm definitely sleeping better. I haven't slept in years.
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2 ALAN NORTH: Susan, let me ask you this. I know that you're using
3 the Accelerator. You've lost 13 pounds. What about as far as -- have you made any
4 changes nutritionally?

5 SUSAN: Oh, absolutely.

6 ALAN NORTH: Good..

7 SUSAN: I've been eating less -- one of the things that, you know, it
8 said on the bottle and I was
9 a little skeptical, it said that -- you know, that it had -- it helped your appetite.

10 ALAN NORTH: Yes.

11 SUSAN: I am not as hungry. And -- you know, that's never been quite
12 my -- always my reason for eating. But I found that since I haven't been as hungry, I
13 really have not felt the need to eat.

14 ALAN NORTH: Right.

15 SUSAN: So, I'm eating much less food. I'm pretty -- sticking between
16 about 1800 calories which has been very helpful.

17 ALAN NORTH: That's good. If you're not using the food
18 supplements, Susan, definitely keep your protein levels up, try to eat frequently
19 throughout the day, eat five smaller meals throughout the day, and in combination
20 with the Accelerator, the weight loss is going to continue to melt off. Great story.

21 SUSAN: Thank you so much.

22 ALAN NORTH: Thank you, Susan.

23 HOST: Susan, thank you for taking the time to call. Appreciate it.

24 ALAN NORTH: That's so awesome.

25 SUSAN: Thank you.

26 HOST: That's really awesome.

27 ALAN NORTH: And I do want to point out, again, I know that -- I

1 know that this is a very exciting program. Obviously, it's at a great price.

2 HOST: Look at our phones. Stay on there, guys. Don't hang up.

3 We're very, very busy as you can imagine. Everybody --

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

5