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E. EXCEL'S WORLD

Happy  
New Year

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January – March 2024

## Commit Fully to Realizing the Infinite Value of Life

### E. Excellers Jian Hua Niu and Dr. Liang Yu Huang



**Jian Hua Niu and  
Dr. Liang Yu Huang**

**From:** North America (Canada)

**Strengths and Hobbies:**

Socializing, traveling, making friends, and reading

**Dream:** Work hard to help more friends to achieve their dreams and aspirations

**Traveled with E. Excel to:**

Taiwan, Shanghai, Hong Kong, Hawaii, Salt Lake City, Florida, Macau, Japan, Vietnam, Malaysia, Thailand, Spain, Italy, France, Ireland, Las Vegas, The Dominican Republic, Mexico, Budapest, Prague, Royal Caribbean Cruises, Las Vegas Cruises

9 October 1999. This is a date of great significance and to remember for E. Exceller Jian Hua Niu; it is a watershed moment in her life. On this date, she immigrated to Canada from the United Kingdom and joined E. Excel the minute she got off the plane. It may seem a bit crazy—what motivated her to make such a decision?

Before going abroad, Jian Hua enjoyed a prosperous career, a comfortable life, and the respect of her peers. In early 1994, she moved with her husband to the UK as he pursued his PhD. Over the next six years, to support her family, Jian Hua tirelessly worked three jobs—managing weekdays at a curtain company, weekends at a Chinese medicine clinic, and still found time to volunteer as a Chinese teacher. The relentless schedule took a toll on her physically and mentally. Moreover, the struggle to acclimate to a foreign language and culture made her feel her life had hit rock bottom. One day, she was startled by a sudden realization: if she stripped away work and earning money from her life, what would remain? This introspection ignited a deep-seated desire for change. It was her faith in her friend Peng Ning that introduced her to E. Excel, a company whose mission—“to share the gifts of health and knowledge with mankind”—resonated with her profoundly. With the guidance and encouragement from Peng Ning, Jian Hua chose to start her lifelong career—the E. Excel career—in Canada.

Jian Hua’s passion for engagement and her earnest desire to assist others are the cornerstone of her achievements at E. Excel. She cares about the health of every friend and never misses a chance to share with them about Nutritional Immunology, a science of health knowledge. Jian Hua shared, “Many fellow E. Excellers often say they’re not good at conversing. But the truth is Nutritional Immunology is such a great universal topic. Everyone wants to be healthy, so when you bring up ways to achieve better health, it’s easy to strike up a conversation with anyone—friends, friends of friends, or even those you’ve just met. As long as you start a conversation, share Nutritional Immunology with sincerity, success will naturally follow.”

How to deal with objection and rejection? Jian Hua said with a smile, “First, view rejection as a common occurrence. Next, analyze the reason for the rejection. Was it because my explanation was not clear enough? Or was it due to financial reasons? Regardless, I’ll put myself in the other party’s shoes to find out the reason for the rejection.” In short, her three-step approach to rejection is to maintain an open mind, rationally analyze the reasons for the objection and rejection, and address these concerns.

The realization of one’s ideals requires diligence in taking action. Jian Hua encouraged fellow E. Excellers, “Wake up every morning with a strong determination to complete your daily goals and tasks as planned. When you’ve something to do and something to look forward to every day, you’ll be in the best mood. And always keep in mind that learning is of great importance!”



As a team leader, she leads by example. No matter how busy she is or how packed her schedule is every day, she always sets aside time to read and learn, and especially to attend the lectures and online events conducted by Dr. Jau-Fei Chen and Dr. EE. She also reads the latest scientific research reports regularly. Jian Hua organizes lectures to spread scientific awareness and engage her team in knowledge-sharing sessions. An active collaborative learning environment—the cycle of learning, applying, teaching, and exchanging ideas—is in Jian Hua’s opinion, the most effective way to deepen one’s knowledge and skills and grow, both personally and professionally.

Team strength is another prerequisite for success at E. Excel. Jian Hua generously shared, “You need to fully utilize the team’s well-established learning and training system. Embracing and contributing to the team culture, where everyone shares a common goal and works in unison toward collective achievements is vital. Contribute to the team by sharing, helping, and leading within the team.” To help others succeed is essential toward personal fulfillment. In Jian Hua’s eyes, the E. Excel career has given many people with ordinary backgrounds and lesser means the opportunity to fulfill their dreams and ideals as long as they stay true to their dreams, are passionate about life, and are willing to take action and work hard. She continued emotionally, “E. Excellers will always have endless wonderful stories to tell! Where there’s E. Excel, there’s hope and brightness. Whether you’re a housewife or a professional in other industries, as long as you’ve love, dreams, and pursuits, here at E. Excel, another window of opportunity has opened for you.”

Throughout her 25 years with E. Excel, Jian Hua feels touched almost every day! Once, at an event, several fellow E. Excellers held her tightly, saying, “Thank you, Jian Hua, for your dedication to us. Without you, we wouldn’t be where we are today!” At that moment, both she and the fellow E. Excellers were moved to tears. Whenever she recalls this, she is filled with profound gratitude. E. Excel has not just allowed her to assist others in turning their aspirations into reality, but it has also enabled her to live out her values and achieve her personal ideals.

“25 years ago, I made a choice that would shape the course of my life—I chose E. Excel. That decision has paved the way for my family and me to enjoy a life brimming with vitality and wellness. My husband and I are both 65 years old this year, yet he still plays basketball, volleyball, and badminton weekly, and I’m in excellent physical condition as well! We even travel the world together with E. Excel.” Jian Hua would like to say to all fellow E. Excellers, “E. Excel let me prove my self-worth already! What are you still hesitating about?”

Life Motto—“Be a decent person before doing things. Only by being self-disciplined, upright, and selfless can one earn others’ trust, and guide and move them.”

# Carry On the Legacy of Success

## E. Exceller Ma. Ericah Mei Casil



### Ma. Ericah Mei Casil

**From:** The Philippines

**Strengths and Hobbies:** Trying new things, music and singing, community involvement, digital content creation

**Dream:** To live life with a sense of purpose

**Traveled with E. Excel to:** Hong Kong, Singapore, Thailand, Malaysia, Sanya, Seoul, Jeju

23 October 2021. This date would forever be etched on Ericah Casil's mind because her beloved mom, Diamond Master Ivy Theresa C. Sanchez, suddenly passed away that day.

Ericah, a usually bubbly and smiley 27-year-old law student, found herself tearing up as she recalled that fateful day. Ericah was very close to her mom, but her immense grief was not the only thing she had to cope with.

