

Better Health  A Richer Life

# EXCELLING

Fall 2015



## Persevering Together Toward Our Dreams

JADE AMBASSADOR JIAN HUA NIU &  
DR. LIANG YU HUANG

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## Exceed Expectations, Surpass Your Dreams

PEARL MASTER TRACY LIN

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## Visualize Your Dreams

CREATE YOUR OWN DREAMBOARD

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## Sleep Easy with Nutritional Immunology

SHARE NI

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## Grasping the American Dream

PEARL MASTER MEI QIN LIN

THE  
DREAM  
ISSUE

**Everyone has dreams.** Whether you pursue them, achieve them, or even give up on them, dreams determine your view of life. In this issue of *Excelling*, we not only explore the hopes and dreams of E. Excellers, you'll also find inspiration about overcoming obstacles, setting goals, and visualizing your dreams. Better health and a richer life can be yours, and at E. EXCEL making that dream come true drives us and defines us.

We hope this *Dream Edition* of *Excelling* inspires and motivates you to aim high and never give up. Read what E. EXCEL corporate employees have to say about their dreams.

**Luis Tirado**  
*Director of Marketing*  
Quito, Ecuador  
10 years of service

My dream is that we see people from different backgrounds, different parts of the world, and different beliefs come together to share E. EXCEL's message so more people can experience better health and a richer life!

**Alisa Wilson**  
*Quality Manager*  
Salt Lake City, UT  
2 years of service

It has always been my dream to work with herbs and botanicals, and it is my job and my pleasure to ensure and approve E. EXCEL's product quality on a daily basis.

**Marie-Josée Couture**  
*Inventory Planner*  
Roberval, Quebec, Canada  
2 years of service

E. EXCEL feels like a big family, with great, funny, and caring people. My goal is to help my children fulfill their dreams and graduate college with no debt and have a career they love.

**Jennifer Kwan**  
*Marketing & Distributor Development*  
Guang Zhou, China  
8 years of service

My dream is to be able to do my job well enough to support, train and empower all of our Distributors to achieve all of their dreams. By doing so, we all rise up together, to grow our market share so more people can enjoy better health and a richer life.

**Dalia Colindres**  
*Assistant Controller*  
Tegucigalpa, Honduras  
2 years of service

E. EXCEL has a great work environment where I enjoy doing my best work and feel good about it. My dream for E. EXCEL is continued growth so more people can enjoy better health and financial stability.

**Silda Solis**  
*Production Supervisor*  
Jalisco, Mexico  
19.5 years of service

I not only feel respected and appreciated working at E. EXCEL, I feel like I'm making a difference. My wish for Distributors is that they succeed in their mission to share E. EXCEL with others so they can feel that same joy.



**Filipe Saldana**  
*Production & Warehouse*  
Puerto Vallarta, Mexico  
20 years of service

E. EXCEL believed in me 20 years ago when they hired me, and today my belief in E. EXCEL and myself is stronger than ever. Belief fuels dreams, and I have seen many come true over these last two decades.

**Bill Fifield**  
*Distributor Development Manager*  
Provo, Utah  
1.5 years of service

I'm excited for the opportunity to help Distributors produce results that will make them passionate networkers. Helping them fulfill their dream of a richer life with E. EXCEL is my own rich reward.

**Penny Gilhespie**  
*Quality Control Inspector*  
Salt Lake City, Utah  
1 year of service

I love my job because it is different every day, and I'm proud to play such an important role so Distributors can chase their dreams while feeling confident about E. EXCEL's high quality products.

**Eric Changhao Zhao**  
*Customer Service Representative*  
A Cheng, China  
4 months of service

The people, the environment, and the products make E. EXCEL a great place to work. I hope to grow with this company while helping Distributors grow so they can achieve their dreams!

**Cherie Beal**  
*Business Development*  
Kaohsiung, Taiwan  
8 years of service

E. EXCEL has given me an amazing opportunity for self-development, and I hope to continue to improve as well as help others develop their own skills and achieve their dreams.

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# PERSEVERING *Together*

▶▶▶▶▶▶ TOWARD OUR DREAMS

Jade Ambassador Jian Hua Niu



**16**  
Years  
of Success

## Getting to Know Jian Hua

- Joined E. EXCEL in 1999
- Worked as teacher before joining E. EXCEL
- Personal Motto: "Success is liking yourself, liking what you do, and liking how you do it."
- Named to E. EXCEL's Global Top 100 in 2012!



