

# EXCELLING

Summer 2015

I Keep the Positive Energy Flowing to Keep My E. EXCEL Business Growing

JADE MASTERS MAY CHEN & GUANG YU

Unleash the Power of Duplication & Teamwork to Achieve Your Dreams

PEARL MASTER KUN ZHAO

Success: You Just Have to Want It

JADE MASTERS CHOONG NG & AMY CHOONG

Smooth Sponsoring

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EXCELLING MAGAZINE Summer 2015

E. EXCEL is making it more fun and easier than ever before to learn and grow from the pages of *Excelling*. Use the thought-provoking topics below that relate to key themes in each article to start a conversation within your group. Or, simply gain a new perspective you may not have considered. You'll discover ways to strengthen and motivate your team, spark great ideas, and find new ways to learn from the inspiring stories of real E. Excellers just like you.

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## *Excelling Excitement*



The Spring 2015 volume of *Excelling*

magazine was one of the best in our E. EXCEL North America's history. The stories you compiled, the information you delivered, as well as the photos and even the quality of paper, were among the best. We so appreciate your hard work.

*Jade Ambassador  
Hugo Zhang, Toronto*



The Spring 2015 magazine

was the best ever! I love the product catalog and the recipes. The 1-SHAPE Shape Up winner's story was so great and there's much more product information too. Everybody is talking about how much they love the new magazine!

*Jade Ambassador  
Ning Peng, Toronto*

# I Keep the Positive Energy Flowing to Keep My E. EXCEL Business Growing

Jade Masters  
May Chen & Guang Yu



During her four-and-a-half years as an E. Exceller Jade Master May Chen has come to recognize that patience, solid training, and most importantly, a positive attitude are all vital for the success and growth of her E. EXCEL business.

“Some new E. Excellers are so eager to sponsor new COEs, they forget to thoroughly explain the necessity of using the products for several months and giving them enough time to rebuild the immune system. We need to be sure our clients understand that E. EXCEL products are not medicines but foods. After years of eating unhealthy foods

I love sharing stories about the incentive trips I've attended. I show pictures and get the team excited about signing up as VIPs. As they win these fantastic vacations, they begin to realize their richer life.





your immune system needs time and healthy nutrition to become strong enough to overcome problems. Nutritional Immunology is about feeding our immune systems.”

May continues, “Just as our clients need to be patient while E. EXCEL products strengthen their immune systems, we need to be patient with ourselves and each other. It’s so important to take the time for proper training and to reinforce our passion for E. EXCEL, especially when we feel anxious about the pace at which our businesses are growing. Positive energy is an absolute must!”

It’s sometimes challenging to maintain high positive energy, so May recharges by brushing up on Nutritional Immunology, listening to motivational speakers, and reading inspirational





Having a positive attitude is not only one of the cornerstones of Nutritional Immunology, it is the cornerstone of success for my vibrant, thriving E. EXCEL business – the foundation of my richer life!

material. She loves quoting her favorite motivational speaker, Anzhi (Steve) Chen. “We use his words and ideas for inspiration in meetings to gain confidence and remind us of our love and passion for E. EXCEL.” Her favorite affirmation, “I am the best. I am excellence. To be successful, I have to get crazy, throw caution to the wind and just go for it!” reminds her and her team that to be successful they must be confident and take risks.

May also finds inspiration in other E. Excellers. “Listening to Jade Ambassador Ning Peng speak always recharges my batteries,” May reveals. “I want to be like her, always so positive and motivating! That’s important for my Downlines and is why I try to keep my energy up and my thoughts positive. I average five to six hours a day building my E. EXCEL business and I need to be positive for new clients and team members I contact during that time. They deserve my best.”

May has also come to recognize the value of thorough training, not only for education, but for creating a positive atmosphere for her group. “We meet often and cover many different subjects from motivation to the E. EXCEL Compensation Plan. When I can delegate training responsibilities, my team members grow in confidence and they are inspired to lead. And more leaders equals growth for the whole group.”



New E. Excellers on May's team usually get involved in the business because friends and family notice changes in their health. Soon they find themselves earning a few hundred dollars a month and getting their products without spending out-of-pocket cash. With proper training and encouragement, their businesses grow from there to average \$2,000 each month. That's when most newcomers start to see the potential for exponential growth.