A much loved and highly respected E. Excel leader, Ericah's mom had left her with very big shoes to fill. Juggling the demanding curriculum of law school, the responsibility of her mother's E. Excel business, and caring for her younger sister became her new reality.

But gutsy Ericah was determined to keep her mom's legacy alive and took the helm of her mom's E. Excel business, even amidst the challenges of the COVID-19 pandemic.

"Ever since my mom passed away, my aunt Irvina Ramos, my sister, and I came together as a family to continue running our E. Excel business," said Ericah. She is especially grateful to her aunt, a full-time E. Exceller in her team, for her loving help, support, and guidance.

Looking back, Ericah realizes the prudence her mother displayed in grooming her from a young age to take the reins of the E. Excel business.

"I'm very familiar with E. Excel's products because E. Excel has been an inseparable part of my life for as long as I can remember," Ericah said. "I grew up eating E. Excel's food products and using Elemente products—it's our way of life.

"From an early age, it was evident that my mom was laying the groundwork for me to step into her role with E. Excel. She'd introduce me to many people doing the E. Excel business, bring me to sales cutoff events, take me to various meetings and lectures by her team members, bring me into the office and see her in action."

As Ericah grew older, she began to absorb her mother's expertise. She learned how to present Nutritional Immunology, E. Excel products, and the business opportunities. Eventually, she found herself hosting lectures, echoing her mother's teachings.

Sharing a fond childhood memory, Ericah said with a smile, "Whenever my mom conducted lectures, I was always at her side. It wasn't long before I could share about Nutritional Immunology, even at a young age. My mom would be delighted and laugh whenever I mimicked her in sharing Nutritional Immunology. Now, when I take the stage at events, the words come to me effortlessly, as if I've been doing it forever."



Right after her 18th birthday, Ericah embraced the E. Excel career. “My mom had waited so long for the day I could legally join her in E. Excel,” Ericah said with a laugh. “She didn’t nag or pressure me to take up the E. Excel business. In fact, she was very supportive of whatever path I chose. But she had instilled within me the idea of continuing the E. Excel business—that the E. Excel business is something that we’d be continuing and doing for a very long time. The E. Excel business has been my family business for so long. It’s my family’s bread and butter, so it’s only natural that I join and help.”

Years of diligently learning the ropes of the E. Excel business from her mom had built up Ericah’s capability to run the business. “I truly appreciate how my mom really made sure I was ready and equipped with the knowledge to continue her E. Excel business,” she said gratefully. Hence, she did not have to conquer a steep learning curve upon her mom’s sudden demise.

Ericah is also thankful to her mom for passing her E. Excel business to her as an inheritance and creating financial “insurance” for her sister and her. “The E. Excel business is what puts my sister and me through school, even when my mom is no longer here,” said Ericah.

She believes that the resilience of the E. Excel business allows for generational growth, presenting a unique opportunity. Rather than start anew elsewhere, she has the privilege of building upon a pre-established foundation.

Ericah also emphasizes the value of hard work in achieving success. “Just like any other business, achieving success in E. Excel isn’t something that you get in an instant. It takes years to reap what you sow. It takes hard work, determination, and perseverance, to get to where you want to be. My mom dedicated over two decades to cultivate this legacy. We’ve a head start, because of her, and it’s our responsibility to ensure it thrives for generations to come. Because of her effort, we didn’t have to start from zero. We only had to take care of what she had built and flourish it.

“I really can’t express enough how I want other E. Excellers to also let their children see what we E. Excellers do. Introducing your children to E. Excel isn’t just about succession planning. It’s about showing them the ropes, the passion, and the commitment required to thrive in this business. Your children may not appreciate it now, but as they grow up, they’ll see the beauty of your E. Excel business and understand the value and potential it holds. By involving your children from a young age as you build up your E. Excel career, you build a strong foundation for them to take over your E. Excel business.”

Many people have made a difference in Ericah’s life, and she would like to thank them, “First of all, I’d like to thank my aunt and my sister because we’ve been drawing strength from each other to continue the business, just like what we promised my mom—to continue her legacy. I especially want to thank my aunt Irvina Ramos, without whom I don’t know how I’ll do it. A big thank you to Dato’ Kelvyn Lim, Ms. Lau, and the entire E. Excel Philippines staff for their guidance ever since mom passed away. And my heartfelt thanks to E. Excel for giving us so many opportunities and changing our lives!”

Life Motto—“Speaking purposefully, acting for impact, and inspiring others is a life well-lived.”

# Pass On the Legacy of Success to Your Children

## E. Excellers Jinny Lim and Toh Hong Yang



**Jinny Lim and  
Toh Hong Yang**

**From:** Singapore

**Strengths and Hobbies:** Willing to learn, resilient, hiking

**Dream:** To help the people around me, especially my family, be free from diseases and my team members to achieve financial and time freedom

**Traveled with E. Excel to:**

Xi'an, San Francisco, Las Vegas, South Korea, Hong Kong, Vietnam, Osaka, Sanya, Portugal, Phuket, Penang, Jeju, Royal Caribbean Cruise

Tall, slim, and well-spoken, Jinny Lim exuded an air of affability and quiet confidence as she walked into the interview room. For her friends who remembered her as an introverted chemical engineer who hated talking, witnessing her remarkable transformation would have left them astonished. So, what brought about this positive transformation?

It all began when the demands of Jinny's high-pressure job, which often necessitated overtime, took a toll on her health. She began experiencing persistent stomach ulcer symptoms that even specialists could not alleviate. When her mom told her she had heard good things about E. Excel, Jinny met the idea with skepticism.

"An engineer's mindset is always 'safety first,'" said Jinny. "As a chemical engineer, I'm familiar with chemicals, and I've always been careful about reading product labels. While scrutinizing E. Excel's food product ingredients, I thought I'd see many synthetic ingredients. To my surprise, I saw wholesome plant foods like broccoli and soybean. I was impressed."

Satisfied with the product safety, Jinny bought the E. Excel products and became a loyal product user. By following the principles of Nutritional Immunology and making healthy changes to her lifestyle, Jinny witnessed a significant improvement in her health, and her confidence in the brand grew even stronger.

But Jinny was not ready to take up the E. Excel business opportunity despite her E. Excel mentor sharing it with her for seven years. "Back then, I was closed-minded and thought being an engineer was more prestigious," Jinny said with a laugh.

However, when she became a mother, Jinny yearned for a way to spend more time with her young children. In 2013, she entered the world of E. Excel, starting her career on a part-time basis. Within the same year, she quit her engineer job and took up the E. Excel career on a full-time basis, a transformative move that marked a significant turning point in her life.

What made Jinny decide to take up the E. Excel career?