“When your whole world is in balance, everything in your life has room to thrive, especially your dreams!”

Jian Hua Niu, E. EXCEL's newest Jade Ambassador, should know because that is how she lives her life. She often volunteers her time and has received awards for her volunteering efforts. Her dreams have always included having the time to help, care for, and support others.

#### Turning Dreams Into Reality

Along with the support of her husband Dr. Liang Yu Huang, E. EXCEL has given her an incredible opportunity to turn those dreams into actively working with

other E. Excellers to help them achieve their dreams! Now, as a Jade Ambassador, she feels that opportunity even more. “I feel incredibly grateful and proud of my team and am very happy and lucky to work with such fantastic people. More so, I'm proud of the image it sends other teams because this Jade Ambassador status shows the strength of my team and leaders. Everyone knows it's the team's success that determines a leader's success.”

As she is quick to point out, however, it wasn't the title of Jade Ambassador that motivated her. She said, “I see it merely as a reflection of the hard work and tireless perseverance by myself and my team leaders. What motivated me were the struggles and perseverance of my own team. I wanted to show them that no matter where you are in your E. EXCEL career, there will always be a reward for your efforts. I wanted to show

*Her dreams have always included having the time to help, care for, and support others.*

them that there is no end to helping others, and there is also no end to the rewards for helping others.”

The part that did surprise her, and touch her heart, was the response she received from E. Excellers everywhere when her ambassadorship was announced. “I was phenomenally blown away at how many people sent blessings from the company. From the visit by COO Gary Takagi and the team all the way from Utah, to the many cheers over the phone from the E. EXCEL team, to the individual heartfelt gifts – I really felt touched by everyone’s warmth and support. It truly felt like my success was embraced by everyone, and that’s what made this title so much more valuable to me.”

### Inspiring Others

But, Jian Hua is not about to rest on her laurels at this point! “The road is nowhere

near over upon achieving ambassador status,” she states emphatically. Her loving, caring, persevering spirit can’t help lift others up! She wants her dreams, struggles, and accomplishments to inspire, support, and nurture those in her team and other teams across North America.

In fact, she says, “I will need to work even harder to make sure more of my team members are successful! We are all persevering together, and I hope to leave a more lasting presence when sharing my stories, knowledge, and accomplishments. As a Jade Ambassador, I can confidently say to others, ‘you can do this, too!’”

Jian Hua believes strongly that the greatest power is not money, but friendship. Therefore, when doing anything, one must consider friendship and trust the greatest of traits. She states,



*As a Jade Ambassador, I can confidently say to others, “You can do this, too!”*



“A successful person is not successful because of the wealth he or she possesses, but because of the friends he or she makes in the process.” Jian Hua considers everyone in her group, and in E. EXCEL, to be her friends, and with that kind of an attitude, people are naturally drawn to her.

### Succeeding Through Teamwork

Her experience with E. EXCEL has taught Jian Hua that one can only become successful if one’s team becomes successful. As she explains to others, “There really cannot be any selfish thoughts. We must also treat E. EXCEL as a pas-

sion, because only through passion, can you touch the lives of others and inspire the passion in them. Most importantly, there must be a positive culture within a team. My team uses an ‘empty glass’ philosophy to learn. We always accept new information, new people, and new opportunities, and never take anything for granted. Our team is constantly striving to improve ourselves and thus constantly rise to new heights.”

With that kind of leadership, Jade Ambassador Jian Hua Niu will surely bring a greater balance into the world of E. EXCEL, and more dreams will be thriving across North America!



## Jian Hua's Rules for Teamwork

- Create trust and respect
- Take responsibility
- Work together for the benefit of all
- Mutual support
- Everyone succeeds!

超出預想 – 超越夢想

**Exceed Expectations**

*Surpass Your Dreams*

**Pearl Master Tracy Lin**

Meeting deadlines, accomplishing goals, ticking items off a do list – all reasons for stress in our daily lives. Looming deadlines are sometimes overwhelming, but setting manageable goals is a helpful strategy for many. Pearl Master Tracy Lin surprised even herself when she applied this strategy to her E. EXCEL business and her life.