That growth was evident when May saw more of her Downlines become VIPs for this year's Heart of Europe incentive trip than any other group—23 in all! May's positive, encouraging leadership is getting results. She tells us, "I love sharing stories about the incentive trips I've attended. I show pictures and get the team excited about signing up as VIPs. As they win these fantastic vacations, they begin to realize their richer life." One member of May's team grew from

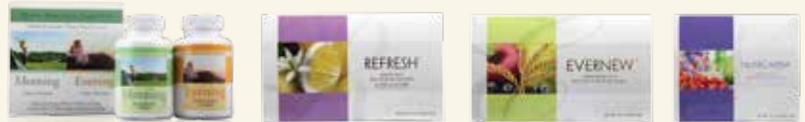
earning a few thousand dollars in one year to about ten times that the next year! "It's exciting to see a home-based business expand so quickly from year to year. It really helps keep that positive energy flowing and inspires others in the group when they see someone close to them achieve that kind of success."

E. EXCEL had another unexpected benefit for May, a nurse, and her husband Dr. Guang Yu. When they first immigrated to Canada, they both missed the respect and joy that came from serving others as medical professionals in China. Being involved in E. EXCEL helped restore that respect and confidence, and today their E. EXCEL business compliments May's work as a registered massage therapist and acupuncturist, as well as Guang's work as a radiologist.

The handsome pair, along with their daughter Melody, often attend company events together and are shining examples of a family living the healthy, rich E. EXCEL lifestyle. May beams, "Having a positive attitude is not only one of the cornerstones of Nutritional Immunology, it is the cornerstone of success for my vibrant, thriving E. EXCEL business – the foundation of my richer life!"



May recommends these products for quick, dramatic results:



May and her group train regularly on these important topics:

- Motivation
- Product combinations
- Healing reactions
- Business and leadership skills
- E. EXCEL Comp Plan

# Discovering ELEMENTE

Five women, five unique journeys to beautiful skin with Elemente. Learn how they found Elemente and why they'll use and share these incredible products for life.



Jade Master May Dong

Working as a beautician taught me that every girl wants a beautiful face – I am no exception. I worried often about my oily T-zone that clogged my pores causing pimples and blackheads. My problem was especially apparent on my nose when I used cream foundations. I tried everything from salon treatments every two weeks, pore strips, and scrubbing, but nothing helped.

When I joined E. EXCEL I attended a meeting about Elemente beauty products and learned how to protect my skin. The combination of *Oxyginberry® Complex* and gentle formulas is perfect for my skin. Now my routine means my T-zone is less oily and pimples and blemishes I fought for years are gone. I got exactly what I was looking for – younger, more resilient skin.



Jade Ambassador Lucy Lu

I've been a beautician for over ten years, but even I struggled with improving my skin. I tried lots of name brand products, but none of them helped. When the seasons change I struggle with allergies making me itchy and the heater or airconditioner drying out my skin. I'm usually dehydrated due to a combination of these things which led to dry skin, spots, and wrinkles.

I couldn't use make up to cover these problems and became very self-conscious. That's when one of my customers introduced me to Elemente products. I chose products right for my sensitive skin and waited for the seasons to change. Elemente passed the test – when the seasons changed I didn't suffer any of the problems I normally experienced.



Pearl Master Mei Qin Lin

I own a clothing store and believe clothing is a woman's second skin. I'm always wearing stylish clothes, but I felt my "second skin" outshined my real skin. I realized that I had let being a mother of three inadvertently let the years leave their mark on my face. I knew I needed to stop the damage and repair what was done.

A customer in my shop, Lucy, introduced me to Elemente products when I asked about her radiant skin. I immediately started using the products and was amazed by their effects. My wrinkles faded, my skin was tighter, and spots disappeared. I used to rely on makeup to make my skin look as good as my clothes, but now simple, light makeup is all I need.

## Pearl Master Min Xia "Tiffany" He



I have always been complimented on my complexion. I discovered I had very sensitive skin when I was younger and snuck behind my sister's back, used her products, and broke out in a rash almost immediately. Since then I knew that I couldn't apply just any products to my face.

I tried gentler children's products to try to help my dry skin in the winter, but still my skin became red and itchy. May Dong introduced me to Elemente products and explained how the gentle formulas were safe for all skin types. With her help I chose products that fit my needs and I couldn't be happier. As I get older I know they will help me maintain my complexion even with my sensitive skin.

## Pearl Master Xiu Chai Chen



After years of being a dedicated mom and taking care of my home and children, I noticed my skin had lost its luster and the oily T-zone and acne I struggled with for ten years was worse. None of the expensive skincare products I tried worked and I felt like an old, faded woman.

My life changed when I met an E. Exceller who told me the secret to her beautiful skin was Elemente products. After working with her I found products that suited me and was determined to give this new beauty routine a chance. In just one month my skin had significantly improved, my T-zone was less greasy, and my acne faded. My friends noticed, my husband complimented my radiant skin, and I now feel beautiful and confident!



