## History of Nutrition in "Gyms"

## • dotFIT Difference

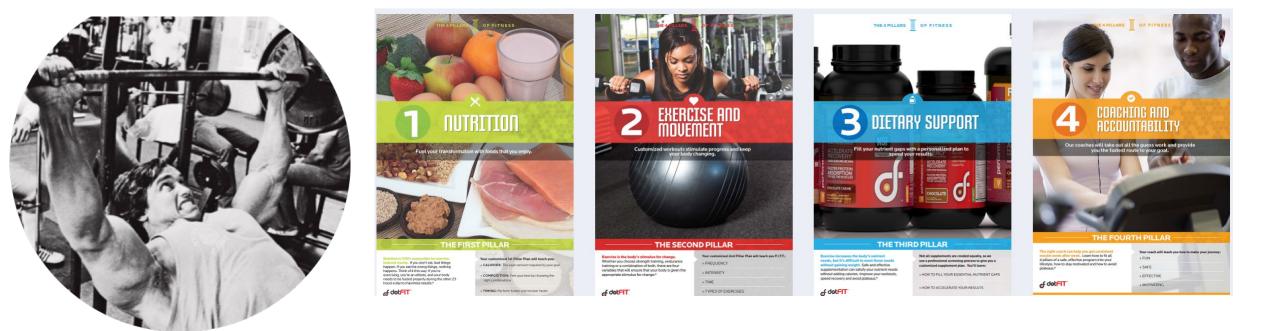
# RESPECT ETHICS

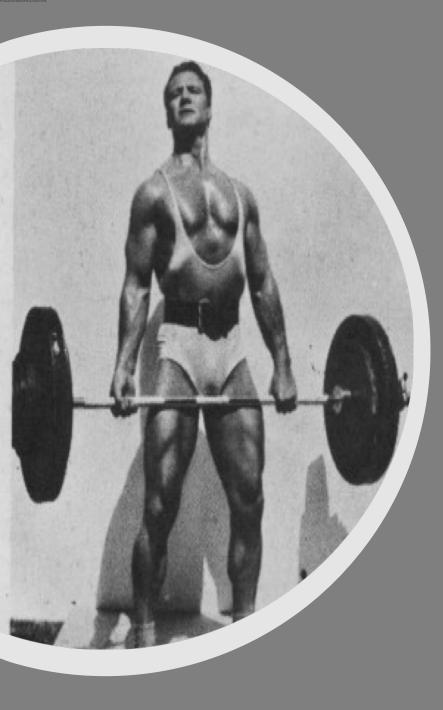
## • Future of Fitness Playspan<sup>®</sup> vs Lifespan





Part 1 – Nutrition changes the model from an exercise facility to a health & fitness resource with unlimited potential for the staff, business and community – when you execute









## What Gyms Historically Sell

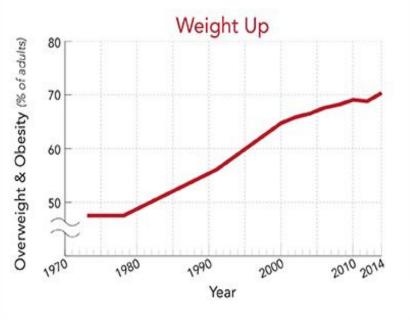
## We Opened Our Doors to Let the World in Just as it Was Getting FAT

### **US/Western Nations**

- 70% (90) overweight; 37% obese
- >2 of 3 adults are overweight
  - By 2048 virtually everyone
- 70m Adults dieting at any time Membership expanded but...
- New gym members had different fitness goals
  - 70% weight/fat loss
    - Horrific attrition rates without nutrition
  - 20% performance/muscle
  - 10% (100%) health

NHANES data: AUGUST 1, 2018 · BY NAH EDITORIAL STAFF. Nutrition Action





## NOW What Gyms Left to the Member... Led to Attrition & Notorious Failure Rates

## No Instant Gratification Exercise is WAY TOO SLOW

## Little did we know, we had the wrong solution What Doesn't Work **Exercise alone** 34,000 exercisers - followed for 13 years (Defined as 5 days a week for 60 minutes = 300 minutes/week) Average weight GAIN = 6 pounds Other weight loss studies show diet with exercise produces 7xs the weight loss vs exercise alone

## What Also Doesn't Nork Diet alone 80-90% gain it back

Creates a weaker structure

## **Dietary Supplements alone\***

Most yield clinically insignificant results compared to controls \*Protein-based Meal Replacements are food products and proven effective alone

If you are trying to change your body composition, and not seeing a change every week - you are doing something wrong

# What Does Work

## All of it, if you do it right -

We have a tight window to get them hooked on fitness

Individualize Diet -with flexibility

- matching the goal, including timeframe, to calorie needs

#### Exercise

health and body composition including maintenance

**Evidence-based supplements** 

- ease/speed the journey (immediately more energy, faster results, support LBM)
 -nutrients with little/no calories to feed muscle and starve bodyfat
 Adding up to our goal of a quicker addiction to fitness - thus us

### **The Business and Consumer Confidence**

dotFIT Practitioners Educated to Deliver, as Part of Their Scope of Practice – A Simple Nutrition solution Matched to a Users Fitness Goal Including a True Dietary Supplement Recommendation