The funny thing about goals is that they change as life moves forward. For twenty years Tracy worked for others saving

"When I started my E. EXCEL business I knew that eventually I wanted to achieve big dreams like having a five-figure

With those thoughts in mind Tracy set out to achieve three goals: to have more free time, to gain financial freedom, and

Starting out wasn't easy but Tracy didn't give up. "I had a lot of challenges to overcome in the beginning," she recalls. "A

## **"I've made my dream come true. Now it's my turn to help others do the same as I continue to grow."**

money for retirement. As time passed she realized her family's needs had changed and she would need to save a lot more. "I knew that if I wanted to change my bank account I would have to change the way I thought about earning and saving," she begins. "I began looking for ways to earn more so I could save for my family's future when I found E. EXCEL. I knew it was the perfect way to achieve my dreams."

monthly income, or buying my dream home. To get there I had to set smaller goals and take it one step at a time," Tracy explains. If she stayed on track she'd be able to retire earlier, spend more time with her kids and have even more financial security. Her husband would be able to retire from his labor intensive job in the construction industry sooner too.

to travel the world. "I started out simple," she says. "When I first became an E. Exceller I thought of improving my family's health and getting my business off to a strong start. I made my first goal, to become a Pearl Master within two years, and got to work."

lot of my customers thought that I was a doctor and that E. EXCEL products were medication. I had a lot of educating to do and was met with negative criticism from people



### MY DREAMS

- Become a Pearl Master in 2 years - Goal Accomplished in less than 1 year!
- Travel the world with my family
- More free time
- Financial freedom

I loved. People told me that I was just out to cheat my friends and family, but I explained the science of Nutritional Immunology to them and never once doubted E. EXCEL."

Tracy overcame these obstacles with grace and in 2014 she had the opportunity to attend the Destination Taiwan trip. She found herself surrounded by successful E. Excellers from all over the world and this inspired her even more. "I saw so many successful people and knew they had gone through hard times too. I knew that if so many others had overcome obstacles I could as well."

Her attitude and dedication rocketed her business forward. Though she had set out to achieve the rank



of Pearl Master in two years, she accomplished this huge goal in less than one! "I've made my dream come true," she says proudly. "Now it's my turn to help others do the same as I continue to grow."

She far exceeded her original goal, but Tracy isn't done yet. "Even though I'm a Pearl Master I still feel I haven't achieved enough," Tracy tells us. "I still need to work hard and no matter what rank I am I'll still work as if I'm a brand new E. Exceller. Even when I reach the rank of Ambassador I'll always have more to learn and communicate well with my Uplines and Downlines."



**"Signing up as a VIP for the Las Vegas trip was a great way for me to grow my business. I had a target in mind and it was a way to prove to myself that I was committed."**

Tracy's business is flourishing and she credits her success to the time she put into educating herself. "Going to meetings and learning is so important," she stresses. "The difference between a good E. Exceller and an extraordinary one is that an extraordinary one always attends meetings unless they absolutely can't. A good E. Exceller attends meetings only when they have to."

"I highly encourage new E. Excellers to attend as many meetings as they can. They need to learn about the company, the products, and from their teams the best ways to grow their businesses. They urgently need to learn to communicate with their Uplines, Downlines, and customers, as well as the best ways to share Nutritional Immunology."

Incentive trips are also a great way for new E. Excellers to grow their businesses and an easy goal to reach. "Signing up as a VIP for the Las Vegas trip was a great way for me to grow my business. I had a target in mind and it was a



way to prove to myself that I was committed. I plan to make the same commitment for every incentive trip contest because it's a win-win situation. I'm sharing Nutritional Immunology with others while my business grows, helping me get closer to my dreams of traveling and financial freedom."

Now that she's surpassed her original goal Tracy is enjoying a richer life. "I love E. EXCEL and I'm so proud to be living the E. EXCEL lifestyle," Tracy comments proudly. "I have gained so much and met all my goals – to have free time, achieve financial freedom, and to travel the world. I was also welcomed into an amazing family. Every morning I wake up and check my WeChat and I'm greeted by E. Excellers beaming happiness. Every day I'm happy and it's all thanks to E. EXCEL and Dr. Jau-Fei Chen for giving me the richer life I've always wanted!"



## Visualize your Dreams, **STAY MOTIVATED**

Visual representations of goals can help motivate you to set goals and stay on track to achieve them. Making a dreamboard is an excellent way to keep your eye on the prize take your dreams from thoughts to reality.

Think about your goals and dreams for the three categories below or come up with your own. Then, find pictures and images to energize and remind you every day what you're working toward so you stay motivated and inspired!



**KEEP  
DREAMIN**



## Family

With the support of your family you can achieve almost anything you set your mind to. Your successful E. EXCEL business can reward you by helping to support your family. Attach photos that remind you of the goals you want to reach for your family.