To read these E. Excellers' full stories, go to [www.eexcel.net/beauty-products](http://www.eexcel.net/beauty-products)



# Unleash the Power of Duplication & Teamwork to Achieve Your Dreams

## Pearl Master Kun “Lucy” Zhao

*With her infectious, upbeat demeanor, Pearl Master Kun “Lucy” Zhao is a delight who radiates joy when she talks about E. EXCEL! Her dedication is paying off and her E. EXCEL business is growing, making life richer and more rewarding. Today she recognizes the key to that success is the limitless potential of E. EXCEL’s unparalleled business opportunity.*

E. EXCEL products are extremely effective and they get results—and that is a solid foundation for any business. When I was first introduced to E. EXCEL I did my research and then tried the *Daily Nutrition Pack* and *EverNew*, and was very encouraged when my digestive health improved. I’m not a salesman, but simply by sharing what I had found with others my business took off. Soon I was inviting friends to meetings and sponsoring new Distributors.

But I didn’t fully realize the potential of that business until I went to Las Vegas for the E. EXCEL incentive trip last year. There I heard the inspiring words of E. EXCEL Philippines Diamond Ambassador Jeruel Zalameda. His powerful message sparked my determination to take my business to new heights. If such success was possible in a country where few people have the resources to buy nutritional products, then I could surely get a taste of it for myself in North America.



Shortly after that inspirational trip to Vegas, I attended a training session at the E. EXCEL Distributor Center in Toronto. There, another wildly successful E. Exceller, Jade Ambassador Ning Peng, shared her stories of struggle, hard work, and perseverance. Like so many of us she had no sales experience, but despite that fact she not only achieved big dreams, she found great joy along her E. EXCEL journey. My belief and confidence in the promise of a richer life with E. EXCEL was cemented!

That was the moment I realized the key to success with E. EXCEL. Ning and Jeruel's motivating stories had one thing in common. Both leaders leveraged the incredible power of duplication and teamwork to build their businesses. Unlike my traditional banking job, duplication allows me to take control of my future and how big my business grows because I own it. In his Vegas lecture Jeruel quoted the famed industrialist and businessman John Paul Getty who said, "I'd rather have 1% of the efforts of 100 men working for me, rather than 100% of my own efforts." These words really said it all.

This is the power of network marketing that the E. EXCEL business harnesses. Duplication is what creates compounding, exponential growth, principles I understand well due to my banking background. The basics of sharing Nutritional Immunology, product informa-

tion, and thorough training—is repeatedly passed on to others. As more Distributors in your organization duplicate that process, your business grows exponentially. Your efforts up front will continue to reap rewards long after the hardest work is done.

I'm seeing this first-hand as my Downline has extended beyond Toronto. I didn't have to travel to New York to recruit any-

one there, I simply found Claire Li, a powerful local builder, who found Sharon Li, a business-savvy family member there. That New York line is very business-minded and has really grown with the help of some good leaders. When I saw how my commission check could grow, I realized

success like Ning and

Jeruel had described was within reach and could happen faster than I first thought.

The power of the E. EXCEL Compensation Plan is that it will continue to reward me as others grow, and bonuses like the Leadership Bonus are opportunities to earn even more.

I'm spending more time mastering business building and duplication skills, and work with my group setting goals and attending trainings. I make every attempt to attend meetings and urge those in my group to do the same. It's such a high priority we even share audio recordings of the meetings so those who cannot attend don't miss anything.

The power of the  
E. EXCEL Compensation  
Plan is that it will  
continue to reward  
me as others grow.

隨著他人的成長，我會不斷地  
分得獎金，這就是丞燕獎金計  
劃的巨大魅力。



**Keep information flowing in your group**

*Lucy recommends these resources:*

- Online Library
- YouTube videos
- Dr. Chen's books
- WeChat

Incentive trips and events like the annual conference are also hugely valuable. When we attend these activities together it creates more passion. These powerful, emotional experiences are even more meaningful when shared. They strengthen our resolve as a group.

These feelings of fellowship and camaraderie are something I never had the chance to experience at my banking job. Now my work with E. EXCEL rewards me with rich opportunities like stimulating friendships, fun social activities, and the satisfaction that comes from helping others.

I can imagine myself still active in E. EXCEL and loving it well into old age. E. EXCEL is really a business for life! In other jobs, technology might pass you by if you don't keep up. With E. EXCEL, over time you only get better

as you acquire knowledge and experience. That means working less while earning more than many traditional jobs can offer! The flexible schedule that comes with owning your own business also leads to more financial freedom and more time to spend with family and friends. That's what I call a richer life and I'm proof that anyone can achieve it with E. EXCEL if they just believe!

