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VALUE VISION
VITAMIN H SERUM

DATE RECORDED: FEBRUARY 29, 2000

1 **Proceedings**

2 MANUELLA: But this serum does many things. When you put it up or on it,
3 apply it to the scalp, the works on strengthening the hair, on the - strengthening the
4 shaft, on cleaning up the follicle, improving the circulation, and feeding your scalp the
5 Vitamin H.

6 HOST: So if you're losing hair, balding -

7 MANUELLA: If you know when you -

8 HOST: - gray -

9 MANUELLA: Exactly. Exactly. When you shampoo your hair and you see
10 all that hair fall out in the bathtub, you know, in the shower, and you -

11 HOST: Yes.

12 MANUELLA: - say, "Look at that," or it's in your brush, you will notice a
13 remarkable difference when you start -

14 HOST: Oh, my gosh.

15 MANUELLA: -- using this product.

16 **ON SCREEN:**

17 **(UNREADABLE GRAPHIC)**

18 **LEAP YEAR SALE**

19 **C-17344**

20 **S&H \$5.79**

21 **\$39.95**

22 **NUTRI FIRM RESURGENCE**

1 **GAMMOTHERAPY NUCLEUS CREAM**

2 **NEW ITEM TODAY**

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4 **VALUE VISION**

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6 HOST: Women of all ages, and men, too.

7 MANUELLA: Especially women after pregnancy, when they give birth, they
8 usually tend to lose their hair in clumps, that didn't happen to me because I'm using the
9 serum. I got to keep my hair longer -

10 HOST: You're lucky.

11 MANUELLA: Which is what we want to do. We want to slow down the fall-
12 out. And this is what Vitamin H serum is designed to do. It helps us with the scalp. It
13 moisturizes. It nourishes. It softens. It strengthens the hair.

14 HOST: Can I put it in now or -

15 MANUELLA: Split ends.

16 HOST: - does it have to be wet?

17 MANUELLA: No, you can put it in wet or dry. You put it right into - and you
18 notice it's not an oil. It's not greasy.

19 HOST: I'm so surprised. It's - it's - it's really - oh, it's really light.

20 MANUELLA: So very light. Just put it into -

21 HOST: And in the scalp.

22 MANUELLA: - your scalp and massage it into your scalp, three to five drops.

1 HOST: Oh, it smells good.

2 MANUELLA: All over. And it's - it's loaded with nutrients for the scalp.

3 Now, the Gammotherapy cream -

4 HOST: Oh, this is great.

5 MANUELLA: This is with the beech tree extract, the perfect DNA for the

6 skin. This instantly, instantly when you put it on YOUR skin, it fills in the fine lines

7 and wrinkles.

8 HOST: Oh, I love you.

9 MANUELLA: And this is something that is - we've got these products, the

10 Resurgence, the intensive serum to work deep within the skin. We have the

11 Gammotherapy. Look, it's like custard the way it is formulated.

12 HOST: Oh, my gosh.

13 MANUELLA: This goes on top of the skin and this fills in the lines, fills in

14 the wrinkles, and works -

15 HOST: Really?

16 MANUELLA: - to soften and hydrate the skin. And the way the skin feels

17 after this is amazing because of the emollients.

18 HOST: Oh, wow. That's wild.

19 MANUELLA: Doesn't it feel great?

20 HOST: Yes.

21 MANUELLA: It's extra moisturizing, so if you're wanting something that -

22 HOST: (Unintelligible) my face.

1 MANUELLA: - increases the moisture in the skin, increases the dewiness to
2 the skin, the Gammotherapy cream is here. And remember the Gammotherapy cream -
3 treatment cream with the beech tree extract is limited edition, as well.

4 HOST: Hmm.

5 MANUELLA: All of these soy and the beech tree, because we cultivate it,
6 because we get the DNA ourselves, what we bring you is what is available for the next
7 couple of months. That's it.