"E. Excel lets me see that I can have both my family and a career. The E. Excel career not only gives me health and time freedom but also empowers me to forge the wealth I aspire to achieve. Also, E. Excel's unwavering commitment to safety aligns with my engineer mindset. After research into E. Excel's founder Dr. Jau-Fei Chen and Nutritional Immunology, coupled with a resolute sense of direction, I quit my engineering job," Jinny shared.

Initially, Jinny feared meeting people and talking to them. But her mentor changed her perspective with these words, "Today, we've the heart to follow Dr. Chen and the mission to share the gifts of health and knowledge with mankind. But how are you going to share these gifts? Of course, it's via communication."

Embracing this valuable lesson, Jinny said, "Since then, every interaction I've with people starts with a genuine inward intention—to help them. This approach aids me in establishing rapport and truly connecting with others."



Facing rejection is inevitable in the E. Excel career. Jinny shares tips on how to handle it. “For some customers, a common hesitation is that ‘The products are so expensive.’ But this perspective often stems from a lack of understanding of the ‘pay now or pay later’ concept. If they don’t want to invest in a healthy lifestyle now, they may find themselves paying a higher price in the future when addressing health issues with doctors.

“When customers hesitate in taking up the E. Excel career, I’d broaden their perspective by highlighting the difference between staying as an employee and becoming your own boss. If you stay employed, the remote control of your life is in your boss’ hand. But when you choose the E. Excel career, you become a partner with Dr. Chen, a giant of support and inspiration. Be your own boss and regain control of your life.

“With an E. Excel career, you’ve the flexibility to work anytime, anywhere. It’s also a recession-proof venture, since there’ll always be a need for good health. Unlike traditional businesses, you don’t need to grapple with expenses like rent, staffing, inventory, utilities, and accounting fees. Plus, you can involve your children at any age. For example, you can share Nutritional Immunology knowledge with them.”

Jinny also generously shares tips on expanding customer base. “Attend various events to get to know more people. Ask customers for referrals. I’ve also given health talks for staff, parents, and parent support groups at my children’s childcare center, kindergarten, and primary school. They were very receptive.”

As the E. Excel business is a legacy she intends to pass on to her children, Jinny has started prepping them. Her daughters, aged 11 and 13, have consumed the products from an early age. Hence, they are familiar with the products and share with conviction on Jinny’s social media.

On Jinny’s Instagram account, you can find unscripted videos of her children unboxing new products and showcasing their daily breakfast routines, featuring E. Excel food products. Their eloquence is impressive.

When asked whether the children initiated these videos on their own, Jinny said candidly, “Initially, I’d ask them to ‘Help mommy.’ But I’m gradually impressing upon them that they’ve to do it for their own sake, not for me. Eventually, they started making videos on their own, and we’d work on the captions together.”

Jinny also engages her children in educational activities related to E. Excel. They watch the live streaming of *Healthy Living with Dr. EE* as a family and read Dr. EE Zhang’s book *Educate Act Thrive: EAT for the Immune System* together. This shared learning experience allows Jinny to answer their questions and clarify their doubts.

“My children know I’ll leave my E. Excel business to them. There’s no conflict even if they want to pursue other passions. Take Dr. Chen’s children for example. Dr. EE Zhang is a doctor and an author. Elei is a lawyer. Chi Wei is in computer science. In the end, it’s a shared mission, life direction, and life purpose that bonds a family together.”

Ever thankful, Jinny would like to express her gratitude, “My heartfelt thanks to Dr. Chen for pioneering the science of E. Excel Nutritional Immunology and providing such an exceptional career platform that has rewritten my life. Also, a big thank you to my family members, mentors, clients, and teammates for their trust and support.”

Life Motto—“Success begins with the right choice.”

# The Importance of Breakfast



Everyone has heard that breakfast is the most important meal of the day. But that does not mean it is an excuse to eat a huge breakfast. Opting for a nutritious breakfast is key. A classic Western breakfast might be a stack of pancakes with butter and maple syrup or two fried eggs and a piece of toast. An Asian breakfast might be deep-fried youtiao, nasi lemak, roti prata or mee goreng. Such foods may be a delicious and hearty start to the day but they are not the healthiest choices. They can be packed full of calories, excessive fats, and cholesterol. In the long run, they can contribute to weight gain, reduced energy levels, or even feeling drowsy throughout the day instead of giving us a good energetic start! Rather than going for unhealthy yummy foods, it is important to focus on including more vegetables and fruits for a well-balanced breakfast.

## The Dawn Phenomenon

The morning is a critical period for monitoring blood sugar levels, especially for individuals with diabetes. Everyone, regardless of whether they have diabetes, will have higher blood sugar levels when they wake up. This is known as the “dawn phenomenon.” It happens because while we sleep, our bodies make extra glucose to avoid periods of low blood sugar levels. When we wake up, the liver releases glucose to jump-start the day. In normal individuals, this blood sugar spike is managed with the secretion of insulin. However, in diabetics, this can lead to high levels of blood sugar and unwanted side effects since they are resistant to the effects of insulin.



So, for diabetics, it is even more important to eat breakfast. Breakfast plays a crucial role in blood sugar control. Breakfast can help bring the blood sugar levels back to normal by telling the body that it is time to rein in the anti-insulin hormones. By eating breakfast, the body will also be prompted to produce more insulin, which helps the cells turn the glucose in the blood into energy, thereby bringing blood sugar levels down. The best time to eat breakfast is within one to two hours of waking, with those with diabetes benefiting from consuming breakfast within 30 to 60 minutes of waking to stabilize blood sugar levels.



## What constitutes a healthy breakfast?

A nutritious breakfast fuels us, jump-starts metabolism, and boosts daily energy. It replenishes energy, sharpens the mind, and improves physical performance. A healthy breakfast sets a positive tone, enhancing overall well-being and vigor for daily tasks.

Starting the day often involves various stresses—from work demands to cellular stress caused by pollutants or microbes. In all cases, supporting the immune system is vital, making breakfast choices crucial. A balanced and nutritious breakfast should include proteins and plenty of fiber from plant foods. Eating a breakfast that is high in fats and cholesterol and low in fiber is not going to help, and might even make us groggy or weigh down our immune systems by promoting an inflammatory environment. Smart breakfast decisions lead to better well-being and increased productivity throughout the day.



## Protein

Breakfast should contain adequate healthy protein. A protein-rich breakfast supports muscle function and cell regeneration. Without sufficient dietary protein, the body might lose muscle mass. Providing the body with a healthy protein source is crucial for maintaining vitality throughout the day.