I wish I would have realized the true potential of the E. EXCEL business opportunity sooner, but I am only

I can imagine myself still active in E. EXCEL and loving it well into old age.

looking forward. I hope more people will discover that potential as well and join me to work together toward amazing success. There is no limit to the people I can meet and the financial and personal rewards I can enjoy. My life is more complete. My future is limitless!



Host an Elemente party with potential clients and try these newest products together!

Give Your Skin the  
*Freshness of a  
Sea Breeze*

**NEW**

Available  
Now!

## NEW From ELEMENTE

Elemente *Essence of the Sea Lotion and Mask* combine high levels of seaweed and marine algae extracts, along with our exclusive *Oxyginberry® Complex*, to refresh your skin. The ocean deposits the richest minerals, trace elements, amino acids, antioxidants, polysaccharides, and enzymes—all in perfect balance—in unassuming seaweed and algae. When extracted, these low-molecular-weight nutrients easily penetrate to the skin's basal cell layer, where the charged minerals and trace elements help rejuvenate cells and connective tissue. The rejuvenating abilities of seaweed and marine algae extracts

- help fight free radical damage
- promote skin fairness
- stimulate collagen production
- defend skin against UV radiation damage



*Essence of the Sea Lotion*  
Product Code: 11400  
WHSL: \$105.55  
COE: \$95  
CV: 86

*Essence of the Sea Mask*  
Product Code: 11401  
WHSL: \$63.33  
COE: \$57  
CV: 52



Nothing freshens and  
brightens your skin like the  
*Essence of the Sea*





GIVING

Better Health  
A Richer Life

*We make a living by what we get.*



*We make a life by what we give.*

*At E. EXCEL, giving is our way of life.*



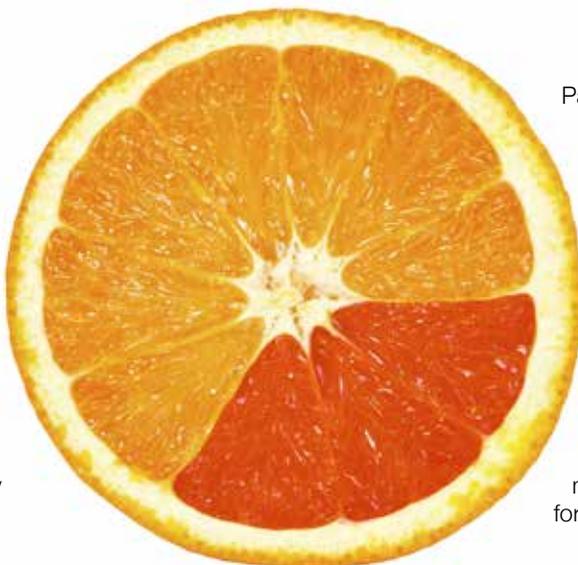
Mother Nature got the giving going.

Mother Nature **gives** plants thousands of phytochemicals, antioxidants, and polysaccharides, also known as micronutrients for their color, structure, and protection.



Plants **give** us better health. Nutritional Immunology researchers who study micronutrients in plants have discovered they are also beneficial for humans!