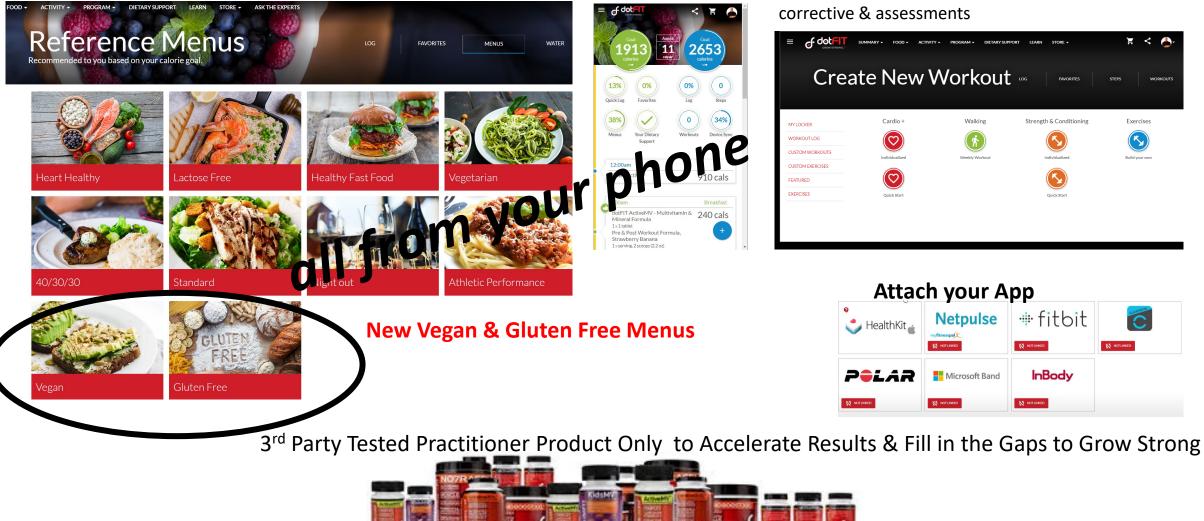


**Ever-Evolving** 1-stop shop for any goal, from any device – client & Fit-pro centric

### **The Solution - The Integrated Play**

Any Level or Type of exercise including performance,

**Custom Personalized Menus From Dieticians** 

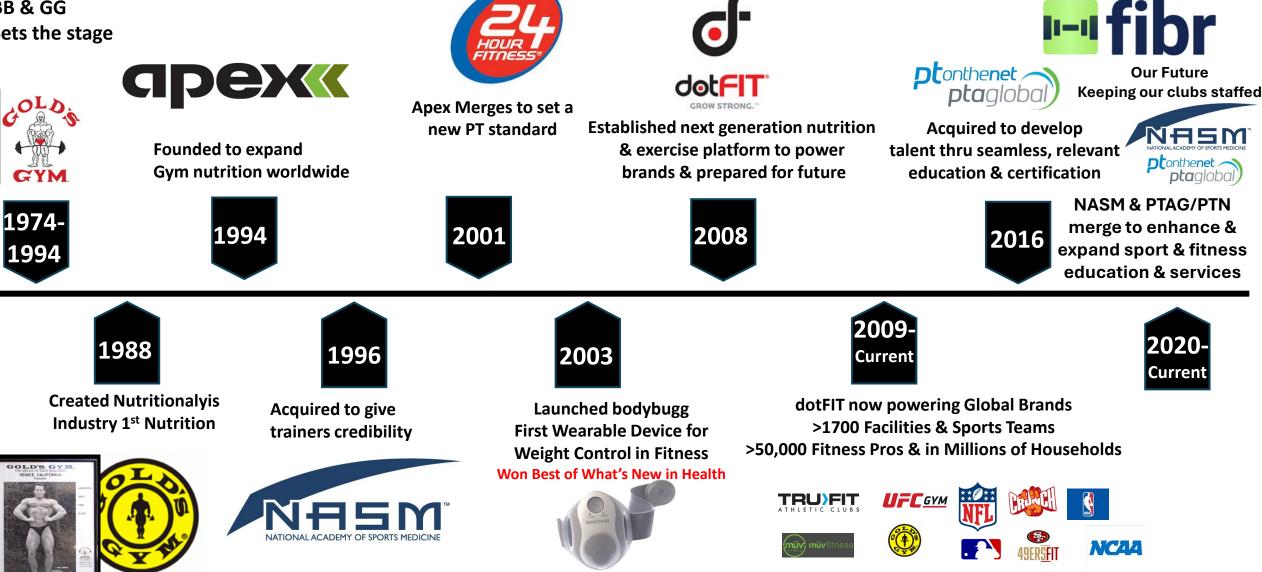


# Adding Nutrition to our DNA, We Broke Tradition to Power an Empire

## **"Built to Expand"** An Ecosystem to Support the Future education, application & integrity

## **Nutrition Powered - Ecosystem EVOLUTION OF A FITNESS EMPIRE**

BB & GG Sets the stage



## **dotFIT** - Trusted by Professionals

R&D for Nutrition Programs & Products

- Over 1,700 sport and fitness facilities
- Over 50,000 fitness professionals
- Trusted & Used by MILLIONS of Households
- Largest provider of 3<sup>rd</sup> party tested nutrition programs and products in the sport and fitness channels including collegiate and professional sports







There is a reason that over 35% of professional sports teams\*, over 200 colleges, and 1000s of individual players purchase from us. Mindful these teams/players pay for their dotFIT products when they can get any other dietary supplements free.

> dotFIT Major League Baseball Official **Dietary Supplement Ordering Portal**

**Exclusively for Major League Baseball** 



G- dot

Stay with the winning lineup: dotFIT and NSF Certified for Sport The game is played inside the lines... the same goes when it comes to

supplements

To set up your team with its own order site, contact: Nick Corso MS, CES, PES Executive Director ollegiate and Professional Sports ell: 805-341-4382

otFIT Products - find out the difference

#### lotFIT - Trusted by Professionals

- Over 1,700 sport and fitness facilities
- Over 50,000 fitness professionals
- Trusted & Used by MILLIONS of Households
- Largest provider of 3<sup>rd</sup> party tested nutrition programs and products in the sport and fitness channels including collegiate and professional sports







\*While teams recognize the value of supplementation, most leave it to players and agents

of dot F



# Part 2 – Dietary Supplements

## Growing market that cannot be ignored b/c it effects our results when people are distracted with unqualified options

## dotFIT Difference

The Practitioner Channel

Practitioner Product Status by Rules

dotFIT

Efficacy – dosages & forms match clinical trials – published unequivocal evidence Safety – shown in trials and history, screening & ingredient synergy

- Purity & Potency tested from start to finish
- Nutrient Delivery right place, right time
- 5. Truth in labeling legal facts based on #1 & prove it with 3rd party testing
- Practitioner delivered legitimizes the recommendation

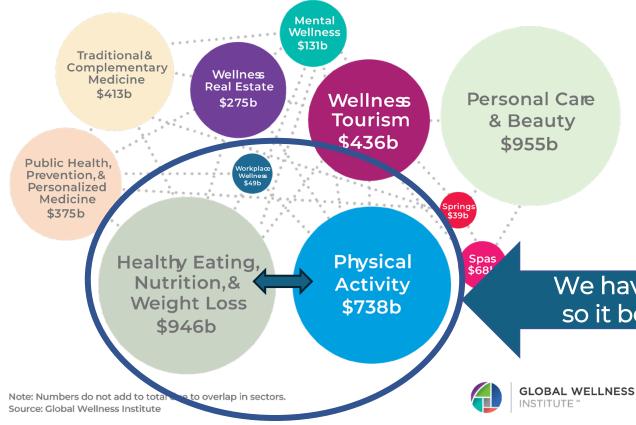
Remove the doubt with the Practitioner resource

Click here Sports (3:23)

practitioner vs consumer channel

## Market Size

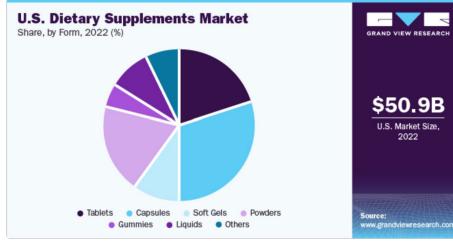
#### GLOBAL WELLNESS ECONOMY: \$4.4 TRILLION IN 2020



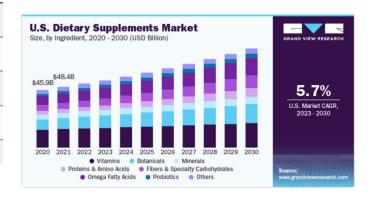
Global dietary supplements market size is projected to reach \$230.73 billion by 2027, registering a CAGR of 8.2% over the forecast period

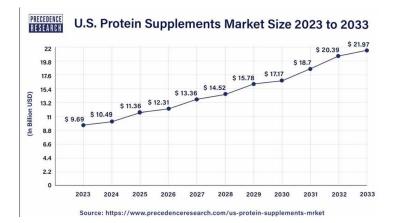
We have our niche customer within these markets so it becomes a natural extension of our business

#### Current US (2022) Dietary Supplement Market 50.9B Projected growth: CAGR of 5.7% from 2023 to 2030; Forecast USD 78.94 billion in 2030



	Revenue forecast in 2030	USD 78.94 billion
	Growth rate (Revenue)	CAGR of 5.7% from 2023 to 2030
	Base year for estimation	2022
	Historical data	2017 - 2021
	Forecast period	2023 - 2030