8 HOST: This is wild. Oh, my gosh.

9 **ON SCREEN:**

10 **COMING UP**

11 **THE COMPUTER STORE**

12 **C-17210**

13 **S&H \$2.99**

14 **\$9.95**

15 **NUTRI-FIRM FOOT CARE KIT**

16 **LEAP YEAR - ISOMERS**

17 **1-800-788-2454**

18 **VALUE VISION**

19 **VVTV.COM**

20 MANUELLA: (Unintelligible) better deal.

21 HOST: You've got to try that. Oh, I know we can't wait to get there. All right.

22 Here's the lineup. A 90 second special. John, can you help me bring that a little

1 closer, please?

2 Manuella is here on a Leap Year special. I can't believe this is happening
3 today. The Nutri Firm Foot Care Kit for only \$9.95. We're making history in the
4 world of television. Manuella launches yet something else new. Watch out
5 everybody. Everybody be listening today. Manuella makes a new path in the
6 wonderful world of not only beauty, but treatment for our skin.

7 Got to have this for your feet. A little instant pick-me-up right through your
8 hosiery, as well.

9 MANUELLA: Right. This cools the feet, refreshes the skin, softens the skin if
10 you've got calluses, dry feet, fungus, itchy feet, uh, smelly feet, this is very good for it.
11 It goes quickly into the skin. This is done - this is a little bit of a special because
12 people have been asking us over and over again for the Happy Feet. It really, truly
13 helps the feeling.

14 HOST: Both of these.

15 MANUELLA: You get two Happy Feet, um, and it's amazing because it - it
16 just works very quickly into the skin.

17 HOST: And we have used this, uh, on each other, as a matter of fact, in the
18 dressing room.

19 MANUELLA: Uh-huh.

20 HOST: You got tired feet, swollen feet, something doesn't feel right, you're in
21 your shoes too long, put this on. Doesn't have to be barefoot. And you know what? A
22 lot of us go barefoot around the house.

1 MANUELLA: A lot of times -

2 HOST: (Unintelligible).

3 MANUELLA: - we don't even worry about our feet until sandal season comes

4 around, but you know what? With the menthol, with the peppermint -

5 HOST: And it's very refreshing. It's very cooling. It's very tonifying. And

6 what I do, especially now in the condition that I'm in, I take it right up into my legs,

7 because it really helps to energize the legs.

8 MANUELLA: Oh, that feels good.

9 HOST: The menthol, the peppermint, it really - with the massage it really

10 helps to speed up that circulation. You don't get swollen ankles. You don't get swollen

11 legs.

12 MANUELLA: See, I had all of that. I was just a big old swollen thing.

13 HOST: You needed Happy Feet back then.

14 MANUELLA: I needed Happy Feet, for sure. How can you do this? You only

15 gain weight, like, in your belly where the baby is, nothing else.

16 HOST: See, that's what I told my body to do. It was so -

17 MANUELLA: You - only in the belly.

18 HOST: - healthy, my gosh. You're so healthy.

19 MANUELLA: Think about this just for a moment. Put this in your head.

20 How far along are you?

21 HOST: Seven and a half months.

22 MANUELLA: Seven and a half months and injury in the laboratory building

1 products for our customers. That's - that's a lot of love and that's a lot of safe stuff.

2 HOST: Yeah. Oh, absolutely.

3 MANUELLA: Very safe.

4 HOST: I - I've used this. I've tasted. I've put it on. I do all of this stuff. It's
5 because it's science. It's because it's the perfect DNA structure. It's because it's things
6 that make sense internally, externally, for the body. It's nutrition. It's, uh, perfect
7 balance for the skin.

8 MANUELLA: And we're going to talk about that right now. Are you all
9 ready? Are you really, really, really ready? Let's go to the hair first. The vitamin, the
10 new vitamin that we're going to talk about is Vitamin H. Then we're going to extend
11 the life of Resurgence. Please make your decision quickly, because everything is very,
12 very limited.

13 HOST: Yeah.

14 MANUELLA: You are so good to us, and I thank you, and thank you for all
15 these goodies. Take a look at this. It came out on the - on the INTERNET. We were
16 chatting about it. Manuella had already been working on it. So no matter what request
17 we put in it's, like, she's already working on it.

18 Vitamin H for your scalp, for your hair. And we do lose a lot of hair, and I did
19 go through that with Teresa after I had her.

