

MED SPA REP TALKING TRACKS

Introduction: Initiating the Conversation

"Good [morning/afternoon], I'm [Your Name] with [Your Company], and I'm here today to discuss how we can enhance your patient care with innovative collagen synthesis support. May I ask, what currently are you recommending for your patients' at-home collagen synthesis protocol?"

Scenario Response 1: They Have No Current Recommendation

If No Existing Protocol: "That's precisely why I wanted to talk with you today. We're proud to introduce the only bio-identical collagen matrix available on the market, Biocell. This innovative solution is designed for easy ingestion, with just a tablespoon in the morning and at night. Patients have reported exceptional results within 30, 60, and 90 days, significantly enhancing their satisfaction and outcomes from your treatments."

Scenario Response 2: They Offer an Existing Solution

If They Have a Protocol: "It's great to hear you're proactive in patient care. I believe Biocell could complement your existing protocols beautifully. It's the only product of its kind, offering a bio-identical collagen matrix that supports collagen synthesis directly through ingestion. It's a simple addition—just a tablespoon twice a day—yet patients have seen fantastic results at 30, 60, and 90 days."

Addressing Objections: Skepticism About Consumable Collagen

For Skepticism or Objections: "I understand there's skepticism regarding consumable collagen products, and rightly so. That's exactly why Biocell stands out. It's a patented, medical-grade product that's been clinically proven to stimulate natural collagen synthesis. Studies show it increases collagen, hyaluronic acid, and chondroitin sulfate levels by up to 6000% within just 28 days. This isn't just another supplement; it's a scientifically backed, breakthrough product."

Highlighting Benefits: Beyond Collagen Synthesis

Emphasize Broad Benefits: "Beyond its remarkable impact on collagen synthesis, Biocell serves as an easy and lucrative add-on to your service offerings. It aligns perfectly with anti-aging and wellness goals, elevating patient results significantly. Plus, it offers a way for your patients to continue their care regimen at home, enhancing treatment effects even between visits. This not only boosts patient satisfaction but also opens up a long-term revenue stream for your practice."

Conclusion: Closing with an Invitation for Further Discussion

"To summarize, Biocell offers a unique opportunity for your practice to enhance patient care, satisfaction, and your bottom line, with a clinically proven, easy-to-administer solution. I'd love to discuss how we can integrate Biocell into your treatment protocols. When would be a good time for a more in-depth discussion, or would you like to start with some samples to see the results for yourself?"