

# Wellness Profile Consultation

This tool has proven to be invaluable over the last 7 years that I have used it. Because of the results I have gotten from it, I recommend its use to people across the country. This tool is the reason the Attila organization has made so many testimony tapes that has helped people. It works! It is also, from a business point of view—an PV generating tool and a relationship building tool. I highly recommend it.

*- Sherrie Attila*

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# Consultation Outline

## **Do's and Don'ts**

**Don'ts** — Never send a copy of the Wellness Profile Supplement Guide to the client. (They'll faint—they have no rationale, until their consultation, for why they would need this level of nutrients.)

**Do's** — Do send the Daily Intake Guides **BLANK** to your client. They fill them in during the Consultation. It helps them own the program as theirs and you take them one step at a time.

**Do's** — Let them know that you will be talking to them at least 3 more times as you introduce Phase 2, 3, and 4 to them. I make them responsible for calling me at the end of each phase to set up the next consultation.

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## **Introduction**

Before I begin, I want you to take a minute or so and think about these questions.

What do I want to accomplish regarding my health? (Or in other words, do you want to feel better?)

Where do you want to be when we are finished?

What are you willing to do to get better?

Wait and listen for the answers. They will help guide you, guide them, as you listen to voice, inflection and their answers.

Introduce the Reference page (which was sent to them) it gives background on how this program was put together.

Dr. Coyne PhD Canada — His work on the science of “Nutritional Symptomatology” was the basis for the questionnaire you filled out. This work was used to help determine what a sub clinical deficiency level is and what factors determine a high or very high severity level. Also your answers to the questionnaire help to determine if you have weaknesses present in your glands and organs. 7,000 + people were used to set a statistical base. Your scores are compared to theirs and a program of supplementation is offered to you with the intention of decreasing and/or eliminating your symptoms.

The comparison of your scores to the base group was used to help set up the increased levels of nutrition that are needed to turn your symptoms around, using a drug-free approach. It is important to state right up front that the cells in your body will not significantly change, until you have been using increased nutrition levels for 8 to 12 weeks. Also, if these symptoms have plagued you for an extended period of time — you must add 1 month on to the 8 to 12 weeks for every month you've been ill. Only then, will your body experience a turn around in symptoms. All the other published works on the reference sheet was used to come up with the nutritional information about how nutrients can help decrease and/or eliminate these symptoms.

Many people make the commitment for the eight weeks, but others decide that they may not want to go that fast and will slowly implement the four phases of PREPARATION, FOUNDATION, IMMUNE SYSTEM BOOST and THE PERSONALIZED 4<sup>th</sup> PHASE over months and not weeks. The choice is yours, but the results of the turn around will be slowed down also. The products used to facilitate the health turn around were Shaklee Nutritional Supplements. There is no money back guarantee if you use any other products. Many professionals including Dr. Neil Padgett MD (Shaklee for the Healthy of Your Future Video), Diane Petoskey —Nutritionist, Nurse Practitioner Carol Robbins Dalton of Wellspring Clinic in Colorado, Dr. Bruce Miller DDS, Dr. Steven Chaney PHD — Cancer Researcher & head of the College of Nutrition at the University of North Carolina, Dr. Jimmy Grahm MD, Dr. Linda Rodriguez MD Pediatrician (forward Healthy Kids Books), Gemma Gorchman Public Health Nutritionist, and Nedra Sahr M.S —Nutritionist all recommend using Shaklee Supplements because they are the only company with over 80 Peer Reviewed Articles on their Products in Medical Journals and they are the company that has proven that their products are bio-available—which means they break down and get into the bloodstream which then gets into your cells. They are food sourced not synthetically based and they give RESULTS. These professionals believe as we do that SHAKLEE is the most reliable product that gives consistent results to all people who use them in a preventative or increased regime.

Do you have any questions about this tool? — If not, let's begin looking at how Shaklee Supplementation, used in a Complementary Medicine approach, could change your life, as it has done for thousands of people. As we begin sharing your results, we want you to understand that you have the Constitutional Right to choose to implement this suggested program. This is not a Prescription but a suggestion, based on comparing your scores to the base group and seeing what helped them and what levels of nutrition could help you. We are simply sharing your results.

Please look at your Questionnaire, which we have sent back to you and the page entitled Wellness Profile Summary (Page with 4 columns —High Percentile, Very High, Your Score, & Category). (Make sure you make a copy for yourself to keep, so you can refer to it during the consultation and mail back the original to them.)