20 HOST: Uh-huh. Uh-huh.

21 MANUELLA: I lost my lashes and my hair got really, really, just thin. I had
22 to do the wig thing, which is kind of fun for a while.

1 HOST: I was afraid it wasn't going to grow back. It gets hot. You know?

2 **ON SCREEN:**

3 **PEARLE VISION'S**

4 **LEAP YEAR SALE**

5 **C-17342**

6 **S&H \$5.79**

7 **\$39.95**

8 **NUTRI FIRM VITAMIN H SERUM**

9 **NEW ITEM TODAY**

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11 **VALUE VISION**

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13 MANUELLA: That's the thing. What happens is your hair starts to fall out.

14 Remember your hair grows in three stages; okay? So when you were - when your hair

15 is coming out of your head you - you want it so that the growth stage and the fall-out

16 stage actually match each other so that it's not falling out faster than it's growing.

17 HOST: Very -

18 MANUELLA: With most people what happens is your fall-out happens faster

19 than your growth, so you end up with splitting hair. You end up with bald patches.

20 With this Vitamin H serum we have put amino acids and strengtheners in there that

21 help allow the scalp to retain the hair. It actually helps keep it right in there.

22 So that what I noticed after pregnancy was that I was not like my girlfriends,

1 who were losing clumps and clumps of hair. I wasn't losing. I was taking my shower
2 and I'm looking down and there was nothing on the bathroom floor. There was
3 nothing on the bathroom floor-

4 HOST: You're kidding me. Nothing?

5 MANUELLA: - nothing on the shower curtain.

6 HOST: - can take that little bathtub stopper and yank up, like, a couple of
7 inches of - of hair.

8 MANUELLA: And that's scary. I used to do that.

9 HOST: It is, too, scary.

10 MANUELLA: Especially when I used to color my hair many years ago. You
11 know, you brush and, oh, it's all there. This is the color I was.

12 HOST: That scares me. I need some of this.

13 MANUELLA: Because it comes (unintelligible) -

14 HOST: Can I borrow your brush? Can I just buy this right here off the set?

15 MANUELLA: What's great about this, it's non-oily. It's non-greasy. What's
16 great about this -

17 HOST: It really takes (unintelligible) -

18 MANUELLA: - three to five drops. You massage it into your scalp, and you
19 leave it in. This is a leave-in treatment. It's for men. It's for women. It is excellent on
20 the scalp. It is a serum, non-oily serum, with the Vitamin H. We find that Vitamin H,
21 see, all I do is take a few drops. This is medical, um, pharmaceutical grade packaging.
22 You just take it, put it on, into your scalp just like that -

1 HOST: This is great.

2 MANUELLA: - and that's it. And you allow it to go to work.

3 HOST: I want some more.

4 MANUELLA: It's not oily. It's not oily.

5 HOST: It won't leave a residue.

6 MANUELLA: It won't. It actually - what's great about this, it has Pro-vitamin

7 B-5, as well, panthenol. What does that do? That thickens the hair. So if you have

8 fine, limp hair that you can't manage, you can't style, you'll be able to start to style and

9 manage your hair, as well.

10 HOST: Fascinating.

11 MANUELLA: There is nothing else on the market like this Vitamin H serum.

12 HOST: No kit would. That's right.

13 MANUELLA: Nothing else.

14 HOST: And who's going to be able to do this but you?

15 MANUELLA: Well, we - this formulation has been in the works for over

16 seven years now.

17 HOST: Wow.

18 MANUELLA: Because my husband has a full head of hair.

19 HOST: Gorgeous hair.

20 MANUELLA: And he - he loves his hair. But he used to be so paranoid that

21 he's going to lose his hair. So he started to do research on this. And many years ago

22 we came across Vitamin H and Vitamin deficiencies, saying that when you're deficient

1 in Vitamin H you tend to prematurely gray. So we started to do the research in this.

2 Then we looked at other amino acids. We looked at things that actually,
3 people want hair to grow all the time. You can't force the hair to grow, but what you
4 can do is you can stop or reduce the fall-out, and this is -

5 HOST: Got you.

6 MANUELLA: - what we're doing with this product. We are reducing the rate
7 that it falls out at, so - which is very important, so that you get to retain the hair.