#### **US Sports Nutrition Market Overview**

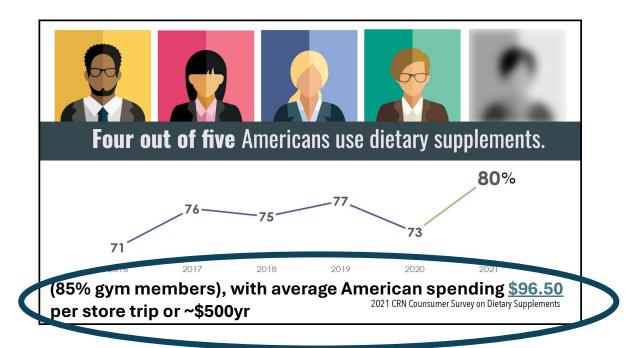
The \$14.1 billion US sports nutrition market is growing, with a CAGR of 7.9% expected between 2022 and 2027.<sup>1</sup> Sports protein powders make up the largest segment at \$6.1 billion, with growth forecast at 5.3%.<sup>2</sup> Segments outpacing the total market include <u>protein/energy</u> <u>bars</u> (est. CAGR +10.7%) and non-protein products (est. CAGR +10.2%), which include <u>pre-workout</u> and <u>amino acid</u> supplements.<sup>3</sup>

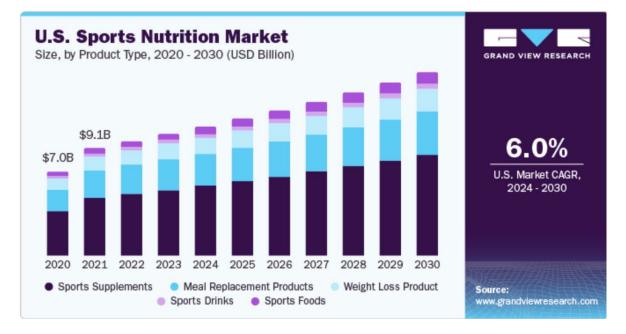
The US <u>protein supplements market size</u> surpassed USD 9.69 billion in 2023 and is estimated to be worth around USD 21.97 billion by 2033 with a CAGR of 8.56% from 2024 to 2033.

### **Quick Supplement Statistics Related to You**

Top reasons for using supplements has not changed from year-to-year:

1) overall health & wellness; 2) immune health; 3) energy; 4) filling nutrient gaps; 5) hair skin & nails





- MVMs remain most used supplements, at 75% of all supplement users
- Top selling individual vitamins/minerals: 1) Vit-D; 2) Vit C; 3) Zinc
- Fasting growing: probiotics (UltraProbiotic)), protein powders (dF 3<sup>rd</sup> party tested)
   collagen (JointSkinCollagen+)
   [Collagen peptides & Hyaluronic acid), "Greens" (Alln1 SuperBlendTM)

The global dietary supplements market size is projected to reach USD 230.73 billion by 2027, registering a CAGR of 8.2% over the forecast period with our categories doubling that growth

#### Why billion \$ companies make us the resource to protect their assets

## dotFIT DIFFERENCE

UNRIVALED EXPERTISE IN FORMULATING, MANUFACTURING, RECOMMENDING AND INTEGRATING DIETARY SUPPLEMENTS INTO HOLISTIC FITNESS PROGRAMMING

PRACTITIONER PRODUCTS vs MASS CHANNEL PRODUCTS "NOT FOUND IN STORES" "DIETARY SUPPORT FOR ATHLETES & EXERCISERS"





### **R&D** for Nutrition **Programs & Products**



#### SCIENCE AND RESEARCH TEAM

#### **INSTITUTIONAL RELATIONSHIPS & ADVISORY RESOURCES**

UNIVERSITY OF HAWAII UNIVERSITY OF BERKELEY NORTH CAROLINA BOARD OF DIETETICS & NUTRITION

#### **NUTRITION, DIETETICS & WEIGHT CONTROL**

JILL FAIRWEATHER, MS, RDN

GAY RILEY, MS, RDN, CCN

ALAN TITCHEN/ L. PHD

**KEVIN STEELE, PHD** 

#### **THIRD PARTY TESTING AGENCIES & FACILITIES**

**RELIANCE VITAMIN CO.** CAPSTONE NUTRACEUTICALS NSF INTERNATIONAL - CERTIFIED FOR SPORT PROGRAM HEALTH CANADA

#### **SPORTS SCIENCE & HUMAN PERFORMANCE**

DR. MICHEAL A. CLARK, DPT, MS, PT, PES S SPORTS SCIENCE ADVISORY BOARD ALAN TITCHEN/C, PHD KAT BAREFIELD, ME RON, NUSELCET, ES, PECCE VS IOANNIE DOBBS, PID, RD COMMISSION OF DIETETIC REGISTRATION (CDR) NATIONAL ACADEMY OF SPORTS MEDICINE (NASM) ATHLETIC AND FITNESS ASSOCIATION OF AMERICA (AFFA) PRECISION NUTRITION

#### **MEDICAL SCIENCE, PHARMACEUTICALS & DIETARY SUPPLEMENTS**

**EXERCISE SCIENCE, PHYSICAL THERAPY & CORRECTIVE EXERCISE** 

DAVID SANDLER, STRENGTHPRO, INC TIMOTHY ZIEGENFUSS, PHD, CSCS, EPC DR. STEVEN SHASSBERGER, DO

NATIONAL ACADEMY OF SPORTS MEDICINE

#### FITNESS PROFESSIONAL RESOURCES

PRACTITIONER DIETARY SUPPLEMENT REFERENCE GUIDE **QUICK REFERENCE GUIDE** 



d'



## DIETARY SUPPLEMENTS & FOOD PRODUCTS dotFIT DIFFERENCE

Knowing that 80% of Americans (85% of gym members) use dietary supplements with the Average spend of \$96.50 per trip or, \$500yr – somewhere else
 WE NEEDED TO SAVE OUR MEMBERS FROM THEMSELVES & PRICE SHOPPING – BECAUSE THEY WILL GET WHAT YOU PAY FOR

AND - BECAUSE AT THE END OF DAY, PEOPLE HAVE LITTLE CLUE WHAT THEY ARE LOOKING FOR (PROPER DOSAGE AND FORMS) LET ALONE WHAT THEY ARE REALLY GETTING



Therefore, they should only be getting recommendations from a professional that is certified – that's you

## **The Business and Consumer Confidence**

dotFIT Practitioners (you) are Educated to Deliver, as Part of Their Scope of Practice – A Simple Nutrition Solution Matched to the Client's Fitness Goal Including a True Dietary Supplement Recommendation



Elevates you, protects clients from themselves/Google/MLMs, etc. - Legitimizes the recommendation





# **Otherwise** Good luck

## **Consumer Mass Market – shopping price** Consumers Unknowingly Buy Ineffective & Harmful Products

- Food & Drug Administration (FDA) inspected 598 supplement manufacturing facilities in Fiscal Year 2019
  - Over 50% issued violations of current Good Manufacturing Practices
  - Most common issue was related to quality control including purity/testing flaws; protein spiking
  - FDA maintains a Health Fraud <u>database</u> containing a list of 1,967 dietary supplements through 2023 with violations such as hidden ingredients" including:
    - Steroids, prescription medications and illegal drugs

Why Many Scientist/Heath Pros Discourage Use (commercial practices) but Use Themselves Source: Natural Products Insider, 2019

2023 Update - Unchanged



### **Mass Consumer Channels**

## UNDER-FORMULATED (REF<sup>2</sup>) (REF<sup>2B</sup>)

- Products include: One-A-Day, Centrum, (<u>Ref1a</u>) Optimum, MP (<u>Ref2a</u>)
- Class action suit for most protein brands <u>Ref<sup>3</sup></u>









\*NBTY: The Company offers over 22,000 products, including Nature's Bounty<sup>®</sup>, Vitamin World<sup>®</sup>, Puritan's Pride<sup>®</sup>, Holland & Barrett<sup>®</sup>, Rexall<sup>®</sup>, Sundown<sup>®</sup>, MET-Rx<sup>®</sup>, Worldwide Sport Nutrition<sup>®</sup>, American Health<sup>®</sup>, GNC (UK)<sup>®</sup>, DeTuinen<sup>®</sup>, LeNaturiste<sup>™</sup>, SISU<sup>®</sup>, Solgar<sup>®</sup>, Good 'n' Natural<sup>®</sup>, Honne Health<sup>®</sup>, Julian Graves, Ester-C<sup>®</sup> and Natural Wealth brands