We will show you the correlation between the questionnaire (that you filled out) and the computer generated Wellness Profile Summary.

On your questionnaire there are groupings of questions with 30 + spaces for number scores to be tabulated. These questions relate to the Categories on the Wellness Profile Summary. Let's look at your Questionnaire, at the #1 group of questions. Look at the symptoms you checked, now look at the Wellness Profile Summary at #1 under Category. The symptoms in Questionnaire group #1 are given a score, as it relates to the severity level you are manifesting in a vitamin A or beta-carotene. This is an area that may benefit from nutritional support. The second group of questions relates to the problems you're having with B-Complex levels in your body etc.

The Wellness Profile -Analysis, you received — is the Computer print out that will give you more information to help you understand why you need specific supplements and what each nutrient will do for your body.

Today during our first consultation—we will look at the first phase of the four-phase program. It is the PREPARATION phase. For 80% of the people, this is the most important Phase because— if your Gastro-Intestinal Organs are showing high levels of inflammation, imbalance, stress and showing problems in enzyme production, healthy intestinal flora, acid levels, and/or evidence of Candida, parasites or pathological bacteria—EVERY OTHER system in your body will be effected. (If a person's Yeast Score #27 are 9 or higher I explain that I want them to listen to a tape entitled. "Is Somebody Living in Me" and I want them to fill out a separate Candida Questionnaire. Because the level may be systemic—all through their blood stream and in mucosal membrane tissue — they may need more testing (stool testing done by Great Smokies Diagnostic Laboratory ordered through Wellspring Clinic — and consultation with nurse practitioner Carol Robbins Dalton 303-443-0321 to determine the exact living organism and accurate therapy.)

Now pull out the page entitled Nutritional Support Program DAILY INTAKE and I will take you through the supplements that were called for in designing your first phase. You will be using the Cleansing products for a minimum of 4 weeks (two weeks by themselves) Depending on your scores, at the end of 4 weeks we may be able to cut down on some of them. You will begin Phase 2 — at the end of the first 2 weeks of Cleansing — continuing the cleansing and then adding the first series of Nutrients.

### **Phase I—PREPARATION**

#### **Purified Water**

—schedule 8-10 — 8 oz. glasses of water daily. Write out a schedule for each day. Fill a pitcher and do not retire without all water gone. Then you will make sure you are getting enough water. Purified water is recommended so that you are not reintroducing toxins from the water into your body. Even filtered water will remove lead, chlorine and particulates. However, purified water is much better. It is important to increase our fluid level as you can begin the fat cell cleanse (cells dumping toxins.) Our fat cells store toxins —such as residues from antibiotics, pesticides, colorants, and food additives. Water flushes it out. Cancer Research has shown that we could prevent 70% of the cancers if we drank 80 oz of purified water everyday.

#### **OpriFlora**

– Optiflora (acidophilus-bifidus)—this is the beneficial bacterium that needs to be in the gut to create a healthy balance and increase better absorption of nutrients. Your intestinal Flora is the first line of defense for your immune system. Because of antibiotic use and even just over the counter drug use—these helpful bacteria are wiped out and the Candida levels in the gut increase. Candida is a fungus, which creates many intestinal problems—gas, cramps, diarrhea etc. If it overtakes the healthy bacteria then they may create tiny microscopic holes in the intestinal tract and get into the bloodstream and allow undigested proteins to get into the bloodstream, which may cause anti-bodies to be made and create food allergies. Also once the Candida is systemic it may cause Vaginal Yeast infections, sinusitis, asthma and other respiratory problems etc. Optiflora has a patented delivery system that only Shaklee has that guarantees live delivery of millions of this healthy flora. Your immune system health and gastro-intestinal health can be greatly helped by using Optiflora. (If the score on #27 is 9 or over, suggest 2 servings per day.)

## **Alfalfa**

– when our bodies start to “dump” fat cells, you may need to have enough alfalfa in the system to supply the chlorophyll needed to clean out the toxins. Your skin is your largest organ of excretion. The chlorophyll helps to guide the toxins to the intestines and then out of the body, so that your body doesn’t push them out through the skin. The alfalfa helps to minimize this process. The fat cells are getting the toxins out into the blood stream. Without enough water and alfalfa present, a person can experience things like bad breath, intensified body odor, stinky feet, skin eruptions. Shaklee’s alfalfa can be made into a tea. Choosing this method will give you the fluid you need without swallowing tablets. Alfalfa also has a few enzymes. These enzymes balance the pH in the stomach. It also has a very healing affect on the mucosal membrane in the stomach. It also helps to maintain the potassium/sodium balance in the cells.

