

Burbuliukas & Co. BTC presentation #2

Section	Speech elements
Introduction: Hook	Water. When you hear the word water, what immediately comes to mind? You probably first think about the water you drink – that magic liquid that keeps you hydrated and hence alive. You – every one of you in the room – are 75% water. I’m sure you hear about water all the time. “Water is important” “You need to drink X amount of water per day” “If you’re not hydrated, you’ll get sick” Humans need water. You got that.
	But can there be more to water and its use than what you pour into your drinking glass multiple times a day? The answer is YES. One one condition. You need living water.
	How can you know if the water you drink is dead or alive? Let’s see. If I were to visit your house today, what kind of water would I find? If you mainly use <i>tap</i> water, it’s been treated to prevent contamination. This makes the water safe, but also destroys all its life-giving properties. If you use <i>bottled</i> water... Well, guess what, that’s usually also just processed tap water.
	So where can you obtain living water and <i>why</i> should you do it?
Middle – Narration	We’ve been working on a product that makes healthy living water for three decades, and we’re going to tell you all about it today. At the end of our time together, you should be well informed and ready to join our health movement.

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	What is it and how does it work? We make something called a <i>water ioniser</i>. It's this little machine that consists of a water recipient and two metal items that transform the water you pour inside. I'll spare you the chemistry lesson, but just know that ionised water is obtained by means of an electric current being passed through water in a process known as <i>electrolysis</i>.
	What's so great about the water this little machine makes? Quite a lot, actually. The ioniser makes three types of water: - Alkaline - Acidic - Silvered Let's look at each of them and their benefits in a little more detail.
Chapter 1: Alkaline Water	What you get thanks to the water ioniser is ionised alkaline water. Do the terms <i>alkaline</i> and <i>acidic</i> mean anything to you? Let's wind back to our high school biology for a second. There's this important concept in our body called the pH balance. It can range from 0 to 14 and it determines how acidic our body is. The right pH balance is between 7.35 and 7.45. Even small deviations from it can be dangerous, even fatal. Unfortunately, it's getting more and more difficult to keep our bodies on high pH levels. Things like stress, processed foods and pollution contribute to it going down, which can cause multiple unpleasant conditions.
	Where does alkaline water come in here? It helps you balance out the blood pH level and keeps you feeling good. It's that simple.
	Let's look at a quick example. On the screen, you see two glasses of water with berries in them. Each glass has the same amount of berries and they've both been standing on the table for about ten minutes. The difference between them is the water in the glass. In the glass on the left, we soaked the berries in standard tap water. On the right, they've been soaking in ionised alkaline water that absorbs much more of the pesticide and toxic material. If this is what happens with fruits, can you imagine the cleaning that is going on inside <i>your body thanks to ionised alkaline water</i>?

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Chapter 2: Acidic Water	When you make ionised alkaline water, you also make acidic water at the same time – it's the opposite site of the electrolysis process. Acidic may not sound like a great water quality. It certainly is not for something you would eat or drink. But it has many benefits for other spheres of your life. What does acidic water do, exactly? It's a great disinfectant. Microbes and fungi cannot thrive in an acidic environment, so if you spray acidic water on them – on, say, surfaces – they'll die. It can have an even more impressive impact on your plants. Ionised acidic water will not only clear up the fungi in the ground, but will also nourish the plants and help them thrive.
	Let me share a personal story. Last summer, I went away for a whole month. Most of my friends were also away so I couldn't ask anyone to stop by and water my plants. When I came back, many of the plants were withering like the one you see on the left. That was also the moment I acquired a water ioniser myself. I didn't want to waste the acidic water I got every time I used the machine, so I watered my plants with it. To my huge surprise, <i>all</i> of them survived and were actually thriving just a couple of weeks later (image on the right). Some of them are even making little baby plants, which has never happened before!
Chapter 3: Silver Water	By now, you may already be very curious to taste the ionised water and pour some of it on your plants. But before we kick off the demonstrations, let's briefly talk about the third type of water our ioniser makes. In addition to alkaline and acidic water, you can also make silvered water with our ioniser by adding this little silver nod to it. It may come as a surprise to you today, but humans have been using silvered water for centuries. People kept water in recipients made out of silver in order to enrich it. They often even added silver cutlery or money in it! Why? Silver has very strong antibacterial properties. Similar to the acidic water we spoke about a minute ago, it kills not only bacteria, but also fungi and viruses. None of these harmful little creatures can develop resistance to silver, so you can enjoy its properties forever!



This is a speech example for [Mykolas](#) – an 80+ year-old man who cares about gardening and disinfection.

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	I'd like to share another personal example so that you can see the impact for yourselves. I recently had an open wound on my hand that left a sort of a little hole. I put silver water on it every day for a week, and look how it cleared up! The results can really be impressive for any skin issues, irritations or rashes.
Closing	So let's recap what we learned today. By acquiring a water ioniser you will not only improve your health and the health of those around you, but will also help the environment. That's quite a big impact for those 6 glasses of liquid you drink per day.
	You will also join an international community. We've sold over 500,000 ionisers in 30 countries. We're the only company in Europe that successfully makes this product and has been doing so for multiple decades. So my one last question for you is this: are you ready to join the global health movement?