- Family fun makes for great memories. What would you do with more time to spend with your family?
- Financial security takes the stress out of planning for your family's future. What future events are your family saving for?

**Dreams are unique to individuals. What's a goal you'd like to reach in the next few years? Add photos of that goal as well as motivational photos that will help you reach it. Think of all the things you can do to give back to your community, develop relationships with others, and support the things you love.**



## Health

E. EXCEL products protect the immune system while Nutritional Immunology encourages eating healthy, exercising regularly, sleeping well, and reducing stress. When you're healthy you're a shining example of the health NI can bring and it makes it even easier to share!

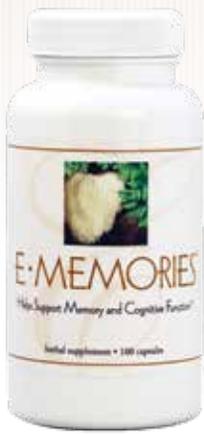
- You have the power to be a positive influence on everyone around you. What healthy habits can you help instill in your children? Spouse? Parents? Co-workers? Friends?
- Growing older in great health means being happy and active. What would you like to be doing in 5 years? 10? 20?



## Prosperity

Growing your E. EXCEL business means experiencing better health and a richer life. It also means the time and financial freedom to spend on the luxuries you've always dreamed of. When you dream of the future what do you envision?

- Income for extracurricular activities like dance lessons, golfing, and beauty appointments?
- A new car, household appliances, or home renovations?
- Your dream vacation, children's college tuitions, or saving for retirement?



# E•MEMORIES

**Supports memory and cognitive health for every member of the family!**

With a unique formulation of lion's mane mushroom, ginseng root, and ashitaba, *E-Memories*™ supports the nervous system, brain health, and memory. These natural, wholesome plant foods have incredible benefits for every brain at every age!



## The Mature Brain

- Ginseng pectin helps support brain cells against free radical toxicity, which contributes to degenerative neurons.
- Lion's mane mushroom supports healthy cognitive function in people with mild cognitive impairment—and support continues for weeks after you stop eating the mushroom.

## The Young Brain

- Ginseng saponins help support healthy learning and memory.
- Ashitaba supports healthy levels of brain-derived neurotrophic factor (BDNF), which maintains existing nerve cells and supports the growth and specialization of new ones.

## The Adult Brain

- Lion's mane mushroom supports enzymes that support the normal function of Nerve Growth Factor (NGF) in maintaining, repairing, and improving the infrastructure of memory.
- Chalcone in ashitaba supports the production of multiple neurotrophic factors.



\*THESE STATEMENTS HAVE NOT BEEN EVALUATED BY THE FOOD AND DRUG ADMINISTRATION. THIS PRODUCT IS NOT INTENDED TO DIAGNOSE, TREAT, CURE OR PREVENT ANY DISEASE.



Easy-to-share info about the science that started it all



**SLEEP  
EASY  
WITH  
NUTRITIONAL  
IMMUNOLOGY**



“I dream of a world without disease, a world

in which children are carefree and life is long and blissful.”

– Dr. Jau-Fei Chen, E. EXCEL Founder

E. EXCEL and Nutritional Immunology are making her dream a reality, and discovery by discovery, product by product, Distributor by Distributor, her dream is being realized. As E. Excellers, we share in Dr. Chen’s dream.

Dreams go hand in hand with sleep, one of the four pillars of Nutritional Immunology. While we sleep, various immune boosting effects take place. Since the immune system is the body’s first line of defense against disease, adequate sleep is essential for good health.

# Sleep & Your Brain

● **Lost Memories** A distinct pattern of neural activity occurs when the waking mind records new information. Scientists believe the brain replays this pattern during sleep to lock that memory. Losing sleep, therefore, may cause long-term memory loss.