Protein sources differ: animal proteins and plant proteins have distinct amino acids and structures. Animal proteins, with their higher levels of sulfur amino acids as well as *N*-glycolylneuraminic acid (Neu5Gc) molecules found exclusively in animal products, have been associated with potential health risks like high cholesterol, insulin resistance, heart disease, stroke, and liver disease.

Amino acids are the building blocks of protein. Some amino acids contain sulfur. Research has shown that reducing sulfur amino acids can lead to better heart health and a longer lifespan in lab animals. As animal proteins contain a higher level of sulfur amino acids compared to plant proteins, switching to plant proteins can help us get the protein we need while avoiding those negative effects. Opting for plant proteins, such as soy protein, is a heart-healthy and kidney-friendly choice. Soy protein contains all essential amino acids, is cholesterol-free, and is efficiently absorbed by our bodies, making it a valuable alternative to animal protein.



For those with kidney issues or diabetes, do not worry! Studies reveal that soy protein has a milder impact on kidneys than animal protein. Soy may even shield against diabetic nephropathy by reducing hyperfiltration and glomerular hypertension. Opting for plant-based proteins at breakfast fosters a nutritious meal that nourishes the body and boosts overall health.

### A Variety of Plant Foods

Breakfast is a chance to bolster our immunity against pollution, free radicals, and infections. To protect our immune systems, opt for a morning meal rich in a variety of veggies, fruits, and mushrooms. These plant foods provide varied phytochemicals, antioxidants, and polysaccharides that enhance immunity and combat cancer via various pathways.



Antioxidants play a crucial role in countering the harmful effects of free radicals, which stem from sources like pollution, tobacco smoke, and even our bodies' own metabolism. The more free radicals we encounter, the greater our need for antioxidants. Polysaccharides boost and regenerate immune cells, improving resilience against infections.

Carbohydrates in vegetables offer quick energy for the brain. The brain runs on glucose, so by giving it an easy supply of carbohydrates, the brain will get an easy supply of energy to think hard and study hard. A colorful breakfast of plants empowers us with robust immunity and vibrant health.

### Fiber

A breakfast rich in fiber, from whole grains and vegetables to high-fiber foods like psyllium husk, sets the stage for a thriving day. Fiber is especially satiating, and so keeps us full until lunch, curbing cravings. Another key advantage of fiber is its ability to stabilize blood sugar levels, preventing drastic spikes and crashes.



Beyond its impact on blood sugar, fiber plays a crucial role in supporting gut health. By nourishing the growth of beneficial gut bacteria, fiber fosters a healthy gut microbiome, which in turn contributes to improved immune function. A well-balanced gut microbiome not only helps in improving digestion but also reduces the risk of allergies and autoimmune diseases. By embracing a fiber-rich breakfast, we pave the way for improved overall health and vitality.

### More water!

Hydration is a fundamental aspect of starting the day right, and breakfast is an excellent opportunity to replenish our bodies' fluids. Opt for water or herbal tea during breakfast to replenish fluids. Combat overnight dehydration to prevent discomfort like cramps and headaches. Morning hydration enhances circulation and toxin removal. Ensuring extra hydration in the morning supports better circulation and aids in the flushing out of toxins from our bodies. By embracing a habit of drinking plenty of water during breakfast, we set ourselves up for improved well-being, increased energy, and a more vibrant start to each day.



### Kick-start Your Day

A morning walk boosts health. Walking for as little as 15 to 20 minutes after meals has been shown to significantly reduce blood sugar levels, aiding glucose management. Coupled with the importance of breakfast itself, this morning walk can contribute to a multitude of advantages. A nutritious breakfast enhances concentration, focus, and cognitive function, enabling us to be more alert and productive throughout the day.



Beyond physical health, breakfast can positively impact our mood and contribute to better mental well-being by stabilizing blood sugar levels and reducing the risk of mood swings. Moreover, for individuals engaged in physical activities or exercise, breakfast offers the necessary energy and nutrients to enhance performance, endurance, and post-workout recovery.

Breakfast also offers a great chance to get our minds ready for the day. Rather than being another source of stress, breakfast should be a fuss-free and calming start to the day. It can be a time of self-reflection, or a time to ponder what we want to do for the day. A thoughtful breakfast can set a great tone for the rest of the day.



The Lifelong Learning article is contributed by Dr. EE Zhang, MBChB.

# The True Teacher



Our lives are shaped intimately by those who teach, such as our parents, starting with the simplest human activities: how to walk, clean up after ourselves, and speak. The role of teachers in our lives reaches far beyond the personal into the societal and even the generational. Kung fu masters carry hundreds, maybe even thousands of years of accumulated skill and knowledge, which they pass on through their teachings to their students. This is the same for doctors, engineers, architects, artists, chefs, and virtually any discipline you can think of. The old fisherman imparts knowledge of the fish and the nets to the young fisherman that took a hundred men their entire lives to accumulate.

Teachers are the bridge that connects the young and the ignorant with the wise and the dead. For playing that essential role, true teachers deserve the label of "master." Other words for "teacher" include "master" in the English language, "maestro" in Spanish, "didaskalos" in Greek, "shi fu" in Chinese, and "sensei" in Japanese. All of these words convey a sense of authority, respect, and awe.

Teachers are not just found inside schools and classrooms. Teachers are leaders whose ability to impart crucial knowledge and wisdom to others vests them with undeniable and charismatic authority. At the same time, teachers are servant to their students, educating others for the latter's benefit and not for selfish gain. What the world needs are more "masters" as in the old days: those who, by virtue of diligent and passionate expertise, not only excel at their craft but can also be trusted to pass on that expertise to others.



## Sharing the Gifts of Health and Knowledge with Mankind

Our mission at E. Excel is to share the gifts of health and knowledge with mankind. We do this by sharing what we have learned and developed through decades of dedicated research and experimentation in the field of Nutritional Immunology.

While E. Excel offers a variety of beneficial products, the products are simply the fruit of what it truly has to offer the world: the gift of knowledge. For that reason, you will find the most success and fulfillment with E. Excel if you see yourself not as a seller but as a teacher. Unlike other companies that hire associates and train them to be salespeople, E. Excel looks for students who will become experts and experts who will become teachers able to take on their own students.

### **Becoming a Teacher**

What does it take to be a teacher of Nutritional Immunology? You must first learn. A great teacher was first a great student. And as all masters know through experience, diligent and deliberate practice is the first step toward expertise.

We invest deeply in resources that help you become a good student of Nutritional Immunology. What we cannot supply is the passion and dedication for learning that is required to take advantage of these resources.



One of the key differences between E. Excel and other companies is E. Excel's centralized and ongoing research and development of not only the products but also the scientific expertise on which the products are based.