### **Mass Consumer Channels**

### Mass Market Brands Caught "Protein Spiking\*"

http://www.forbes.com/sites/alexmorrell/2015/03/12/lawsuits-say-protein-powders-lack-protein-ripping-off-athletes/#6b7d0e2d1039

- Whey's demand increased prices from <\$2/kilo to \$12!</p>
  - Exposes the truth thus the bad guys and class action lawsuits flying
- NBTY (distributes over 22,000 mass market products) sued over pumping up protein claims for whey products
  - Claim: 24g protein, 2g carbs 1g fat; Actual: 2.4g protein, 25g of carbs, 1g fat
- Others such as MusclePharm's
  - Protein claim: 40 g Actual 19 g

COMPETING ON PRICE LEADS TO UNDER FORMULATED PROTEINS

#### Quality Control of Protein Supplements: A Review – July 2021 ISSN

\*The practice called "protein-spiking" is when manufacturers add cheaper non-protein ingredients, such as amino acids, to increase the nitrogen content, which then makes it appear as if the product contains more protein than it actually has. Class action suits were filed against many top brands



#### How dotFIT WORKS FOR YOU Mass Consumer Channels

#### CSN 100% Pro Whey Standard

Recently, CSN 100% Pro Whey Standard became the latest whey protein supplement to be caught out.

These guys were trying to pass off a sub-par carb-loaded shake as a low carb whey protein shake designed to get people lean.

I know.

It beggars belief that a company would think they could do this, but it

On looking at the label, this looks like it fits the bill:

66 24 protein, 2g carbohydrates and 1g fat. Nice.

However, the results of an independent study on the vanilla ice cream that the actual ingredients inside the tub are nothing like what's writte

66 2.5g protein, 25g carbohydrates and 1g fat. Not s

#### COMPETING ON PRICE LEADS TO UNDER FORMULATED PROTEINS



#### CSN 100% Pro Whey Standard

#### **Nutrition Facts**

Serving Size 1 scoop (32g)

Amount Per Serving		
Calories 115		
-		
Total Fat 1g		
Saturated Fat 0g		
Polyunsaturated		
Monounsaturate		
Trans Fat 0g		
Cholesterol 30mg		
Sodium 35mg		
Total Carbohydrate 2g Dietary Fiber 0g		
Protein 24g		
Vitamin A -		
Calcium -		

Percent Daily Values are based on a 2000 calorie diet. Your daily values may be higher or lower depending on your calorie needs.

#### WHAT IT CLAIMS:

Calories	Fat	Carbs	Protein
115	1g	2g	24g
here are 115 c	alories in a 1	scoop serving	0011 100%

#### WHAT IT ACTUALLY CONTAINS:

 Nutrition summary:

 Calories
 Fat
 Carbs
 Protein

 115
 1g
 25g
 2.5g

 There are 115 calories in a 1 scurp serving of CSN 150 m
 Pro Whey Standard.
 Calorie breakdown: 8% fat, 7% carbs, 85% protein.

- BASED ON TESTING AT POPE TESTING LABORATORIES, INC.



### **Mass Consumer Channels**

### Muscle Milk, Syntha 6, Isoflex, Cellucor, and Optimum Nutrition's Proteins Tested for BCAA Content: ALL FAIL COMPETING ON PRICE LE

#### COMPETING ON PRICE LEADS TO UNDER FORMULATE PROTEINS

A group from The Stockton College of New Jersey tested six (very) popular protein supplements for their actual Branched Chain Amino Acid Content and compared that with the BCAA claims made on the package. The group was comprised of the GNC house brand, Muscle Milk, BSN's Syntha 6, Isoflex, Cellucor, Optimum Nutrition's Gold Standard Whey (which I usually recommended until now), and their Hydrowhey (another product I commonly had recommended until seeing these tests).

PRODUCT	ACTUAL MGS	CLAIMED MGS
Muscle Milk	1330 -5300	6630
GNC	2173 -12966	15,139
Syntha 6	399	*
Isoflex	4083 -1995	6078
Cellucor	2034 -3466	5500
ON Gold	2904 -2596	5500
ON Hydrowhey	<b>2806</b> -5994	8,800



## **Mass Consumer Channels**

PRECISION	Product	LABEL CLAIM OF PROTEIN IN GRAMS	PROTEIN TEST RESULTS	
	Biohealth Precision Blend - 2lb Caramel Cookie Swirl	32g	17.1	
Bartonia Berlandi ana taon	Biohealth Precision Blend - 2lb Milk Chocolate	32g	24.7	
Chindre Harris and	Biohealth Precision Blend -2lb Milk Chocolate	32g	24.5	
	Biohealth Precision Blend - 2lb White Chocolate Respberry	38g		
	Biohealth Precision Iso - 2lb Chocolate	27g	2.79	ulos advertising practices
	Biohealth Precision Iso - 2lb Chocolate	27g	17.2	alse advertising practices
	Biohealth Precision Iso - 2lb Cookies and Cream	27g	21.1	
C/F	Biohealth Precision Iso - 2lb Cookies and Cream	27g	3.36	
	Core Formulations Core 8 - 2 lbs Caramel Cookie Dough	31g	27.1	
	Core Formulations Core 8 - 2lbs Caramel Cookie Dough	31g	20.4	
sac	Core Formulations Core 8 - 5 lbs Chocolate Brownie	30	21	
	Core Formulations Core 8 - 5 lbs Vanilla bean	31g	22.9	
	Core Formulations lossers - 21b Cookies and Cream	30	23.9	
	Core Formulations Isocore - 2lb Cookies and Cream	30g	23.9	
Several protein manufacture	Core Formulations Isocore - 2lb Cookies and Cream	30g	24.2	
occurs when a protein power	Rogue Nutrition - Rogue Whey - 2lb Chocolate Milk	28g		
supplement so that it register	Rogue Nutrition- Rogue Whey - 2lb Chocolate Mirk	28g	19.7	

to \$59.99 for a 2 lb. container of protein powder and \$89.99 to \$109.99 for a 5 lb. container.

. . . . . .

## **Consumer Channels**

### 03-Feb-2017 USA Today NFL bans players from GNC

#### Two substances on banned list

According to USA Today, which first broke the story, a memo from the NFL and the players union listed GNC is listed as a "prohibited company". The article said the memo warned players not to endorse or have a business relationship with GNC because it has been "associated with the production, manufacture or distribution of NEL banned substances"

Aug 14 2024. Of the 30 resveratrol brands sold on Amazon over 2/3 failed label claims. 21 tested below label potency and 17 had less than 10% of claimed potency!

