

# GADITANA

ORIGINAL



## Overview & Sales Training

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# A Fluke Discovery...

- Phytoplankton was originally intended as a commercial shellfish feed in 2005.
- Phytoplankton recovery makes newspaper. Triggers hundreds of people to try.
- People have remarkable experiences with phytoplankton and a vision for the future of nutrition is created.



# What is Phytoplankton?

- The base food of the oceanic ecosystem.
- The origin of life, food & nutrition.
- A microscopic plant birthed when the sun penetrates the ocean.
- The most abundant plant on Earth.
- Responsible for the majority of the oxygen we breath.



# What is Gaditana Original?

- A specific Atlantic Ocean Marine Phytoplankton
- Shaped like a green globe.
- The approximate size of a blood cell
- Grown with proprietary technology to maximize nutritional output.
- Concentrated yet comprehensive nutrition.
- Direct nourishment without digestion.
- Speculated to contain an undiscovered Peptide (protein) that re-ignites the immune system.
- A pure vibrant green powder. Vegan. Allergen Free. Grown Sustainably.



# Why Gaditana Original is Significant?

- For the first time in history; pure source nutrition is available.
- If there was such a thing as a pure nutrition injection it'd have to be made with Phytoplankton.
- A 8 year market test in Canada has proven unequivocally that Gaditana Original; if taken by the masses will ignite one of the biggest wealth transfers in history by giving people the foundational tool (pure nutrition) to control their quality of life.



# Why We Believe Gaditana Original Works So Well

- It is no secret the North American nutritional value of food is compromised.
- The nutritional value in our food is weak....making us, as a species, weak.
- If a health issue is rooted in malnourishment...simple law of cause and effect states pure nourishment can reverse the effect.
- The Gaditana Original is one source ingredient. It's not a man made formulation. It's the closest thing to the source of nutrition on the market.
- Phytoplankton was chosen and designed to be the Master Nutrient. It is the base food. This position cannot be taken away. Ironically overlooked by the nutrition industry...it's only logical the original nutrient will be more powerful than other supplements.

# How to Take (Humans)

- There is a scoop provided. Ideally. One level scoop a day in water.
- If the taste is an issue. Anything citrus masks the taste. Lemon water, pineapple juice, apple juice, etc. Yogurt, apple sauce also masks the taste.
- Note: We are not hiding behind the fact Gaditana Original has a “unique taste” It is what it is. There are ways to mask it and ironically some people like the taste after a while because the body likes it so much.
- It is ok to take two scoops short term if you want to accelerate the results.



# How to Take (Pets)

- There is a scoop provided. Small to large dogs. Only need half a scoop for each dog. Simply sprinkle this on their food. Dogs are very attracted to Gaditana Original.
- Cats. Some cats are attracted to Gaditana Original and some of them you have to sneak it in their food. Half a scoop is their serving size.





# What To Expect (Humans)

- Historically 37% of people will have a life changing & profound experience in a relatively short period of time. (2 days to 1 week) These will be customers for life and it's a real joy to witness.
- Another 30% will have a noticeable and measurable quality of life improvement that will slowly sneak up on them in about a month to 6 weeks.
- Around 20% will take it for a bit. Make excuses for not taking it consistently, report no results and will drop off.
- The remaining 13% will be on the fence, they will say they feel better but will give a new medication credit. These people will need blood work to come back or some other form of validation to prove their results. They can be skeptical something natural can work so well.
- We suggest to focus on the 67% because they will understand the value and be your extended sales force.

# What To Expect (Pets)

- A Dog and Cat's behaviour improvements can happen very quickly. Especially if the pet has a health issue. It's very heartwarming to see furry friend bounce back. Pets of course can't talk, so actions speak volumes.
- Shedding in many cases decreases and exposed skin areas improve.
- Joint issues that create mobility problems start to go away.
- Digestive issues improve.
- Once this happens, not only do you have a customer for life, but also encourages the pet parent to take Gaditana Original because pets do not fall victim to a placebo.
- From historical experience you can expect a 65% retention for dogs with health issues. Cats around 35%. It's always worth a try because success compounds to two customers. The pet and the parent and many people have more than one pet.

# Try it...Create your Own Story

- As we start this journey together we are using the testimonials we have collected over the years in Canada.
- But...this is a grain of sand on the beach to what is coming! Including you!
- The best way to distribute Gaditana Original is having your own story!
- If you have a skin issue...take a before photo and video. Take another photo/video in a month.
- If you have a pet with skin and walking issues...film before and after.
- Do a small video before you or your pet starts and a video after you feel or see the effects. Just do it on your phone. The less Corporate the better! No one can take your own story away!
- With every distributor participating in this we will create a tidal wave beyond anything else done before in Network Marketing.