Our well of knowledge is deep, but we need students willing to put in a consistent effort to drink from it.

### **Consistency and Repetition**

Make a consistent, daily habit of studying the science and philosophy behind Nutritional Immunology. As any successful student can tell you, consistency is vital.

What you learn today is lost tomorrow; repetition and review are the only way to make learning permanent. Studies show that we forget almost 50% of information first learned from a textbook within one day and up to 80% of the information within two weeks. Attend every seminar and every live stream; take notes and review. Then do it again. Diligent study every day will lay a strong foundation for your future success.





## Teaching Requires Practice

Share what you learn with others. To become an expert in teaching, you must teach. Do not be scared—no one starts off teaching perfectly. Start by being an enthusiastic student (who often becomes the most effective teacher). Dedication and diligence often bear the fruits of exciting and interesting insights, and the transition from student to teacher begins when you cannot help but share something you are learning with those around you.

Here is how to start:

1. Repeat what you study and practice recalling information. Use notes and flashcards. Stay focused and pay attention; multitasking is your enemy.
2. Use examples, concepts, and summaries to explain information to people. Create study guides and organizational charts. Compare and contrast different ideas. Connecting different pieces of information and looking for relationships between information will help you solidify it in your long-term memory.
3. Engage the senses—visual, auditory, and kinesthetic senses. Information stored using more than one “sense” will be easier for you and others to remember and recall later.

Finally, be servant-minded; the best teachers are servant to their students. Remember that the teacher’s role is, first and foremost, to benefit and profit the students. You are not a seller or a recruiter—you are an educator, a servant to your community. Everybody can benefit from better health, and as a member of E. Excel, you have a unique perspective on human health called Nutritional Immunology that you can contribute to help people live better lives. There is no better love than to share the knowledge of good health with our family and those around us.



As an E. Exceller, our mission is our responsibility, and that means we must grow to become teachers. The journey from student to expert and expert to teacher requires much work. It takes diligence, repetition, thoughtful meditation, and dedication. Do not be discouraged, and do not give up. Do not chase numbers. Chase after knowledge, expertise, and personal development. Each day you make an effort takes you one step closer to becoming the flower that draws others—a teacher, master, and servant—whose success brings about success in the lives of those who gather around it.



The Professional Development article is contributed by Elei Zhang, JD.

*Knowledge is power. Knowledge is instrumental to value-creation and is a critical asset in life. It is in many ways the primary instrument of progress and innovation. However, knowledge can be messy, particularly when false. Today, information spreads rapidly and comprehensively, and websites and social media outlets are easy access points for false information.*

*We're here to help discern fact from fiction. Knowledge becomes powerful in the right culture—collectively sharing in the truth and continually seeking progress and ideas. Building the right knowledge base is neither a short-term effort nor a one-off project. It is a lifelong process of discovery.*

## Busting Bone and Cartilage Myths



We have a bone to pick with bone and cartilage myths because believing them can hurt your health. But fear not! We have done the legwork in separating fact from fiction so you do not have to!

### **Myth: Taking calcium supplements lowers fracture risk.**

**Truth:** Calcium supplements may not lower fracture risk, and may even harm health. While we do need calcium, calcium supplements do not necessarily make our bones stronger. Increasing calcium intake over a span of two years, whether from dietary sources or by taking calcium supplements, increased bone mineral density by only about 0.6% to 1.8%, according to an analysis of 59 randomized controlled clinical trials. This is not enough to significantly reduce the risk of bone fractures.

Adequate calcium intake is still necessary for healthy bones. But experts recommend getting as much calcium as possible from foods. This is because some evidence suggests that calcium supplements can increase the risk of heart attacks. When we take calcium supplements, the calcium does not magically go into our bones; it enters our bloodstream first. Research indicates that high levels of circulating calcium can raise the risk of heart problems. It may lead to the buildup of calcium in the wrong places in our arteries, leading to coronary artery disease. Some other studies have linked calcium supplements with an increased risk of kidney stones and colon polyps (small growths in the large intestine that can become cancerous).

A better alternative to calcium supplements is to get calcium through our diet, such as wholesome foods like soybeans, nuts, and leafy greens. In this way, we are taking calcium in small amounts, together with other food sources, which helps in calcium absorption.



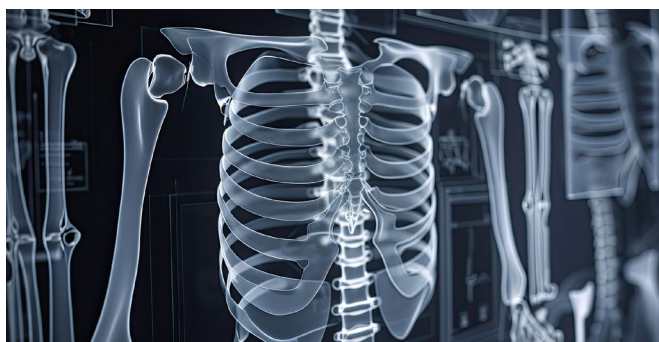
**Myth: Exercise does nothing for the bones.**

**Truth:** Regular exercise helps build and maintain healthy bones. NASA has found that just six months in space can weaken an astronaut’s bones by a jaw-dropping 14%. Without gravity, our bones lose their sense of purpose and believe that we do not need them. As a result, they start remodeling themselves, shedding density like old coats.

So what is NASA’s ingenious solution to astronaut bone loss? More jumping. Weight-bearing exercises like jumping, jogging, and walking are exercises we do on our feet that work our bones and muscles against gravity. When our legs and feet carry our body weight, more stress is placed on the bones, making our bones work harder.

Bone, being a dynamic living tissue, adapts to the physical demands placed upon it over time. Doing weight-bearing exercises signals to our bones that they are necessary, prompting improved calcium absorption. On the other hand, when bones are underutilized, as seen with astronauts in space with no gravitational stress, bones perceive reduced necessity and consequently begin to lose calcium and thereby bone density.

Aiming to fend off bone loss? In addition to weight-bearing exercises, do strength-training exercises too. In strength-training exercises such as using dumbbells, resistance is added to movement to make muscles work harder and thereby become stronger over time. While the focus is on increasing muscle mass, strength-training exercises also put stress on bones and have bone-building capacity.





Of course, with exercise, we also need the nutrition to support the bones. Phytoestrogens occur naturally in plants and they are plant hormones. Phytoestrogens may inhibit bone resorption and promote bone formation. Soybeans are a great source of phytoestrogens. Research has shown that a higher soy protein intake is associated with a lower risk of fracture. Other nutrients, such as calcium, can be gained through nuts and leafy greens. When it comes to nutrients, wholesome foods are the best, not manmade supplements.