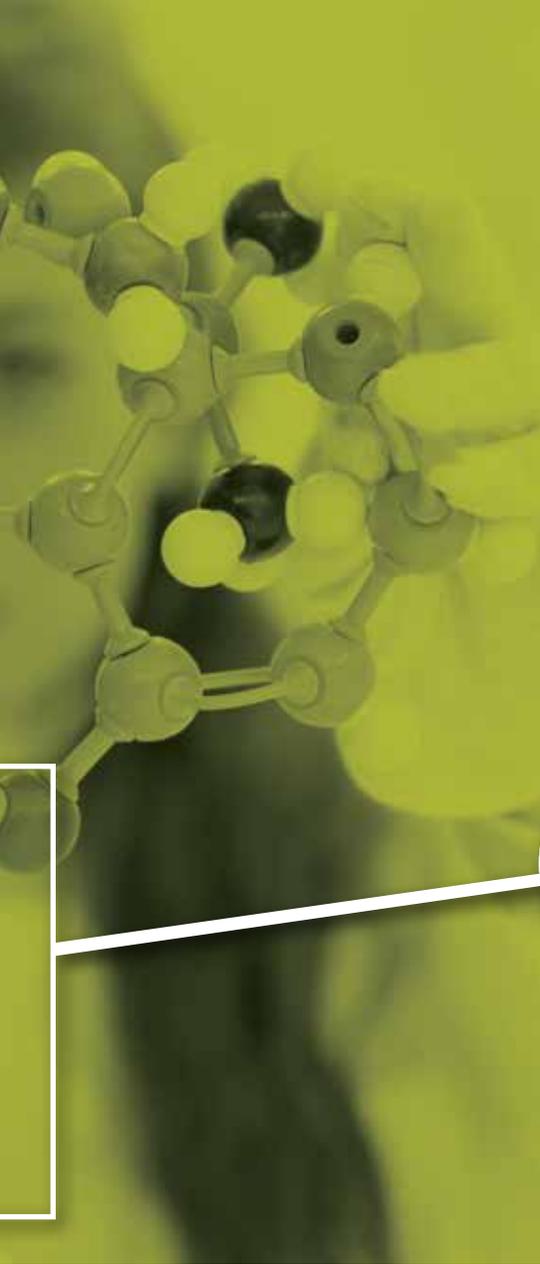
Scientists are extensively studying the phytochemicals, antioxidants, and polysaccharides found in whole plant foods such as oranges. "There's something about an orange that's better than taking a vitamin C capsule and that's really what we're trying to figure out," says Tory



Parker, Brigham Young University assistant professor of nutrition, dietetics, and food science. "We think it's the particular mixture of antioxidants in an orange that makes it so good for you.

"We're looking for synergistic effects, cases where the effect of two or more antioxidants together was stronger than the sum of them separately. I'm really most interested in protecting healthy people and keeping the healthy, healthy," Parker said. "And no matter what our research finds it's very clear that a great way to do that is to simply eat more fruit."





One researcher, Dr. Jau-Fei Chen, made it her mission to **give** this knowledge about the benefits of micronutrients to all, so she founded E. EXCEL.



Whole plant foods are parts of plants like roots, fruit, stems, leaves, flowers, and seeds. Nutritional Immunology shows that eating a variety of whole plant foods allows the various compounds in them to work together, resulting in better health.



In 1987 Nutritional Immunology pioneer Dr. Jau-Fei Chen founded E. EXCEL and since then has based her wholefood formulations on both Western science and Traditional Chinese Medicine.

Dr. Chen has received numerous awards including the Martin de la Cruz Award for her service in traditional and alternative medicine. Also a pioneer in plant nutrition, de la Cruz was an ancient Aztec healer

and the first New World native to provide data about medicinal plants. He published his work in 1552.

It's only fitting that Dr. Chen received this award. The Aztecs revered prickly pear cactus and in 1996 her prickly pear cactus formulation, *Millennium*®, won first place at the Conference of World Traditional Medicine.





*E. EXCEL products **give** people vital micronutrients in convenient, wholefood formulations that nourish the immune system for good health.*

Today E. EXCEL leads the way in innovation, researching the best manufacturing processes to retain more micronutrients. Cutting edge packaging also guards against nutrient loss and maintains freshness and quality.

The history of *Millennium*<sup>®</sup> is a great example of E. EXCEL's commitment to innovation. In 1996 *Millennium* was introduced in a glass decanter. Seven years later new packaging technology known as Cheer Packs



allowed for the removal of preservatives. Today, *Millennium* is packaged in specialized cartons known as EP-PAKs. These patented, state-of-the-art containers from Japan feature layered films that form a protective barrier. The patented "Edge Protect" design ensures no cardboard layer has contact with the contents and prevents leakage. Available in five small cartons, unopened containers stay fresh longer.

It's been said the best wealth is health, but today many people work so hard to make ends meet that they damage their health in the process. An E. EXCEL business allows you to not only experience better health, but also create a richer life for you and your family. The E. EXCEL Compensation



*E. EXCEL gives everyone the opportunity not only for health, but also for wealth when they partner with E. EXCEL!*



*E. EXCEL independent business partners keep **giving** and share what Mother Nature and E. EXCEL have to **give** — better health and a richer life!*

**Keep the giving going, and pass the message on to others.**



Plan allows for exponential growth that can propel business owners to incredible success so they can achieve their dreams.

Dr. Chen chose network marketing over traditional distribution methods because she knew that she could achieve her

dream of a disease-free world as well as provide an excellent income for those who join in her mission. People from all walks of life find fulfillment in the abundant, varied rewards and find as they give, they receive even more.

E. EXCEL truly believes in giving. We give back to our communities through support of local charities as well as national organizations like the American Cancer Society, the American Heart Association, the Red Cross, and many more.