#### August 11 2022 Nutra-ingredients

Majority of immune supplements with >4star ratings bought on Amazon found to have labels that don't match contents and most all had no peer review science to support claims

#### May 6 2024 Nutra-ingredients

Of 30 products purchased from 12 online companies advertising military discounts, 25 had inaccurate labels, 24 were misbranded, 7 had hidden components not on label, and 10 contained substances prohibited for military use. The <u>12 latest companies</u> (2023) violating FDA rules by using illegal potentially dangerous substances:

- Advanced Nutritional Supplements, LLC
- Exclusive Nutrition Products, LLC (Black Dragon Labs)
- Assault Labs
- IronMag Labs
- Killer Labz (Performax Labs Inc)
- Complete Nutrition LLC
- Max Muscle
- New York Nutrition Company (American Metabolix)
- Nutritional Sales and Customer Service LLC
- Steel Supplements, Inc
- Elite Supplement Center & Elite Training Center LLC

## If we make it, it works as claimed – The Practitioner Channel

#### **Practitioner Product Status by Rules**

- 1. Efficacy dosages & forms match clinical trials published unequivocal evidence
- 2. Safety shown in trials and history, screening & ingredient synergy
- 3. **Purity & Potency** tested from start to finish
- 4. Nutrient Delivery right place, right time
- 5. Truth in labeling legal facts based on #1 & prove it with 3<sup>rd</sup> party testing
- 6. Practitioner delivered legitimizes the recommendation

**Remove the doubt with the Practitioner resource** 

Click here Sports (3:23)

#### **Takeaway**



You need both: 1) documentation that doses/forms match positive clinical trials found in THE PRACTITIONER DIETARY SUPPLEMENT REFERENCE GUIDE (PDSRG) i.e., submitted documentation AND 2) 3rd party testing to make sure its in the product at that dosage (REF)









DOTFIT DIFFERENCE -SPORTS (3:23)

SHORT DOTFIT DIFFERENCE - ALL CONSUMERS (3:00) LONG DOTFIT DIFFERENCE – ALL CONSUMERS (6MIN)





# Part 3 Playspan® vs Lifespan

Minimum Essential Nutrition & Simple Presentation *"an ounce of prevention is worth a pound of cure"* 



### THE ESSENTIALS FOR EVERY PERSON THAT WANTS TO REMAIN ACTIVE AND INDEPENDENT FOR A LIFETIME

TO FILL ALL NUTRITION GAPS WITHIN THE CALORIES THAT ALLOW YOUR DESIRED BODY COMPOSITION SO YOU CAN LIVE, LOOK, MOVE & PLAY BETTER LONGER

**AKA: A PLAYSPAN® EQUAL TO THEIR LIFESPAN** 

# How do we plan on "saving the world through fitness?" feed their silent hunger and keep them moving

mindful macros are the source of calories; micros are required for all metabolic & developmental processes

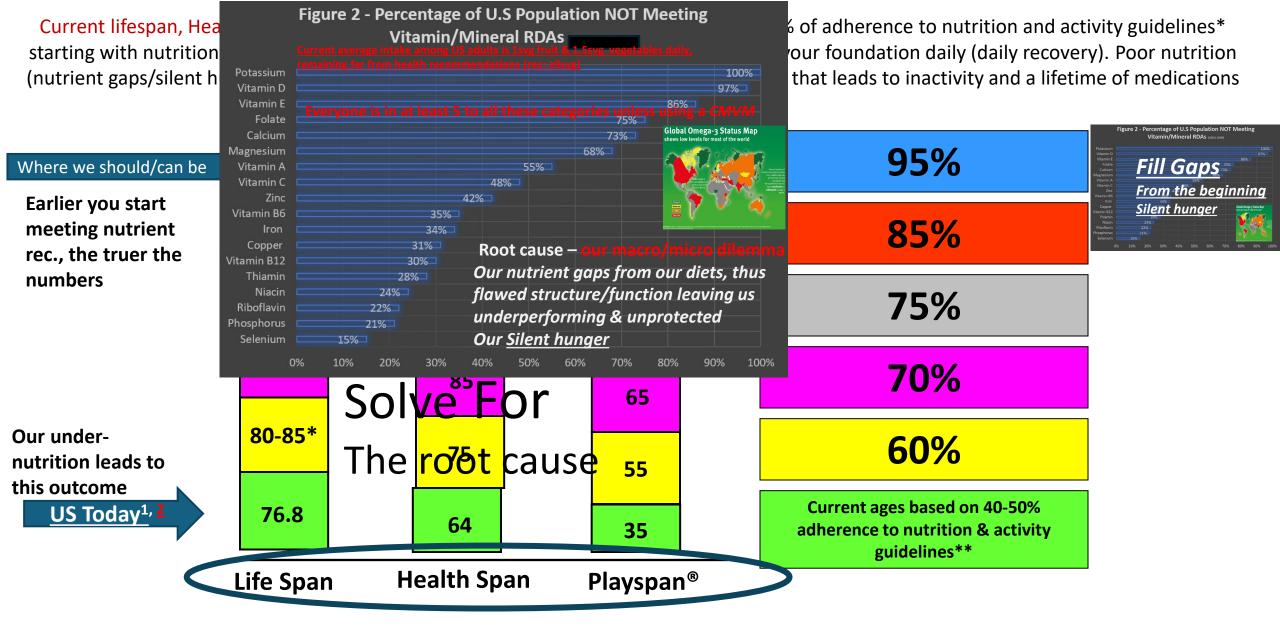
# Problem – we break too early, stop moving, then rely on meds

<u>Common and unavoidable nutrient<sup>1</sup> shortages</u> are mostly "silent<sup>2</sup>" but are depriving the body of its full structural and functional potential, creating an underperforming and unprotected organism perpetuating inactivity and leading to a weaker body and mind throughout life... thus an earlier onset of illnesses and/or aging, i.e., an "open door" to early otherwise avoidable breakdown and a life dependent on prescription drugs and a broken healthcare system – AKA sick-care.

We are what we eat, meaning we become what we missed

<sup>1</sup>When there are less than the known best-recommended amounts of VMs entering our bodies, they will be routed to the areas that are needed to keep us alive and reproduce such as energy production, blood formation, muscle contraction etc., at the expense of other areas of metabolism whose lack of proper nutrition has long term consequences such as the age-related diseases like cancer, cardiovascular, osteoarthritis, osteoporosis, dementia, etc.

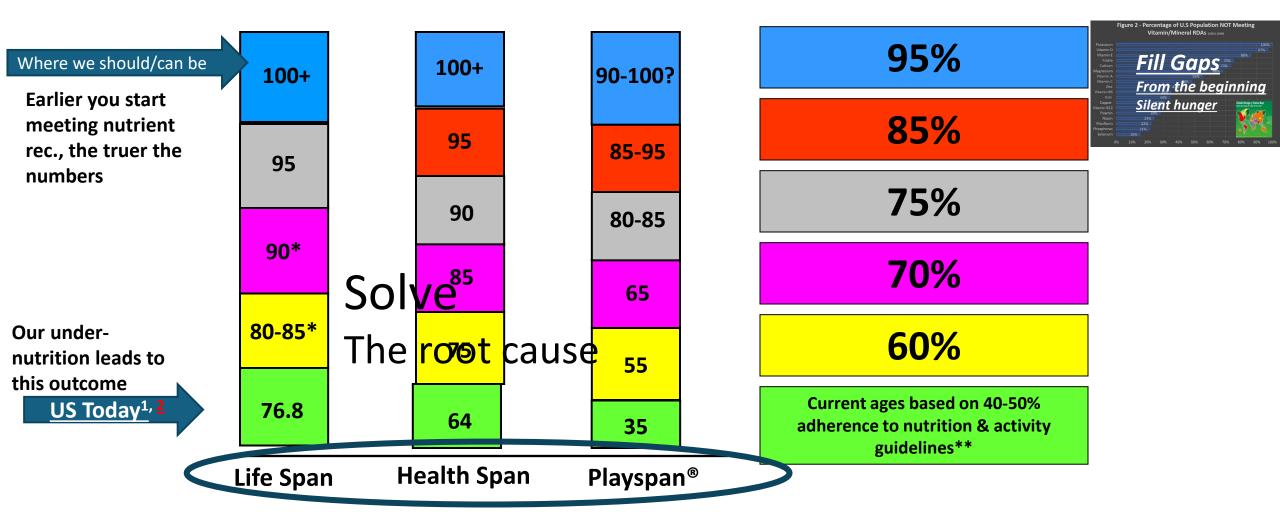
<sup>2</sup>Silent hunger is the difference between our nutrient intakes and nutrient recommendations, and not felt in the stomach, but expressed through daily under-performance and early and often breakdown/disorders because of a down-regulation to your *essential* building material intake