**Myth: Failing the bone density test is the definitive confirmation of osteoporosis.**

**Truth:** Do not be alarmed with lower scores or “failing” the bone density tests yet. Bone density tests are generally recommended for women starting at age 65 and men starting at age 70, unless specific health conditions necessitate earlier testing. By the time individuals reach these ages, it is expected their bone densities are not comparable to that of someone much younger. It is important to recognize that bone mass naturally diminishes with age, so it is not meaningful to compare one’s bone density to that of a young person. Nonetheless, it is worth emphasizing that prevention measures should begin at a young age, especially when it comes to bone health, that is, start weight-bearing exercises from young.

**Myth: Milk is the only dietary source of calcium.**

**Truth:** From all the advertisements, many people tend to think of milk first when it comes to calcium, but plants have calcium too, as well as dietary fiber!

Dietary Sources	Calcium (mg/cup)
Milk	123
Whole almonds	385
Cooked spinach	244.8
Cooked kale	177
Cooked soybeans	175
Cooked broccoli	62.4

**Myth: Eating cartilage can replenish the cartilage in the human body.**

**Truth:** Cartilage is a rubber-like padding that stops the ends of bones at the joints from rubbing against each other. As we age, the cartilage in our joints wears down, and our joints can feel stiff, painful or like they are grinding together when we use them. Some people think that if they gobble down cartilage, they can magically restore their body's own cartilage. That is not the case.

The cartilage we eat is broken down into its component amino acids by our body. Our body then uses these amino acids however way it wishes, and not necessarily to repair the cartilage in our body. Plus, just because we eat cartilage from a cow does not mean it will turn into human cartilage!



**Myth: Glucosamine supplements do not have any side effects.**

**Truth:** Many people take glucosamine supplements for joint health. Glucosamine serves as a precursor for molecules that comprise cartilage and plays a role in their formation. Most glucosamine supplements available on the market are made by processing the shells of seafood, including shrimp, crabs, and lobsters. This is usually done through chemical and biological treatments. It has been widely reported that glucosamine supplements do not have any side effects or are safe for the body. However, newer research has shown that glucosamine may increase insulin resistance and increase the risk of diabetes.

Glucosamine is often combined with chondroitin sulfate in supplements. Chondroitin sulfate is a fundamental component of cartilage's structural makeup. The chondroitin sulfate in supplements is typically derived from the cartilaginous remains of various animals, including cows, pigs, shark, and birds—the bits that no one wants to munch on. Chondroitin sulfate can also be made in a lab. It is worth noting that these supplements are frequently inconsistent and may not meet pharmaceutical standards in terms of quality. In addition, animal cartilaginous remains cannot replace human cartilage. Studies have found that glucosamine and chondroitin supplements may interact with the anticoagulant drug warfarin.

**Myth: Glucosamine and chondroitin supplements can relieve joint pain.**

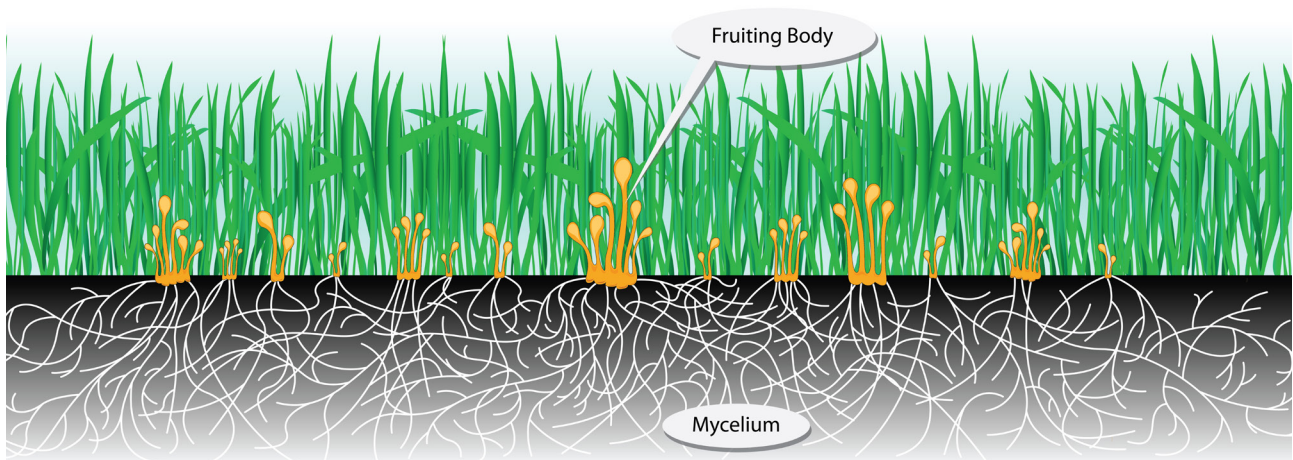
**Truth:** Research shows glucosamine, chondroitin, or even a combination of the two do not have any clinically significant effect on perceived joint pain. In one study, it actually increased pain, and thus the study had to be stopped.



There are treasure troves of mysteries in nature waiting to be discovered and explored. Countless scientists have devoted themselves to unraveling them in the hopes of improving human health and wellbeing. Their work is vital to understanding and treating disease.

We bring you their research findings in our goal to enrich and expand public knowledge.

## Cordyceps sinensis Mycelium



### The Immune System May Be Modulated with *Cordyceps sinensis* Mycelium

Researchers have found that the group of participants taking *C. sinensis* mycelium extracts showed a significant enhancement from the baseline of natural killer cell cytotoxic activity relative to the placebo group. This suggests that the immune system functions well with *C. sinensis* mycelium extract supplementation, perhaps with less accompanying inflammation, and it may be a safe and effective method for enhancing cell-mediated immunity in adults.

Jung SJ, Jung ES, Choi EK, Sin HS, Ha KC, Chae SW. Immunomodulatory effects of a mycelium extract of cordyceps (*Paecilomyces hepiali*; CBG-CS-2): a randomized and double-blind clinical trial. *BMC Complement Altern Med.* 2019;19(1):77. doi.org/10.1186/s12906-019-2483-y

### *Cordyceps sinensis* Mycelium May Enhance Cellular Immune Functions

A study was done to document the effects of *C. sinensis* on T-lymphocyte subsets of patients with renal failure. End-stage renal disease is often associated with immune dysfunction and immune deficiency, which increases the susceptibility to further health conditions, such as infection and heart disease. Researchers found that the different polysaccharides in *C. sinensis* enhanced cellular immune function and phagocytic functions of monocyte-macrophages, and improved renal function.