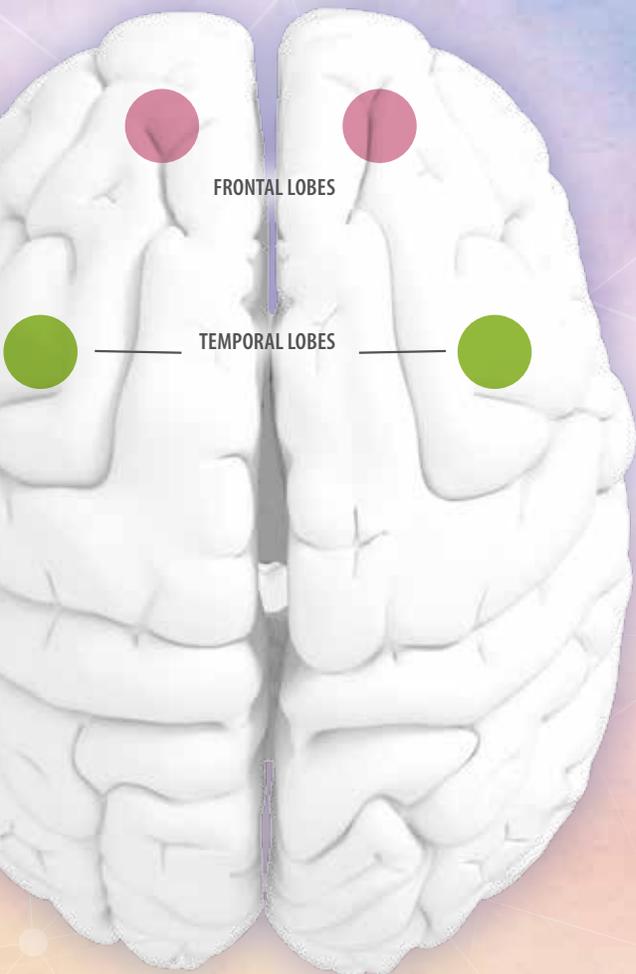
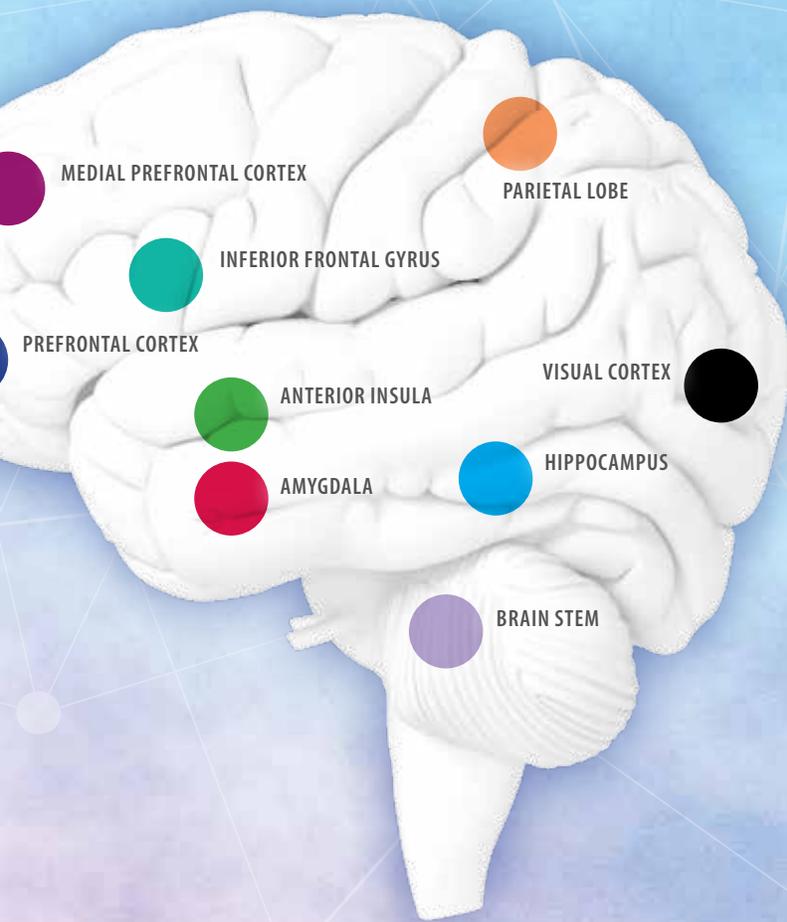
●● **Anger** When the brain is well-rested, the amygdala, which is critical to emotional processing, communicates with the medial prefrontal cortex, which helps regulate feelings. Loss of sleep cuts this connection, leaving us prone to negativity.

● **Cognitive Processes** Loss of sleep slows divergent thinking, which helps us switch topics quickly in conversations.

**Hallucinations** A sleep-deprived brain cannot filter excess stimuli that isn’t relative, like noise, light, smell, and so on, which may cause hallucinations.

● **Attention Span** Everyone loses focus now and then. Sleep-deprived people, however, space out, showing a deeper level of disengagement.