*We're proud of what we have to give — better health and a richer life for all!*



# E. EXCEL'S — *Summer* — SMOOTHIES

Try these delicious, easy smoothie recipes featuring your favorite E. EXCEL products during the warm summer months. Keep your cool and keep your immune system healthy!

Host a tasting party and introduce friends and team members to E. EXCEL products in a fun new way!

Have a great recipe using E. EXCEL products? Send it to [enewseditor@eexcel.net](mailto:enewseditor@eexcel.net) for your chance to be featured!

## PINA COLADA



1 cup frozen  
pineapple chunks



1 cup unsweetened  
coconut milk



1 pkt *Nutriall® Original*



1 cup ice



Blend all ingredients  
until smooth.

## PEACH-GINGER



2 cups frozen  
sliced peaches



1 tbsp grated  
fresh ginger



1 pkt *EverNew®*  
1 pkt *Nutrifresh® Original*



honey or stevia  
to taste



Blend all ingredients plus  
1 cup water until smooth.

## CUCUMBER-LIME



2 medium cucumbers  
(peeled and seeded)



juice of 1 lime



1-2 containers *Orchestra™*  
lime flavor



1 cup coconut creme



Blend all ingredients plus  
1 cup ice until smooth.

## RASPBERRY-ORANGE



1 cup orange juice



1 cup  
raspberries



1 pkt *EverNew® Orange*



honey or  
stevia to taste



Blend all ingredients plus  
1 cup ice until smooth.

# With these points in mind, it's Smooth Sponsoring ALL the way!

Make sure you share these tips about E. EXCEL products with newcomers:



Nutritional Immunology is all about nourishing the immune system to maintain good health. E. EXCEL products are simply nutritious, whole foods that provide micronutrients like antioxidants, polysaccharides, and phytochemicals.



The effects of proper nutrition on your health are worth waiting for. Be patient and give E. EXCEL products at least three months to have an impact.



Ingredients are available on every product label and online at [www.eexcel.net](http://www.eexcel.net). If you have known allergies, always check the ingredient list.



Occasionally, some may experience a healing reaction.\* This is a positive sign that the body is expelling toxins to reach better health. Unless you believe you are experiencing an allergic reaction, continued use is safe.

Make sure potential E. EXCELLERS also understand these points about their new business:



There are three convenient ways to join E. EXCEL:

1. Join the Club of Excellence (COE) and purchase an Excelerator Pack (\$330, includes Distributor Kit)
2. Join as a COE member with a 175 CV\*\* order (\$175 order + \$25 Distributor Kit)

*\*\*CV (Commission Volume): A point value assigned to E. EXCEL products used to calculate commission paid on the sale of that product.*

3. Join as a Distributor by purchasing a \$25 Distributor Kit



To receive a commission in any month, simply place orders in that month totaling at least 100 CV.

**"Your Opportunity,"  
explains E. EXCEL's  
Compensation Plan  
(also available in EVO)**



As an E. EXCEL business owner one of your primary goals is sharing the gift of health and the knowledge of Nutritional Immunology by sponsoring new Distributors.

Use this handy two-part list that represents both sides of E. EXCEL—better health and a richer life—to make sure you’re communicating the most important information to your new E. Excellers. Keeping everyone informed not only builds trust within your group, but also helps retain more team members for a vibrant, growing business!



#### Club of Excellence

1. COE members agree to purchase orders totaling a minimum of 100 CV for at least the next 3 months after your initial order (4 months total)
2. The Autoship Advantage: COE members establish a Bonus Protect Autoship order. This order is valued at a minimum of 100 CV and safeguards your commission if you qualify, ships monthly on the 25<sup>th</sup>, and ensures you get your favorite E. EXCEL products delivered hassle-free.

Share the COE brochure highlighting all the great benefits! (also available in EVO)



#### **Exclusive pre-selected Autoship packages**

contain popular products and are available at an additional 10% discount!

#### **\*Healing Reactions**

*E. EXCEL founder Dr. Jau-Fei Chen explains in her book Nutritional Immunology “plant foods not only provide the body with an abundant supply of vitamins and minerals—they also cleanse the body of excess or harmful toxins.” Dr. Chen goes on to explain that as we cleanse our body’s systems using the power of natural plant foods, toxins are expelled in various ways, “Many people do not understand this mechanism and become alarmed when they observe these reactions... Just as it takes time for toxins to accumulate, it takes time for them to be discharged.” The process of expelling toxins from our bodies is called a “healing reaction” and is simply caused by the introduction of natural cleansing agents.*

# SUCCESS

You just have to want it.