Guan YJ, Hu Z, Hou M. *Zhongguo Zhong Xi Yi Jie He Za Zhi.* 1992;12(6):338-323. www.pubmed.ncbi.nlm.nih.gov/1421972/

### Activate the Immune Response with *Cordyceps sinensis* Mycelium

*C. sinensis* has been documented in treating respiratory infections by activating the immune response via innate immunity promotion. It may also promote the adaptive immune system, which comprises the cellular and humoral immunity.

Das G, Shin HS, Leyva-Gómez G, et al. *Cordyceps* spp.: a review on its immunostimulatory and other biological potentials. *Front Pharmacol.* 2021;11:602364. doi.org/10.3389/fphar.2020.602364



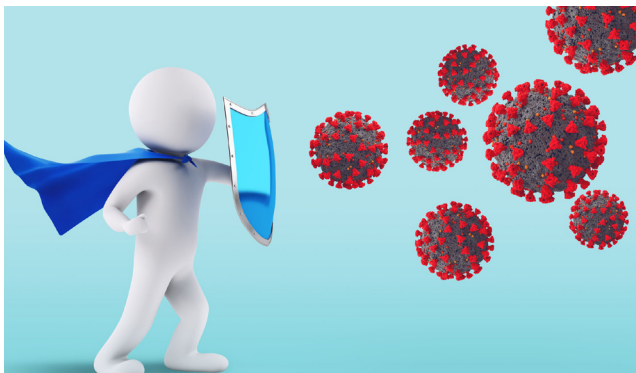
### *Cordyceps sinensis* Mycelium Can Help Fight Infections

Researchers looked at streptococcal pyrogenic exotoxin B (SPE B), a virulent factor in group A streptococcal infections. SPE B can reduce the body's ability to engulf and destroy harmful substances (phagocytosis). They found that *C. sinensis* mycelium extract blocked the SPE B-mediated suppression of phagocytosis and increased the body's ability to engulf harmful substances. This suggests that *C. sinensis* mycelium extract may help the immune system fight back against certain infections.

Kuo CF, Chen CC, Lin CF, et al. Abrogation of streptococcal pyrogenic exotoxin B-mediated suppression of phagocytosis in U937 cells by *Cordyceps sinensis* mycelium via production of cytokines. *Food Chem Toxicol.* 2007;45(2):278–285. doi.org/10.1016/j.fct.2006.08.017

### *Cordyceps sinensis* Mycelium Can Defend Against Cancer

Researchers have found that certain compounds from *C. sinensis* mycelium can be harmful to promyelocytic leukemia cells (HL-60 cells), a type of cancer cell. They extracted and identified five compounds. Some of these compounds could cause significant harm to leukemia cells, such as causing cell death, through the activation of certain enzymes. Other studies have found that *C. sinensis* mycelium extracts showed a significant and dose-dependent inhibitory effect on the proliferation of four cancer cell lines—MCF-7 breast cancer, B16 mouse melanoma, HL-60 human promyelocytic leukemia, and HepG2 human hepatocellular carcinoma. They noted that the extracts have strong anti-tumor activity and may be a potential source of natural anti-tumor products.



anti-tumor activity and may be a potential source of natural anti-tumor products.

Matsuda H, Akaki J, Nakamura S, et al. Apoptosis-inducing effects of sterols from the dried powder of cultured mycelium of *Cordyceps sinensis*. *Chem Pharm Bull (Tokyo).* 2009;57(4):411–414. doi.org/10.1248/cpb.57.411

Wu JY, Zhang QX, Leung PH. Inhibitory effects of ethyl acetate extract of *Cordyceps sinensis* mycelium on various cancer cells in culture and B16 melanoma in C57BL/6 mice. *Phytomedicine.* 2007;14(1):43–49. doi.org/10.1016/j.phymed.2005.11.005

### ***Cordyceps sinensis* Mycelium Can Help Lower Blood Sugar Levels**

Studies have found that a substance derived from the cultivated mycelium of *C. sinensis* could lower the blood sugar level in mice. Researchers have also found that it could boost the activities of certain enzymes involved in glucose metabolism, such as glucokinase and hexokinase, which helped in managing blood sugar levels.

Kiho T, Hui J, Yamane A, Ukai S. Polysaccharides in fungi. XXXII. Hypoglycemic activity and chemical properties of a polysaccharide from the cultural mycelium of *Cordyceps sinensis*. *Biol Pharm Bull.* 1993;16(12):1291–1293. doi.org/10.1248/bpb.16.1291

Das G, Shin HS, Leyva-Gómez G, et al. *Cordyceps* spp.: a review on its immune-stimulatory and other biological potentials. *Front Pharmacol.* 2021;11:602364. doi.org/10.3389/fphar.2020.602364

### **Keep Energy Up with *Cordyceps sinensis* Mycelium**

Researchers have found that polysaccharides from *C. sinensis* mycelium extended the exhaustive swimming time, increased hepatic and muscle glycogen levels, and decreased the blood lactic acid and blood urea nitrogen levels of mice. This shows that the polysaccharides have an anti-fatigue effect.

Das G, Shin HS, Leyva-Gómez G, et al. *Cordyceps* spp.: a review on its immune-stimulatory and other biological potentials. *Front Pharmacol.* 2021;11:602364. doi.org/10.3389/fphar.2020.602364