Americans have the shortest health & lifespans among peer nations, and highest healthcare costs per person with <u>66% of all adults (75%</u> >50y, 87% >850 desm by reachs have the costs neighbor plays { ive boost in the silent hunger before you break to deliver daily performance and lifelong protection

Silent hunger is the difference between our nutrient intakes and nutrient recommendations, and not felt in the stomach, but expressed through daily under-performance and early and often breakdown/disorders

Current lifespan, Health-span and Playspan<sup>®</sup> in the US is unquestionably linked to the % of adherence to nutrition and activity guidelines<sup>\*</sup> starting with nutrition because activity is caused by the nutrition that builds & rebuilds your foundation daily (daily recovery). Poor nutrition (nutrient gaps/silent hunger) = poor activity = <u>poor body composition</u> –the vicious cycle that leads to inactivity and a lifetime of medications



Americans have the shortest health & lifespans among peer nations, and highest healthcare costs per person with 66% of all adults (75% >50y, 87% >659 desing processing they enther an element of the silent hunger before you break to deliver daily performance and lifelong protection

Silent hunger is the difference between our nutrient intakes and nutrient recommendations, and not felt in the stomach, but expressed through daily under-performance and early and often breakdown/disorders

### How do we plan on "saving the world through fitness?" feed their silent hunger and keep them moving

# Our Advantage (we are in the perfect position):

The "activity part of the equation has begun (they are here) – now we must keep them here with a simple nutrition solution the optimizes energy and daily recovery & performance.

**Solution –** daily flow of the body's building/rebuilding materials to support the desire & ability to remain active – a true protection/prevention before fix or cure approach

Maintaining nutrient recommendations with caloric efficiency can cause activity and subsequent fitness, making us better in every phase and aspect of life through compounding positive health outcomes, thus the potential for individual independence, which in turn would make the world a better place for everyone. And we can personalize it, so they do it!

"an ounce of prevention is worth a pound of cure"

It's better and easier to stop something bad from happening in the first place, than to repair the damage after it has happened to avoid as much as possible, our current broken healthcare model – AKA sick-care. After all, nutrition creates the human thus health, not medicine

**Grow Strong & Stay Strong** 

THE HOW TO MEET NUTRIENT RECOMMENDATIONS WITHIN CALORIC EFFICIENCY TO *KEEP* THEM ACTIVE Start here: eating the best you can, add nutrient augmentation (*feeding silent hunger*), based on known shortages, with little to no calories to <u>drive activity, good eating/moving behaviors</u> & subsequent healthy body composition

daily performance & protection

# Complete Multivitamin (incl. high C&D) & mineral-womb to tomb

To supply ~20 known potential under-consumed VMs in a food correction dose to work synergistically with foods filling unavoidable/unpredictable gaps, carrying on from the prenatal to maximize all VMs dependent activities in all stages of life. Not optional because VMs in food are invisible and all need to work synergistically in recommended amounts with <u>your</u> best possible diet b/c VM are the actuators of all human metabolism and need proper daily replacement.

## 1000-1200mgs/day calcium<sup>Ca</sup> (read all food/shake labels)

Diet first and supplements as needed to grow & maintain bone health

### 5-600mgs/day of omega 3 (EPA & DHA 3:2)<sup>0-3</sup> –Look at your plate

Fatty fish ~4svgs/week or add supplement to support overall health creation, maintenance & protection

# Protein 1gm/LB LBM divided 4-5Xs/day<sup>Pro</sup>

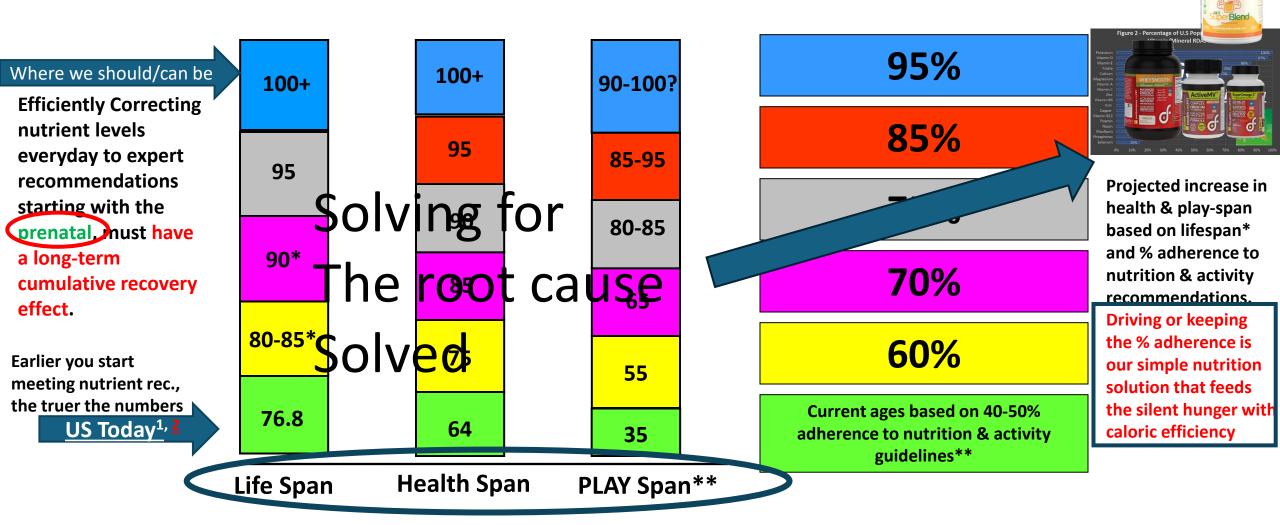
Add a convenient cost savings, low calorie & fast acting high protein source – especially for maximizing exercise recovery

- For maximizing exercise recovery and staving off the inevitable
- If exercising, use ~25-35gm (depending on age/size) fast acting protein 30-40min before & repeat immediately following (food is comparably insufficient in this window)

Baseline= The Correction NO GAPS= 100%VM/O3/P Activity Potential

centage of U.S Population NO

# The Result of our simple nutrition solution is a resilient structure so that our Playspan<sup>®</sup> can Equal the Lifespan



delivering daily performance & lifelong protection (resilience) to keep playing and accomplish desired fitness goals

**Proof:** Three-quarters of the \$4.1 trillion in health care costs – which is predominantly sick care – are due to chronic disease. Most of these chronic diseases can be prevented or even reversed by changing diet and lifestyle – <u>Data from CDC</u>

# Healthcare or Sick/Disease Care

It's better & easier to stop something bad from happening in the first place than to repair the damage after it has happened



You can work with my staff now (self-care experts)
Protection

"an ounce of prevention is worth a pound of cure"

Before Drugs (with side effects) approach

Or their staff later

# Future = Fitness as the Primary Preventative Side of Health Care Through Self-Care Imagine: A World of Healthcare vs Sick/Disease Care

The current environment and distrust in Big Pharma/CDC is accelerating the desire for self-care

## "Health Cabinet"

To help avoid the medicine cabinet

- Nutrient recommendations met daily
  - CMVM, omegas, protein
- Pre/post activity energy/recovery formula "protein"

Added as necessary (e.g., age, goals, diet, etc.)