8 HOST: Uh-huh.

9 MANUELLA: The hair stays fuller and it's thicker.

10 HOST: How often should I do this?

11 MANUELLA: Use it every day.

12 HOST: Every day?

13 MANUELLA: Every day. And believe me, men out there, when you start to
14 use this -

15 HOST: David, come here.

16 MANUELLA: - actually, don't buy one. Buy two, three, or four right now at a
17 time.

18 HOST: Okay.

19 MANUELLA: And I'll tell you why.

20 HOST: It's only, what, \$39.

21 MANUELLA: Everybody when you start using it you're going to love the
22 results. You don't want to be without these results, because you start to be able to see

1 your hair come out -

2 HOST: (Unintelligible) already?

3 MANUELLA: - (unintelligible), you get - you can start to notice it. You
4 know? Couple of weeks. It takes a couple of weeks, but you will start to notice it
5 dramatically.

6 HOST: Okay.

7 MANUELLA: And the way I would say, gauge it this way. When you brush
8 your hair, you towel dry your hair, look down on the bathroom floor and see what you
9 got.

10 HOST: I'm scared. You know, when you're saying that you're just scaring me
11 because I - you know, we put color in our hair.

12 MANUELLA: Uh-huh.

13 HOST: I like it a little bit on the lighter side and I do have a lot of silver in
14 there and gray, whatever you want to call it.

15 MANUELLA: Uh-huh.

16 HOST: And - and you're right. I can look in my brush in my bag right now -

17 MANUELLA: Right.

18 HOST: - and my head, I'm going, oh, my, gosh, it's like I can pull off a half a
19 handful.

20 MANUELLA: Right. And - and -

21 HOST: A clump.

22 MANUELLA: And every day you're taking a clump. You know, every day

1 you're taking a clump out of your brush.

2 HOST: (Unintelligible).

3 MANUELLA: Or every couple of days.

4 HOST: Yeah. I don't clean out my brush every day.

5 MANUELLA: But you know what? Why not -

6 HOST: But every time I clean it it's like my brush has more hair. Oh, no.

7 MANUELLA: But what you - what you want to do is you want to keep it on
8 your scalp, which is where it should be, because when you keep it there then it allows
9 it to stay fluffier and manageable and everything. What's great about it, it's not heavy.
10 It will not weigh the hair down. It's not greasy or not oily. It's an excellent, uh,
11 companion to your hair.

12 HOST: We're getting some calls about, uh, the necklace I'm wearing. This is
13 the Trader Jack buy. Do I have to remove this now? Am I getting heck because I have
14 this on? I'll take it off. We were only allowed to sell it for a certain amount of time.
15 And it's screwed up on the price, real, for real, for real.

16 MANUELLA: Okay.

17 HOST: And I would like to invite any of the men out, uh, in our control room
18 or were working behind the scenes to come - oh, my gosh. You have 63 of these in
19 our inventory? That's all we have?

20 MANUELLA: They're going.

21 HOST: Okey-dokey. Never mind about that invite. I'm sorry.

22 MANUELLA: Again, a limited edition. Uh, truly on a -

1 HOST: Oh, (unintelligible).

2 MANUELLA: The reason for this is because this is what we do at Isomer's
3 laboratories. As a scientist we work with very, very high integrity products. We do a
4 lot of our own cultivation. We do a lot - we do all of our own formulation. So what
5 we're doing with the Vitamin H, we've got a limited edition on this so that you can try
6 this product for Leap Day. It was available for today only. We have a lot of interest in
7 this and 60 left, so, um, we'll let you know if there are anymore out there.

8 So how was can we get some more? Last two days in March -

9 HOST: Another - uh, you're here another month?

10 MANUELLA: Yep.

11 HOST: Next month?

12 MANUELLA: Yep.

13 HOST: Okay.

14 MANUELLA: Are we going to put some more in the system now? Okay.

15 Great.

16 HOST: Can we stay on the site, um, David? Are you going to put some more
17 in there now? All right. Let's come back. Let's just come back and let the guys work
18 it out.

19