### ***Cordyceps sinensis* Mycelium Has Anti-inflammatory Properties**

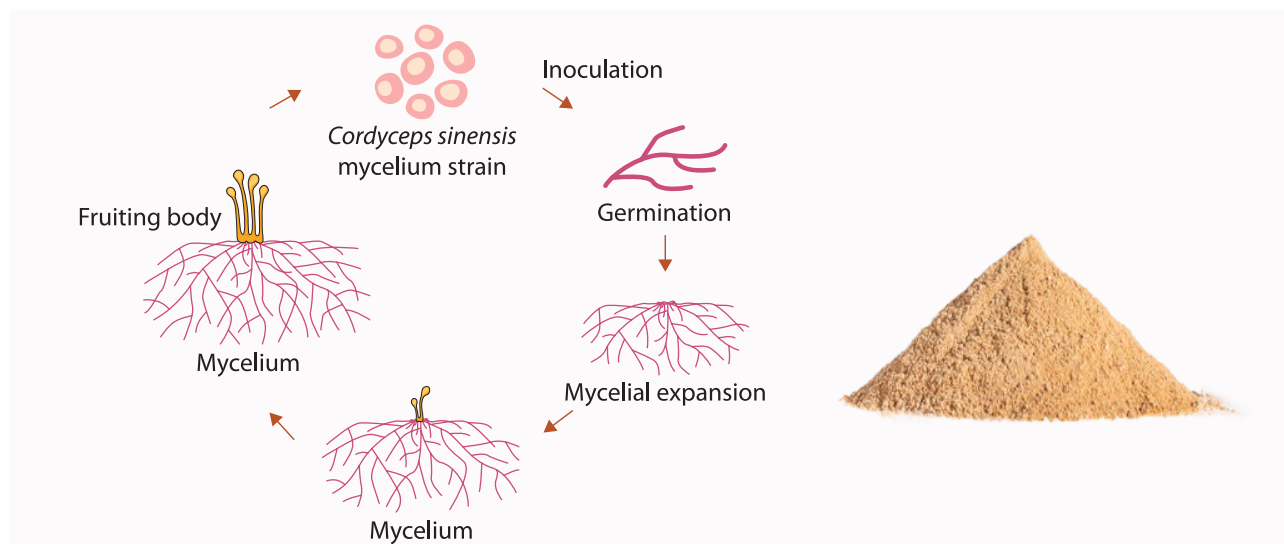
Scientists have found an extract of *C. sinensis* mycelium, called CBG-CS-2, that can help reduce inflammation and the production of nitric oxide in certain cells when exposed to LPS, which is a trigger for inflammation. It appears to work by stopping cells from making the enzyme iNOS. It does this by inhibiting activation of NF- $\kappa$ B and AP-1. The therapeutic effects of these fungi, such as suppression of autoimmune diseases and allergy, have often been associated with their immunomodulatory effects.

Park SY, Jung SJ, Ha KC, et al. Anti-inflammatory effects of *Cordyceps* mycelium (*Paecilomyces hepiali*, CBG-CS-2) in Raw264.7 murine macrophages. *Orient Pharm Exp Med.* 2015;15(1):7–12. doi.org/10.1007/s13596-014-0173-3

### ***Cordyceps sinensis* Mycelium Helps Support Lung Health**

In a study using rats with silicosis, an occupational lung disease characterized by persistent inflammation in the lungs, subsequent fibrosis and scarring, and lung dysfunction, researchers have found that *C. sinensis* mycelium could protect the lungs from damage. It reduced the infiltration of inflammatory cells and the concentration of interleukin-1 $\beta$ , interleukin-6, tumor necrosis factor- $\alpha$ , and transforming growth factor- $\beta$ 1, and decreased the expression of collagen,  $\alpha$ -smooth muscle actin and fibronectin in the lungs of silicosis rats. This ultimately led to less inflammation and scarring in the lungs.

Pu S, Yang Z, Zhang X, et al. Fermented cordyceps powder alleviates silica-induced pulmonary inflammation and fibrosis in rats by regulating the Th immune response. *Chin Med*. 2023;18(1):131. doi.org/10.1186/s13020-023-00823-8



### **Strong Antioxidant Properties Are Found in *Cordyceps sinensis* Mycelium**

Researchers showed that extracts from cultured *C. sinensis* mycelium have strong antioxidant effects. They were particularly effective in inhibiting the peroxidation of linoleic acid, a type of fatty acid. In this regard, they outperformed other antioxidants like  $\alpha$ -tocopherol. The extracts also showed the ability to scavenge harmful molecules, such as superoxide anion radicals and hydroxyl radicals.

Dong CH, Yao YJ. In vitro evaluation of antioxidant activities of aqueous extracts from natural and cultured mycelia of *Cordyceps sinensis*. *Lebensm Wiss Technol*. 2008;41(4):669–677. doi.org/10.1016/j.lwt.2007.05.002

### ***Cordyceps sinensis* Mycelium Can Protect Kidney Health**

*C. sinensis* mycelium preparations have already been approved for treating diabetic kidney disease in China. Research has shown that using these preparations, especially in combination with other medications, can be beneficial for diabetic kidney disease treatment. They may reduce protein in the urine, ease kidney damage, and slow down the progression of the disease compared to those who use medications alone. It is also worth noting that there have been no reports of adverse reactions to the prolonged use of the *Cordyceps* preparations so far.

Liu W, Gao Y, Zhou Y, Yu F, Li X, Zhang N. Mechanism of *Cordyceps sinensis* and its extracts in the treatment of diabetic kidney disease: a review. *Front Pharmacol*. 2022;13:881835. doi.org/10.3389/fphar.2022.881835

### Liver Health May Be Supported with *Cordyceps sinensis* Mycelium

Using mice with liver damage, researchers looked at the effects of *C. sinensis* mycelium in cases of acute liver injury. They measured liver function markers, examined liver inflammation and structure, and looked at the liver sinusoidal endothelial cells and the sub-endothelial basement membrane. The results showed the mice treated with *C. sinensis* mycelium had improved liver function as well as reduced inflammation and decreased oxidative damage in the liver. *C. sinensis* mycelium also helped maintain the structural integrity of the liver's microvasculature and reduced the activity of enzymes associated with tissue damage.



Peng Y, Chen Q, Yang T, Tao Y, Lu X, Liu C. Cultured mycelium *Cordyceps sinensis* protects liver sinusoidal endothelial cells in acute liver injured mice. *Mol Biol Rep.* 2014;41(3):1815–1827. doi.org/10.1007/s11033-014-3031-y

### Cultivated *Cordyceps sinensis* Is Just As Good As Wild *Cordyceps sinensis*

The main nutritional composition of cultivated and wild *C. sinensis* is identical. However, in a controlled setting, heavy metal contamination can be avoided, resulting in a higher quality product.

Zhou Y, Wang M, Zhang H, Huang Z, Ma J. Comparative study of the composition of cultivated, naturally grown *Cordyceps sinensis*, and stiff worms across different sampling years. *PLoS One.* 2019;14(12):e0225750. doi.org/10.1371/journal.pone.0225750

Li X, Liu Q, Li W, et al. A breakthrough in the artificial cultivation of Chinese cordyceps on a large-scale and its impact on science, the economy, and industry. *Crit Rev Biotechnol.* 2019;39(2):181–191. doi.org/10.1080/07388551.2018.1531820

### Vegans Need Not Beware

Cultivated *C. sinensis* can be grown using grain-based substrates, and thus is vegetarian- and vegan-friendly! However, wild *C. sinensis* grows parasitically on insects, and so may not be considered vegan-friendly.

Pal M, Misra K. *Cordyceps* sp.: the precious mushroom for high-altitude maladies. In: Misra K, Sharma P, Bhardwaj A, eds. *Management of High Altitude Pathophysiology.* Academic Press; 2018:93–114. Accessed October 27, 2023. doi.org/10.1016/B978-0-12-813999-8.00006-9

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