- Joint/skin support
- Extra brain health
- Probiotics

## Protection

"an ounce of prevention is worth a pound of cure"

### You can pay very little now,

## **Medicine Cabinet**

- Cholesterol lowering drugs
- Depression/anxiety (psychotropics)
- Sleep aids
- C• Thyroid

- Before Drugs With side effects
- Blood Pressure lowering
- Glucose/diabetes control
- Blood thinners
- Antibiotics & GI drugs
- Bone support drugs
- Ineffective dementia meds

or a whole lot later – and more than just money

It's better & easier to stop something from happening in the first place than to repair the damage after it has happened

# PRESENTING Playspan® (BASELINE) TO EVERY MEMBER –

THE SIMPLE ECONOMICAL PROGRAM THAT LEAVES NO MEMBER BEHIND – GIVES THE POTENTIAL FOR EVERYONE'S Playspan® TO EQUAL THEIR LIFESPAN BY GROWING & STAYING STRONG

We will be feeding your muscles, skin, brain, and other important tissues, while starving bodyfat by incorporating targeted nutrients with little to no calories so you will LIVE, LOOK, MOVE & PLAY BETTER LONGER

### Take charge of your health & fitness results with your individualized Playspan<sup>®</sup> Lifetime Package

Nutrient dense within caloric efficiency to help you stay healthy and forever young so that your Playspan<sup>®</sup> can equal your lifespan



All life phases/genders

Our MVMs are a 4in1 complete MVM (high C&D) built specifically for athletes and exercisers, which is why they are the most recommended/used MVM in high school, college, pro and Olympic sports – and by the way, this is why we use it for our families and clients – not available in stores

These are different – they are for you & your long-term goals

SuperOmega-3

600 MG OF

UPPORTS

EALTHY



#### VMs are actuators of all human metabolism

ALL NATURAL

ACCELERATE

RECOVERY

OVER 5000 MG BCAAs

FASTER PROTEIN ABSORPTION TO FUEL THE MUSCLES

VANILLA

Ultra Filtered

Gluten Free

Because all human systems (e.g., cardio, energy, muscular, brain/CNS, immune, skeletal, stress, appetite, etc.) are V&M dependent we need to make sure these systems are operating at 100% without adding calories! Compared to 60-85% from diet alone Keep all cylinders firing by supplying ALL the sparkplugs to your body's cells

#### If needed (>90% fall short)

Keep all cells strong and communicating by giving your cells the healthy fatty acids most diets do not supply but are needed to recover and properly rebuild daily. This ideal EPA/DHA complex supplies these critical molecules needed in the development/maintenance, structure and function of the cardiovascular, brain, immune and vision systems

#### 100s of healthy recipes – Smoothies & Baking

**Delicious high protein lactose-free** drink mixes to directly feed your muscles, speed recovery & control appetite to accelerate goals, mindful, your next workout is only as good as your recovery from the last. We have the best 3<sup>rd</sup> party tested protein sources that fit any lifestyle –not available in stores

Choices for all ages, lifestyles & diet preferences with Cost savings on essential groceries: 12wks 2 healthy meals/d \$363-SRP (20%=\$288): 180meals

### Grow and Stay Strong within your Ideal Body

#### Baseline: Health/Recovery/Performance – **Playspan®** (keep doing the activities you love)



#### Baseline Dietary Support for all Sport & Fitness Goals

(Click on product links for a brief product description including short video)

- dotFIT Multivitamin & Mineral for your age and gender If 50yrs or older use Over50 unless noted below; if female under 50 use Women's; Males and very active females (competitive training protocols) under 50 use 2-<u>Active</u>, with both genders continuing use till 65yrs if still training competitively at which time every person will use Over50; children under 12yr use <u>Kids</u>; children 12-17yr use 1-Active). All vegans use <u>VeganMV</u>
  - 1. Take as directed with meals

Daily as needed:

Dailv:

- <u>WheySmooth</u>\* or other favorite <u>dotFIT protein mix</u>
  - Use as directed to make sure you get ~1gm of protein per pound of LBM (or weight if not overweight) daily from all sources including foods divided 3-5 times daily
    - If exercising, use as directed to get ~25-35gm/protein 30-40min before workout & repeat dose immediately post workout (see below)
  - Can be used as a supplement to a meal or by itself (or mixed with desired supporting contents) to shore up total daily protein needs
- Super Omega 3
  - Take 1-2 daily with meal if not consuming 8-16oz/wk fatty fish (take 1 if >8oz/wk but <16; 2 if ≤8oz); not necessary if consuming ≥16oz/wk unless for athletic recovery purposes</li>

#### Workout days

- WheySmooth<sup>\*</sup> or other favorite dotFIT protein mix
  - Use as directed to get ~25-35gm/protein 30-40min before workout & repeat dose immediately post workout

# Undisputed cornerstones of a long healthy active life are 1) meeting nutrient recommendations, which drives; 2) regular activity, which establishes and maintains; 3) healthy body composition -in that order

### Playspan<sup>®</sup> Nutrition to Perform Better & Stay Active Throughout the Lifespan *a life well played*





### Baseline Dietary Support - Plus Playspan<sup>®</sup> Nutrition with Alln1 SuperBlendTM (SB)

#### Alln1 SuperBlend<sup>™</sup> (contains ActiveMV, SAO, DE, UPB – PLUS)

• Take as directed: 1 full serving daily; may take all at once or ½ in AM and ½ in PM; visit recipe section to incorporate as desired into daily lifestyle\*

#### Daily as needed:

- Favorite dotFIT protein mix (WheySmooth, All Natural WheySmooth and the all vegan BestPlantProtein are most popular and cover all diet types all are lactose free)<sup>1</sup>
  - Use as directed to make sure you get ~1gm of protein per pound of LBM (or weight if not overweight) daily from all sources including foods divided 3-5 times daily
    - If exercising, use as directed to get ~25-35gm/protein 30-40min before workout & repeat dose immediately post workout (see below)
  - Can be used as a supplement to a meal or by itself (or mixed with desired supporting contents) to shore up total daily protein needs

#### • <u>SuperOmega-3</u>

- Take 1-2 daily with meal if not consuming 8-16oz/wk fatty fish (take 1 if >8oz/wk but <16; 2 if ≤8oz); not necessary if consuming ≥16oz/wk unless for athletic recovery purposes
- Super Calcium (read all food labels for calcium content including dotFIT protein shakes)\*
  - Use if you do not meet the daily needs of calcium (~1000-1200 mgs) from food/shake intake

#### Workout days

- <u>dotFIT Protein of choice<sup>1</sup>. Use as directed to get:</u>
  - o 25-35gm/protein 30-40min before workout & repeat same dose immediately following exercise

<sup>1</sup>May substitute favorite dotFIT Nutrition High Protein Bar based on venue convenience

#### \*Most popular way of consuming SB daily is mixing it with water and 25gms of vanilla WheySmooth

#### Nutrition facts based on 1scoop of WS and 1scoop of Alln1 SuperBlend<sup>™</sup>

- 25gms protein, 16.5gm CHO, 4gms fat, 352mg calcium, 208mg potassium, 195cals
- Full days' recommendation for: V & M, antioxidants, probiotics, prebiotics, Ashwagandha, turmeric & mushroom blend, along with 6gms of fiber and 2 full servings of vegetables
- As desired, add any fruit for the perfect one and done health habit



# TAKING HEALTH, SPORT AND FITNESS TO THE NEXT LEVEL

YOUR NEXT SUPPLEMENTS OF THE MONTH AS DESIRED

#### TAKE YOUR RESULTS FAR BEYOND DIET & EXERCISE ALONE! MAXIMIZE DAILY RECOVERY AND EXERCISE INDUCED RESULTS –GET PAID OVERTIME FOR YOUR WORKOUT! FEEL & PERFORM BETTER DAILY & SEE SIGNIFICANT DESIRED BODY COMPOSITION CHANGES WEEKLY BY FEEDING YOUR MUSCLES AND STARVING BODYFAT!