**Attribution** Theresa Fisher, What Sleep Deprivation Does to Your Brain, in One Stunning Infographic. Science.Mic. Published November 18, 2014. <http://mic.com/articles/104472/what-sleep-deprivation-does-to-your-brain-in-one-stunning-infographic>



**False Memories** A study found that more people are likely to incorporate misinformation into memories of events seen after a sleepless night.

**Speech** Language is processed in the temporal lobe at a high rate. This lobe is virtually inactive in exhausted people, who can't seem to enunciate properly.

**Binge Eating** Sleep loss decreases frontal lobe activity, which controls decision-making, but increases activity in the amygdala, a key component in detecting fear. Together, these mechanisms dull judgment and increase desire, so why not eat the whole cake?

**Risky Decisions** When faced with risky choices we normally are able to weigh the pros and cons. In sleep-deprived people, the prefrontal cortex, the brain's reward center goes into overdrive and makes us believe we can take more risk.

**Brain Damage** Lack of sleep actually kills brain cells, particularly in the brain stem. That damage may not be reversible.



# Why Your Body Loves Sleep



*Esserene*® – Relaxing, soothing, support for a restful night's sleep.

# Dream Facts

- Within five minutes of waking, 50% of a dream is forgotten; within 10 minutes, 90% is forgotten.
- Once thought to occur only during REM sleep, it's possible we dream every single moment of sleep.
- Babies spend up to 50% of their sleep time in REM sleep, compared to only about 20% for adults.
- REM sleep is important in creating long-term memories.
- If you experience disrupted REM sleep, your next sleep cycle often goes directly to REM sleep until the previous night's lost REM time is made up.



S-T® – Improves nervous system balance; soothes and relaxes for an easier sleep routine.



Sleep and dreams—most of us remember very little of what we dream once we wake up. Our waking dreams, however, take on real meaning as we go after those things we want to achieve.

Dr. Chen's dream began almost 30 years ago with the



establishment of E. EXCEL in the small town of Springville, Utah. Her dream of a disease-free world was given meaning with the mission of E. EXCEL.

Our mission at E. EXCEL is to share the gift of health and the knowledge of E. EXCEL Nutritional Immunology® with the world.

Her dream has now spread worldwide as E. EXCEL Distributors share her dream and pass it on to others. In the process, E. Excellers are making their own dreams a reality as well. Don't ever give up on your dreams! From such ethereal things as dreams are magnificent things accomplished!

# Grasping the American Dream How I Learned to Never Give Up

Pearl Master Mei Qin Lin



## Mei Qin Lin's Path to Success





The allure of a better life is often what pulls immigrants from all over the world to the United States and Canada. Though both countries offer an amazing opportunity to flourish, few understand the amount of hard work it takes to succeed.

This is a lesson that E. EXCEL Pearl Master Mei Qin Lin learned first hand. "Before I came to the United States I was so eager to get here and grasp my piece of the American Dream," she recalls. "When I got here I found out it wasn't as easy or fast to be successful as I had imagined." Although her husband had been in the US for many years and was running his own business, his life was not particularly easy. "He worked really hard and kept very long hours, leaving very early and coming home very late."

Mei Qin wanted to help support her family and relieve pressure from her husband. "I always thought about running my own business," she says. "I entered a very competitive industry when I opened my own clothing store. I had my own business, but I didn't have a great income and was soon also working long hours."

**Striving to win multiple incentive trip contests has grown the COE members in her organization – all because she yearned to take her family on their dream vacation.**





That's why Mei Qin was so relieved when she met her Upline Lucy Lu. "Lucy introduced me to E. EXCEL and I not only gained better health, but also a richer life in an incredible business opportunity. Suddenly I realized my dreams weren't so far off!"

Even though Mei Qin was excited to start her E. EXCEL journey, she knew there would be challenges. "In the beginning I didn't know enough to be effective. I shared E. EXCEL with my friends and family and constantly got rejected. I needed to slow down and study how to better understand people and how to help them."

"Just having a steady income would have been enough to satisfy me then," she remembers. But as she became more involved with her new E. EXCEL family she realized how big the opportunity before her was. "I

saw my Upline's income growing steadily every month and saw her traveling with E. EXCEL on free vacations and suddenly I was more motivated than ever!"