Jade Masters, Choong Ng & Amy Choong



# EI

Growing up poor had a profound impact and really shaped how I viewed myself in my earlier years. I felt inferior and became very introverted with no self-esteem. My communication skills were terribly lacking and I avoided talking to anyone because I had no confidence in my abilities.

When I first considered joining E. EXCEL, people who knew me thought I didn't have what it took to be successful in this type of business. I believed them and thought of it as a fantasy that I could never have. Like many people I was skeptical about direct sales and thought it was only for people who were good at talking to others. That definitely wasn't me. I never dreamed that today I would be an E. EXCEL business owner—and love it!

Despite my challenges growing up, I had success owning and running a restaurant. I was making good money when I considered selling the restaurant to start my E. EXCEL business. Many people thought I was crazy to give it up. Because of my poor background, limited relationships with people, and poor communication skills, I didn't feel I was very well qualified for E. EXCEL. But I did know that I didn't want to work hard for 40 long years at the restaurant simply to make a living. I wanted something more meaningful.

I never  
dreamed that  
today I would  
be an E. EXCEL  
business  
owner—and  
love it!



When I joined E. EXCEL, the once impossible became very possible for me.

My beloved wife Amy helped me begin to realize what was possible with E. EXCEL. She truly believes E. EXCEL can help people achieve health and wealth and realize their dreams of traveling the world. Her love for Dr. Jau-Fei Chen was infectious and today we both enthusiastically support our E. EXCEL business together.

Joining E. EXCEL made the once impossible very possible. My Upline brought Amy and I to SS Network and the way I changed into another person seemed almost magical. Because of SS Network, my life transformed from dull and boring to very bright, exciting, and interesting! My newfound team offered wonderful education, effective, powerful training methods, and steps that put me on the path to success. All of them—Casey, Kelvyn, Sebastian, Chong—they taught me these outstanding business practices and changed the path of my life.

Even with their help, starting my E. EXCEL business wasn't always easy. The biggest obstacle to my success with E. EXCEL was my inability to talk to people. I am not naturally articulate or well-spoken. I don't have that talent, but SS Network offered such a simple training program that I could learn and duplicate what they taught very easily. Over time it seemed more and more possible I could actually do this, after all, practice makes perfect! I finally understood that you don't need the gift of gab to have a successful E. EXCEL business. You just need to share sincerely from your heart.

Once I learned that lesson I was able to overcome my fears. I became more generous, open, and committed to the organization and people began to like and trust me. I put my heart and soul into it and learned to accept people, care for them, and welcome them. I learned how to smile, shake hands, and greet people—things that had been almost impossible for me before. I quickly discovered that the more I gave, the more I received!



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One of the most important things I learned along the way is that this is a multiplication business. With a simple education system and the right circumstances, I could repeatedly teach others to duplicate what I did. This uncomplicated, straightforward concept has allowed me to build a strong, thriving organization.

E. EXCEL totally transformed my life. I am now committed to my E. EXCEL business full-time and today I own my car and home and my income is multiplying. But that's not all. I also have the opportunity to travel the world on unforgettable incentive trips for free! E. EXCEL has been the catalyst for me to achieve my life's goals in a very short time.

I'm grateful to E. EXCEL for helping me break away from my shyness and low self esteem and live the life I've always dreamed. E. EXCEL has so much to offer, but the most touching and the most achievable thing is seeing so many friends around me find their health. I am surrounded by a group of ambitious, purposeful people who, like me, are achieving their dreams. They are my friends and family, and they are growing while gaining abundant rewards.

So many people ask me, 'Is running your E. EXCEL business hard?' I tell them it doesn't matter if it is hard or easy. Instead, they should ask whether this life, my life, is something they want. Success is not can I or can't I. It's do I want it or not. Nothing in the world is difficult for one who sets his mind to it. I wanted it, I got it, and now the rewards are multiplying as I share what I learned with others.

# E. EXCEL PRODUCT GUIDE



Millennium®  
1000ml | 800010

IS



Millennium® Red  
1000ml | 800020

IS D



Millennium® Powdered  
Beverage  
30•15g packets | 100180

IS D



Millennium® Powdered  
Beverage Gold Edition  
30•15g packets | 100190

IS D



Celebration™  
30•18g packets | 100155

IS C N R



1-SHAPE™  
30•18g packets | 610074

W DS



1-SHAPE Lite™  
30•14g packets | 610073

W DS



A'Romantic®  
30•6g packets | 10002

M D



Enjoi™  
30•15g packets | 610050

N



EverNew®  
30•18g packets  
Original – 610090  
Orange – 610092

C DS I



EverNew®-D  
30•18g packets | 610094

C DS I



Nutriall® Original  
30•15g packets | 610040

M W



Nutriall® Berry  
30•15g packets | 610041

M W



Nutricardia®  
30•12g packets | 610021

C



Nutrifresh®  
30•15g packets  
Original – 610080  
Chocolate – 610081  
Mixed Fruit – 610083  
Strawberry – 610085

