**Perilla seed oil, rich in the nutrients your family**

[*E. EXCEL Essential Blend*](https://web-admin-9grv.squarespace.com/healthy-home-products)is quickly becoming one of our most popular products! Made from macadamia nut and perilla seed oils, this cooking oil provides the ideal balance of omega-6 and omega-3 fatty acids every diet needs. E. EXCEL founder Dr. Jau-Fei Chen worked tirelessly to perfect the formula for this product to make the most of the two simple, beneficial ingredients it’s made from. This unique blend of oils can only be found at E. EXCEL! By combining the two we were able to ensure that the ratio of omega-6 to omega-3 remained 1-to-1 – the ideal balance.

How’d we do it? The secret is in the inclusion of powerful perilla seed oil. Perilla seed oil is a fantastic source of the much-needed alpha-linolenic acid (ALA) essential to all diets. Omega-3 fatty acids are part of many biological processes including moderating metabolism and aiding growth in young children. ALA is an omega-3 that, like all other omega-3 fatty acids, cannot be synthesized in the human body. That’s why it’s important to make sure foods rich in this resource are a part of your daily diet.

The quality of ALA consumed matters greatly, as does its source. For instance, a 2012 study showed that ALA consumption can have a preventative effect against heart disease, but not ALA consumed as capsules. Perilla seed oil is a very good source of ALA as ALA is responsible for 50-60% of the make up or perilla seed oil.

The promise of perilla seed oil has been earnestly investigated in recent years and scientists are excited about its possible uses. In a [2007 study](http://www.thieme-connect.com/products/ejournals/abstract/10.1055/s-2006-957062), perilla seed oil was shown to have promise in improving lung function in asthma, and in a [2004 study](http://journals.lww.com/co-clinicalnutrition/Abstract/2004/03000/_alpha__Linolenic_acid_metabolism_in_men_and.6.aspx) shows that ALA helps support tissue function in men while helping pregnant women’s bodies meet the demands of carrying a child.

To give your family the best source of ALA’s, as well as the ideal ratio of omega-6 to omega-3, E. EXCEL Essential Blend needs to be a staple in your kitchen. Use it in your favorite recipes, to stir fry, or even as a salad dressing! Wherever you need oil, you’ll be using the best there is to offer!

**Only 5 days left to take advantage of Millennium Madness!**

Millennium Madness is almost over! Hurry and take advantage of the opportunity to stock your pantry with the immune system boosting power of prickly pear cactus! No matter whether you choose *Millennium*, *Millennium Red*, or *Millennium Red Powdered Beverage*,  you'll be making sure every member of the family has an easy, convenient way to help boost their immune system functioning.

[Learn more](http://www.eexcel.net/blog/2014/10/29/a-millennium-product-to-suit-every-home) about E. EXCEL's *Millennium* varieties and [order yours today](http://eexcel.myvoffice.com/)!

**Reformulated for greatness**

This year was an exciting year for E. EXCEL due to founder Dr. Jau-Fei Chen’s relentless commitment to excellence. During this year Dr. Chen and her staff of highly trained scientists have worked to make E. EXCEL’s product formulas the best they can be. By making simple changes a wide array of products have become available to many E. EXCEL customers with dietary restrictions and other concerns. Learn what products have been enhanced and how below.

*Oxyginberry® Beverage* has been enhanced to include the antioxidant rich ingredients blueberries, cherries, grapes, lemons, and peaches. Helping you stay beautiful inside and out, *Oxyginberry Beverage* contains E. EXCEL’s well-known *Oxyginberry® Complex* proprietary blend. This blend of ginseng, cactus fruit, seaweed, and rose combine to fight the signs of aging from the inside out!

*Millennium® Powdered Beverage* allows you to take advantage of *Millennium’s* nutritious proprietary blend of prickly pear cactus, oranges, and lemons. It’s new formulation replaces royal jelly and honey to make this convenient powdered beverage safe for those with bee and pollen allergies, as well as sugar conscious eaters. *Millennium Powdered Beverage* now uses stevia, a natural sweetener, to sweeten without causing blood glucose spikes like other sugars would! These simple changes mean that everyone in your family can enjoy *Millennium Powdered Beverage* without worry.

*Celebration™* was also made more suitable for glucose controlled diets this year with the addition of stevia. Because stevia doesn’t cause risky blood glucose surges like other sweeteners, it’s safe for most people monitoring blood glucose levels. In addition to this, Celebration harnesses the power of cordyceps mycelium. Cordyceps mycelium have been shown to have hypoglycemic potential and are rich in the polysaccharide cordycepin which may help disrupt the duplication of harmful cells.

**Stay organized, stay focused, GROW**

1. Educate your network

Education is the first step in creating a knowledgeable, effective network. Learning about E. EXCEL's products, the science of Nutritional Immunology, and the opportunity available to every Distributor will make you more able to answer questions confidently. It's important to stay well informed so that people will turn to you for answers and you can build trusting, long-lasting relationships. By taking on more responsibility in your group by doing things like hosting meetings you will solidify your position as a leader and build a trusting, loyal team.

2. Communicate effectively

Very often technology leads us to communicate in lazy, ineffective ways. It's important to ensure that you use the right channel to communicate with your team. Do you need to remind your team about a training meeting this weekend? Sending a group text to all attendees would suffice, but that isn’t always the case. If a team member is struggling, a phone call, or even better – a face-to-face meeting, is the most sincere way you can show that you’re there to help!

3. Stay organized

Growing a business is hard work! Unlike a corporation with lots of staff, E. EXCEL Distributors must be their own accountants, secretaries, and bosses. It's important to stay organized so that you aren’t hindered with messy recordkeeping. Be sure to make a work zone for yourself. This space should be a place where you can work comfortably without distraction and have access to all the tools you need. Be sure to keep all materials used for records, like order forms, neatly organized and filed so that you can refer to them when necessary. It's not often that you will need to look back on previous work, but when you need to, you'll be happy that you can find everything easily.

4. Coach responsibly

Starting any new endeavor is challenging. When new people are brought into your network they will need lots of coaching and help. It's important that you take the time to help each person brought into your network get off to a great start with responsible coaching. It might be easy to focus on relationships that you have already built, but those new relationships are the most important to nurture. Taking the time to meet with new members personally, listen to their concerns, answer their questions, and teach them about E. EXCEL products and Nutritional Immunology will energize them and make them a valuable asset to your group. It's also important to be truthful with new members when discussing the products, the E. EXCEL opportunity, and the amount of work it takes to be a successful E. EXCEL Distributor.

5. Set and manage goals

Oftentimes goals can seem far away, distant, and unachievable. When it seems easy to give up take a moment to step back and see the cause of your stress. More often than not a lack of planning and no clear goals is the root cause of these feelings. Whether your goals are small, “Contact four clients this week”, or large, “Sign up 40 new COE's this month”, without clearly stating them and writing down the steps necessary to achieve them, you’ll have a hard time being successful. Creating a plan with steps allows you to break a large goal into easier to manage tasks that give you a sense of accomplishment when completed. This satisfaction spurs on more energy to complete more goals and grow your business!