# Temper your Online Enthusiasm

- When you see the results Gaditana Original delivers it can trigger a lot of emotion and questions why this is not mainstream. Some of the behaviours that can manifest is posting health claims online beyond your personal stories.
- We are asking our leaders and distributors to refrain from making exaggerated claims on social media and online platforms. Without context and proper onboarding the masses are conditioned to believe these results are NOT possible. We do not need the type of attention this will bring, and at the end of the day you hurt yourself.
- Your personal experience and the results in your close knit circles will speak for themselves. When someone heals, direct, real life, Word Of Mouth will happen naturally. Keep your posts positive and encouraging.
- Do not get political or talk down about anyone or any group at any time.
- Let's do our best to not contaminate this amazing product with the toxicity that Social Media can create.
- We will be monitoring this and if you go to far you won't be able to get product anyway. The true wealth will come to you if you play the long game because customers will keep buying the product.

# FAQ

- **Can you take this product on medications?**
  - Anytime you take any nutritional supplement you should take the advice of your health practitioner. Gaditana Original is simply a Whole Food. If you are allowed to eat healthy greens you can take Gaditana Original. There is only a trace of Vitamin K and Iodine for anyone on Blood Pressure or Thyroid Medication
- **Have there been any reported reactions to Gaditana Original.**
  - A small percentage of people will experience a laxative effect. This goes away after a week because we believe this is the body detoxing.
- **Are you harvesting the Phytoplankton and hurting the ocean?**
  - Hard NO. We grow from seed in an enclosed tube on land. We are growing more Phytoplankton than there was before.
- **What about the heavy metals in the ocean?**
  - We microfilter the ocean water we bring in to the facility before we put in the seed. Our product could potentially be the cleanest form of nutrition available.

# FAQ

- **What is the difference between Gaditana Original and the other Phytoplankton I see on the Internet.**
  - David Hunter was there when Phytoplankton was discovered has been the key driver to anything Phytoplankton.. The main driver is quality and making the best product possible.
  - Yes, there are a small number of products on the traditional market he has developed (Ocean's Alive, Karen, Sunfood), and Yes there are knockoffs (Anything cheap on Amazon). The way to spot a knockoff is it's cheap, no pictures of the growing facility, customer service numbers, marketing slogans with no backup documents, no history on the Internet.
  - Knock offs are grown in artificial seawater and look like an abused vegetable under the microscope. They will not get the results.
  - There are few and they are unorganized. They are honestly Nothing Burgers and will be buried with the quality of the network we are assembling.
  - Rest in the fact you have the best from the person who started it all. Built on a framework for us all to win.
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- **How come the packages are so small?**
  - People are paying for the results....not the size. This is pure concentrated nutrition, it is high end. The amounts in the instructions have been proven to get the results.

# More Info About Gaditana Original Pets

- Our pet formulation is different because it contains a HIGH END Phytoplankton based enzyme called Tetraselmis Chuii.
- This has an abnormally high amount of Super Oxide Dismutase which is the first enzyme in the antioxidant pathway. This helps with cleaning the blood, the pet's coat, joint health, immune system, longevity, and more.
- This could be put into our pet product (within proper cost constraints) because less is needed, but has been strategically been added to give your nutrition + plus protection and longevity associated with this enzyme.
- (Spoiler Alert) This will be coming soon for us to have in a separate product



# Growing Facility Highlights

- Only Phytoplankton facility in the world that has HACCP and ISO 22.000
- The origin facility for N. Gaditana for human and pet nutrition.
- Culture started with protected heirloom seed. Grown in micro filtered ocean water in enclosed tubes to guarantee zero contamination.
- Million dollar 24/7 computerized safety monitoring, with backup daily manual checks.
- In house lab.
- Proprietary technique to maximize nutritional output.
- Exclusive grower of Gaditana Original





# Proven Techniques For Success

- Sell to your network of low hanging fruit. Just disclose about the taste. It's a good opener.
- Keep close weekly contact monitoring results.
- The results Gaditana Original consistently delivers will manifest. You and the people you took this with will experience this together. Work to get their testimonials (which will be easy to do in most cases).
- The light in their eyes and passion will make it easy to get more people to try it. Yes you can do online but our experience is you can get half a town/city on it after you get your foundational group. It's a movement that can take on a life of its own if you work it. Your first customers help drive demand.
- You don't have to be "pushy" It has a money back guarantee and everyone is looking for something. People resonate with the logic of it being "pure nutrition" The results do the rest.
- What we like about this is you won't have to "Sell" it after a while. Your natural enthusiasm with your own story will be enough to get someone to try it.
- After the first sale, you will take "ORDERS". You won't have to chase people with this product after the first sale.
- Treat this like a marathon, not a sprint. People don't jump off of this product.