Mei Qin thought long and hard about dedicating so much time to her E. EXCEL business. She remembered that she had tried her hand at owning a clothing store only to be let down. It would have been easy

for her to think the American dream simply couldn't be hers, but a few challenges wouldn't slow her down. "Sometimes you have to be challenged and experience hardship," she explains. "Only then can you

achieve success. Dr. Chen's

mission to share Nutritional Immunology and the gift of health is a noble dream, and if we experience hardship we can't just give up."

With this mindset Mei Qin set out to become the best E. Exceller she could be and soon she was rewarded. "In my first year with E. EXCEL I experienced so many unexpected successes. For the first time ever I was able to take my

family out of the country on a vacation with E. EXCEL!"

Incentive trips encouraged Mei Qin to always keep moving forward to make that dream a reality for her family. The desire to achieve this goal had another benefit – her business grew exponentially. Striving to win multiple incentive trip contests has grown the COE members in her organization – all because she yearned to take her family on their dream vacation.

"This was our first taste of the

good life," Mei says of her first E. EXCEL vacation to Taiwan. "For the first time in my life I realized that financial freedom was possible for me. I also had

the respect and admiration of those around me and that made me work even harder."

Mei Qin is enjoying her E. EXCEL journey and she encourages new E. Excellers to follow her example. "I want to continue to work hard to build myself and my business. I want to build up those around me and share better health and a richer life with them all." Building up others is an essential part of

to take care of them, help them, and motivate them to be successful!"

Mei Qin knows that this type of support is what helped her grasp the American dream. "Before I joined E. EXCEL I wasn't sure that I would achieve my dreams, but, because of my Uplines and mentors, and their support, encouragement and guidance – I am a success. I have to thank every one of them because I

**"They paved the way so that my journey to the top would be smooth!"**

wouldn't be here without their sup-

port. They worked so hard to help make my E. EXCEL business a success. They paved the way so that my journey to the top would be smooth!"

being a great E. Exceller. "It's so important to encourage new E. EXCEL Distributors. We should treat them like family members. We absolutely need



NEW PACKAGING, SAME  
AWARD-WINNING BEVERAGE

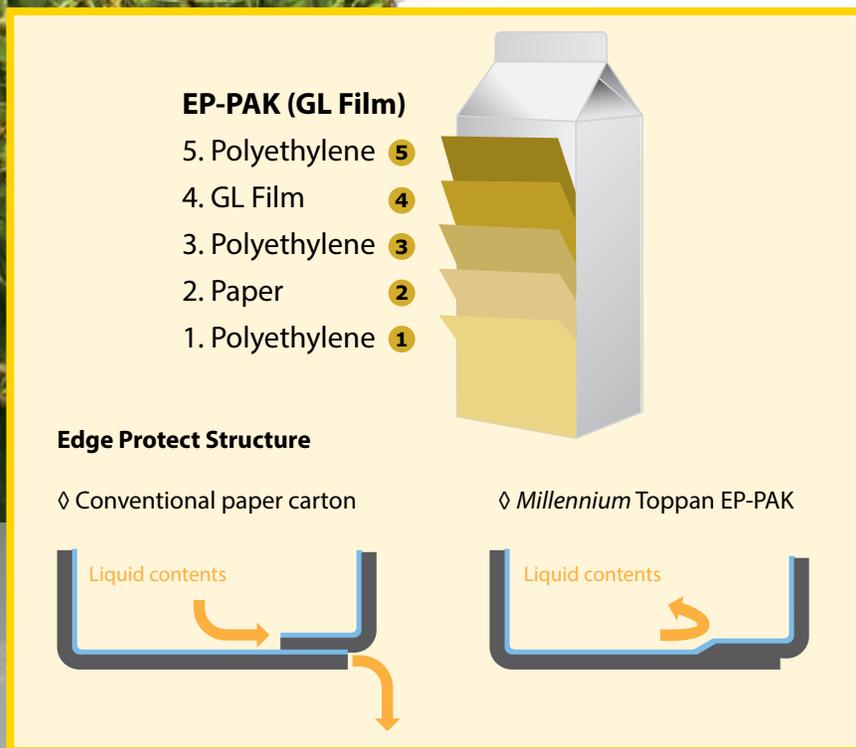
# Millennium<sup>®</sup>

E. EXCEL leads the way in innovative, state-of-the-art packaging to provide fresher, safer products to our consumers. Packaged to improve freshness, portability, and convenience, these new cartons help protect the precious cactus juice in *Millennium* from contaminants and nutrient loss.

*Millennium* is the first product in the United States to use this unique, advanced packaging system!