## **BODYFAT REDUCTION SUCCESS PACKAGES**



#### Level-1 Package: Go fast Results paid in full

FAN MR SUPPORTS WEIGHT LOSS Beta Glucan LONG-LASTING IMPROVED DELICIOUS AND FILLING VeightLoss & LiverSupport ActiveMV SUPPORTS SUPPORTS ECCC == PROMOTES HEALTHY LIVER FUNCTION SUPPORTS HEATHLY FAT UTILIZATION OP **AminoFormula** 90 0 INCREASES MUSCLE PROTEIN SYNTHESIS ACTIVATES NEW MUSCLF GROWTH Level-2: Go Faster

**Results Paid Overtime** 



#### Level-3: Fastest Results Paid Double Time

#### TAKE YOUR RESULTS FAR BEYOND DIET & EXERCISE ALONE!

MAXIMIZE DAILY RECOVERY AND EXERCISE INDUCED RESULTS -GET PAID OVERTIME FOR YOUR WORKOUT! FEEL & PERFORM BETTER DAILY & SEE SIGNIFICANT DESIRED BODY COMPOSITION CHANGES WEEKLY BY FEEDING YOUR MUSCLES AND STARVING BODYFAT!

# BODYFAT REDUCTION SUCCESS PACKAGES WITH ALLN1 SUPERBLEND



#### Level-1 Package: Go fast Results paid in full

Level-2: Go Faster Results Paid Overtime



#### Level-3: Fastest Results Paid Double Time

LET'S TAKE YOUR RESULTS WELL BEYOND DIET & EXERCISE ALONE! WE WILL DIRECTLY FEED YOUR MUSCLES THEIR BUILDING BLOCKS, SO THEY GROW BIGGER FASTER WITHOUT ADDING BODYFAT AND OPTIMIZE DAILY ENERGY LEVELS, PERFORMANCE AND WORKOUT INTENSITY – GET BIGGER, STRONGER & FASTER - AND KEEP GOING

### PERFORMANCE & MUSCLE BUILDING SUCCESS PACKAGES







*Level 1- Build Fast Results Paid in Full* 

Level-2 Build Faster Results Paid Overtime Competitor Level (3)- Build Fastest Results Paid Double Time LET'S TAKE YOUR RESULTS WELL BEYOND DIET & EXERCISE ALONE! WE WILL DIRECTLY FEED YOUR MUSCLES THEIR BUILDING BLOCKS, SO THEY GROW BIGGER FASTER WITHOUT ADDING BODYFAT AND OPTIMIZE DAILY ENERGY LEVELS, PERFORMANCE AND WORKOUT INTENSITY – GET BIGGER, STRONGER & FASTER - AND KEEP GOING

### PERFORMANCE & MUSCLE BUILDING SUCCESS PACKAGES WITH ALLN1 SUPERBLEND



# "Built to Expand" and make a difference

As opposed to selling exercise or being solely an exercise instructor, sharing a simple nutrition solution for our captive audiences, unlocks unlimited growth & career opportunities while positively impacting the overall health of the communities we serve An Ecosystem to Support the Future

# Appendix

- Fit-Pro Rewards
- Marketing asset descriptions and links
- Product price comparisons
- Training and marketing library

# Fit Pro Rewards

How to Participate & Win:



Fit Pro GET REWARDED For helping people REACH THEIR GOALS FASTER with the right dotFIT supplements

> Clients | Gym Members | Friends Family

Up to \$500 in FREE dotFIT Supplements used on top of your 40% discount= \$833 in supps!!!

Ome			
Superoneosie EPA/DHA COMPLEXTO SUB BRAIN AND HELATHE	\$500 (\$833)	\$450 (\$750)	\$400 (\$666)
Monthyseemers	GOAT	Legendary	Boss
dotFIT HEALTH	\$5,000+ in dotFIT sales	\$4,500-\$4,999 in dotFIT sales	\$4,000-\$4,499 in dotFIT sales
Rewards ?	\$350 (\$583)	\$300 (\$500)	\$250 (\$416)
Levels 50	lcon	Dominator	Monster
A A A A A A A A A A A A A A A A A A A	\$3,500-\$3,999 in dotFIT sales	\$3,000-\$3,499 in dotFIT sales	\$2,500-\$2,999 in dotFIT sales
	\$200 (\$333)	\$150 (\$250)	\$100 (\$166)
	Beast Mode	Baller	Player
	\$2,000-\$2,499 in dotFIT sales	\$1,500-\$1,999 in dotFIT sales	\$1,000-\$1,499 in dotFIT sales
	\$75 (\$125)	\$50 (\$83)	\$25 (\$41)
	Gamer Level	Starter Level	Rookie Level
	\$750 - \$999 in dotFIT sales	\$500-\$749 in dotFIT sales	\$250-\$499 in dotFIT sales

# **Quarterly Grand Prize**

- 1<sup>st</sup> Place
  - \$1,000 GC
  - \$300 Gear Package (Hoodie, hat, shirt, pants, shorts, backpack, and workout bag)
- 2<sup>nd</sup> Place
  - \$750 GC
  - \$200 Gear Package (Hoodie, hat, shirt, sweatpants, and backpack)
- 3<sup>rd</sup> Place
  - \$500 GC
  - \$100 Gear Package (Hoodie, shirt, hat)



# **Typical top 10 Winners Average sales**



# Neal's Ranch Experience and Full S. Cal Weekend Adventure on Us!

#### 5 Xs Annually: Grand Prize Neal's Ranch Experience for the Top 7 Winners

- An unforgettable weekend experience at Neal's Southern California Ranch for the Top 7 Fit Pros!
- Spend a fantastic day with dotFIT Founder Neal Spruce at his exclusive Southern California Ranch.
- Hang out at his house, ride his horses, pick his brain (no-holds-barred), and make valuable connections that can enhance your career in the fitness industry!
- Spend the rest of a full weekend in S. Cal doing whatever you like on us!

# dotFIT Sponsorship Program

Join the Grow Strong Family.

# Rewards For Representing the dot FIT Brand

• Sponsorship Code to use on personal products

Exclusive gear and accessories

Featured on dotFIT Social Media

# How?

Step 1: Provide a testimonial and headshot/image with dotFIT Product

Step 2: Achieve \$750 minimum monthly retail sales to qualify and apply

Step 3: Get approval from your fitness manager, whom we'll contact.

Step 4: Be dotFIT Certified.

https://www.dotfit.com/SponsorshipForm

# To maintain sponsorship month to month:

Sign the dotFIT Sponsored Athlete Agreement within 30 days of approval

Maintain an average of \$750 in monthly retail sales

Provide original dotFIT content – Recipe, Video, Testimonial (Quarterly)

Post pictures/videos on social media and send them to sponsorship@dotFIT.com

Post on social media accounts (Facebook, Instagram, Snapchat, or Twitter) at least once a week and use the hashtags #Grow Strong with #dotFIT

MAY CALIFORNI

Follow and share dotFIT on Facebook, Instagram, YouTube, TikTok & fibr.

# **Promotional Materials**











<u>WheySmooth</u> <u>FirstString</u> <u>Pre/Post Workout</u> <u>All Natural Whey Smooth</u> <u>Best Plant Protein</u> LeanMR











Click the links into your dotFIT Marketing Console embedded in the next 2-slides, then click any or all the proteins you are highlighting for all related promotional materials including supporting video assets





### **All Marketing Resources**

### dotFIT Difference Posters (circulate/post or print any size)





Add your logo here