M W



Nutrifresh®-D  
30•15g packets | 610096

M D W



Oxygenberry® Beverage  
30•15g packets | 10005

I BS



Refresh™ Herbal Tea  
Beverage  
60•2g packets | 610061

DS E S U



Orchestra™  
16 pk•10ml ea | 610200

IS E



Vegecolor™  
30•4g packets | 610022

BS NEW

BS Balanced System

DS Digestive System

M Musculoskeletal System

RF Female Reproductive System

U Urinary System

IS Immune System

E Endocrine System

N Nervous System

R Respiratory System

D Special Dietary Needs

C Circulatory System

I Integumentary System

RM Male Reproductive System

S Sensory System

W Healthy Weight

# E. EXCEL PRODUCT GUIDE



ACT™  
100 capsules | 30030

IS M S R



ART™  
100 capsules | 30010

M



Circle®  
100 capsules | 30020

C



Concenergy®  
100 capsules | 20010

E N RM



D•I®  
100 capsules | 20030

DS



Dong Quai  
100 capsules | 20080

RF C



E•Memories™  
100 capsules | 30120

N

Available  
Now!



Esserene®  
100 capsules | 30055

E N



E-View™  
100 capsules | 30115

S N



G-ART®  
100 capsules | 30085

M



Ji-Lin Ginseng  
100 capsules | 20090

RM E



NOCO®  
100 capsules | 20045

R



O-Seed®  
100 capsules | 30075

N C



Oxygenberry® Capsules  
200 capsules | 2 bottles  
30105

I



Pearl™  
100 capsules | 30041

E I M N RF



POLY5® Complex  
180 capsules | 2 bottles  
20060

IS



S•T®  
100 capsules | 20020

S M



Vegaplex™  
100 capsules | 30065

M C



V•Estro™  
100 capsules | 30095

RF



Vision™  
60 capsules | 20000

IS C S



W•L®  
120 capsules | 20050

E W



E. EXCEL Essential  
Blend™  
12.7 fl oz ea (375ml)  
2 bottles  
20012



Gwei-Hua Balm™  
0.19 oz (5.5g) | 50020

## E. EXCEL PRODUCT GUIDE



Handy Gel®  
8.4 fl oz (250ml) | 60052



VegiWash™  
12 fl oz (350ml) | 60042



Cactus Essence Aqua Gel  
Facial Moisturizer  
1.36 fl oz (39ml) | 11000



Cactus Essence Facial  
Hydrating Lotion  
5.2 fl oz (150ml) | 11001



Cactus Essence Facial Pore  
Refining Cream  
0.7 fl oz (20ml) | 11002



Color Protective  
Moisturizing Shampoo  
10.5 fl oz (300ml) | 10500



Moisturizing Conditioner  
10.5 fl oz (300ml) | 10501



Moisturizing Color Kit  
2.1 fl oz (60ml) | 10550  
(deep brown)



Intense Revival  
Hair Masque  
7 fl oz (200ml) | 10506



Youth Rejuvenator Facial  
Moisturizer  
1.0 fl oz (30ml) | 10106



Oxygenberry® Essence  
Hydrating Facial Serum  
4 fl oz (115ml) | 10200



Essential Line-Defying  
Facial Cream  
1.05 fl oz (30ml) | 10104



Oxygenberry® Pearl  
Essence Moisturizer  
0.35 fl oz (10ml)  
3 bottles | 10204



Hydrating Foaming  
Facial Wash  
3.5 fl oz (100ml) | 10300



Facial Cleansing Liquid  
5.2 fl oz (150ml) | 10305



Rose Essence Phytolift  
Firming Eye Cream  
0.87 fl oz (25ml) | 10803



Rose Essence Phytolift  
Intensive Face Cream  
0.87 fl oz (25ml) | 10801



Rose Essence Phytolift  
Firming Facial  
Moisture Gel  
0.87 fl oz (25ml) | 10800



Rose Essence Phytolift  
Firming Hand Lotion  
1.75 fl oz (50ml) | 10802



Essence of the Sea Lotion  
1.4 fl oz (40ml) | 11400



Essence of the Sea Mask  
3.5 fl oz (100ml) | 11401





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