“**Millennium is one of my favorite products, and I like to share it with others. The taste is excellent and full of nutrients that are easily absorbed by the body.**”

– Master Shirley Tsang, Vancouver, BC



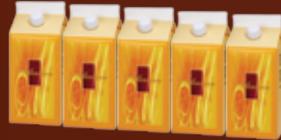
Exceptional **portability** in smaller packages with no mixing required



**Resealable!** Drink only the amount you want when you want it.



Sold in a box of five 200 ml individual packs for **greater freshness!**



Take one with you to school, work, or while traveling! The **convenience** is fantastic!



*Millennium*

Botanical Beverage  
Cactus Juice



Millennium Code: 800010      Millennium Red Code: 800020

# Frizzy, Dry, Damaged, Color-treated hair?



## Smooth It All Away

with Intense Revival Hair Masque!

Elemente's new *Intense Revival Hair Masque* lives up to its name! Smooth it over wet hair and work it gently into all strands to quickly revive and refresh dull, lifeless hair. Enjoy the fresh, citrusy scent for 10-30 minutes while your hair soaks up the rich emollients. Then rinse it away for softer, shinier, more manageable hair in a matter of minutes!

Jade Ambassador Ning Peng from King City, Ontario tried the *Intense Revival Hair Masque* on her fine, straight hair.



**"I give *Intense Revival Hair Masque* high marks for smoothing damaged hair, stopping the frizz, and giving me more manageable hair. It is well suited for my hair type, and the fragrance is wonderful!"**

Diamond Master Caixia (Anna) An in New York, was looking for more shine, manageability, body and volume for her hair. She gave *Intense Revival Hair Masque* a high five in all those areas!



**"*Intense Revival Hair Masque* is most definitely great for my hair! I used it every other day for fast results and I was impressed with the results I got!"**

For best results, use with Elemente's *Color Protective Moisturizing Shampoo* and *Moisturizing Conditioner*.



## Love Your Skin Again!

Essence of the Sea soothes and softens all skin types

Silver Master Jenny My Banh, of Hacienda Heights, CA, told us,

“I love using E. EXCEL products. The new *Essence of the Sea Facial Lotion* leaves my skin feeling soft and smooth—the dryness is gone! I use it every day and night, and the *Essence of the Sea Facial Mask* two or three times a week. I love them because they make my skin feel naturally beautiful, so I don't need to use make-up to cover my skin anymore. No other product I've known makes my skin feel like this!

E. EXCEL's own Lily Tang, one of our Customer Service Representatives, tried the *Essence of the Sea Facial Lotion* and said,



“It softened and soothed my combination skin after using it twice a day—morning and night! I love it!”

With carefully extracted marine elements from algae and seaweed, Elemente's *Essence of the Sea* products help support and protect your clear, beautiful skin. Get back that healthy glow of your youthful complexion!

# 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



# Brighten your diet and your life with the rainbow of wholesome plant foods in *Vegecolor*™!



**COMING SOON!**

A packet of *Vegecolor* easily puts 25 vegetables and fruits into anyone's diet!

- Sprinkle a packet over a pizza.
- Put it in your pasta sauce
- Add it to a cup of soup
- Puree it in a smoothie
- Mix it into fried rice
- Pour a packet into a stir-fry
- Blend it into your favorite salad dressing



## E. EXCEL FRIED RICE

### Ingredients

2 cups uncooked basmati rice  
2 cups water  
½-¾ cup chicken stock  
2 eggs  
1 ham steak (cubed)  
½ cup frozen peas  
3 - 4 tablespoons *E. EXCEL Essential Blend*™  
2 packets *Vegecolor*™  
2 tablespoons soy sauce salt to taste

### Directions

Cook rice until not quite done; cool completely. Heat a wok over high heat with 1 tablespoon of oil. Add eggs and scramble until cooked. Add ham and peas (or any combination of meat and/or vegetables) and fry for about a minute. Remove from wok, and then clean the wok.

Add remaining oil to clean wok and heat over high heat until very hot. Add cold rice and stir to coat every grain. Add chicken stock to the rice a little at a time, giving the rice a chance to soak up the liquid. The rice should soak up the flavor, but too much liquid will make it sticky. Stir constantly until no liquid is left, then chop up egg mixture and add it, along with *Vegecolor*, soy sauce, and salt. Stir. You can add more or less soy sauce and salt according to your taste.

For more information, please contact:

Vegecolor Product Code: 610022