## **Herb-Lax**

- Take before bed. It is going to do two things to help you during the Preparation phase.
  - A) Increase peristalsis — the regular movement of the colon — or the work of the colon muscle as it contracts to push waste through. As we get older, the movement slows down. When that happens, the elimination process slows down and waste is kept in the system too long. This is when toxins can begin to back up into the blood stream, travel to organs in the body and can affect the whole system. The herbs help to increase/regulate that peristaltic movement.
  - B) Helps to clean out the sludge build-up on the inner walls of the intestinal area. The herbs act like a toothbrush, cleaning the intestinal lining so that your nutrients from foods and supplementation will be assimilated better.

## **Fiber**

– The insoluble fiber during the cleanse phase. We have four different kinds—a chewable orange wafer, a swallowable fiber blend tablet, the fiber blend daily mix and the daily crunch. (Explain further as needed.) The fiber acts like dental floss. The colon reminds me of a rubber glove. It will expand and pocket waste in finger like projections. This waste can and will putrefy, allowing toxins back into the blood stream. When the fiber is added, you have the roughage getting to the pockets, to clean them out like an internal dental floss. Also if you are on a yeast kill program—fiber is necessary to carry out the dead yeast through your daily elimination and not through itchy red patches in the fingers, toes etc.

## **Liver DTX Complex**

– (I add DTX in the first phase. I do not wait until Phase 4 EVEN IF the program calls for it. Your liver is the busiest and possibly the most unappreciated major organ in the body. Everything that goes in the mouth (nourishing or toxic) ends up in the liver.

We have more toxins entering our bodies right now than at any time in the entire history of civilization, and they all end up in your liver. Symptoms of toxic overload are: feeling sluggish, tiredness, dizziness, mild nausea, great difficulty digesting fat, physical weakness, abdominal discomfort, muscle or joint pain, and depression.

DTX is a complete liver protection package. It contains Milk Thistle, which does 3 important jobs for the liver— because it’s an antioxidant, it protects the liver from cellular damage. It stimulates and increases a naturally occurring enzyme, which protects against chemical attack and it regenerates new liver cells. Schisandra, dandelion, turmeric and artichoke are ingredients in this complete liver product which have been proven to increase bile flow and help prevent gallstones, and some have anti-inflammatory properties to help soothe the overworked 21st century liver. Always start slowly with DTX. Take one for 2 days then 2 for two more days then 3 per day.

### **Ez-Gest**

Many people have trouble digesting some foods especially milk, fruit, some vegetables, and fiber-rich foods such as beans. For some of us the problem is a genetic lack of one or more digestive enzymes. Many, however, simply produce less of these digestive enzymes as they get older. And, of course, there is the Standard American Diet (SAD). The high fat content of the SAD can interfere with proper digestion even when we are young. Incomplete digestion results in indigestion, belching, bloating, cramps, and flatulence. Even eating in a “stressed-out” rush can trigger digestive upset because the body is not supplying enough digestive enzymes during stress and the blood supply to the intestine is reduced. Shaklee’s EZ-Gest is the perfect solution to the digestive problems that most of us face. It is a complete plant-based formulation of the enzymes that are clinically proven to support the digestion of ALL food groups.

Specifically, EZ-Gest has:

- Lactase, which helps digest the lactose (milk sugar), found in dairy products.
- Alpha-galactosidase, which helps digest the complex sugars, found in beans, other legumes, and in cruciferous vegetables such as cabbage, cauliflower, and broccoli. The body does not produce this enzyme, which is why so many people have trouble with those foods.
- Protease, which breaks down the peptide bonds in protein foods.
- Amylase, which helps to digest the starchy carbohydrates in foods such as breads, pasta, and potatoes.
- Lipase, which helps, digests the fats in foods.

Best of all, the enzymes in EZ-Gest are acid resistant so that they can survive the stomach acid and be released in the small intestine where digestion occurs.

In low scores, using 1 per day at the heaviest meal is fine. In very high digestive scores and gastric imbalance, up to 2 per every meal may be used.

### **Garlic**

–(I also begin Garlic in the first phase IF #27 is 6 or above. This program calls for a maximum of 4 Garlic and I raise that level to an Antibiotic level to begin a yeast kill.) Garlic—It works to kill the excess Candida. Garlic is a natural antibiotic and can actually kill bacteria, viruses, fungi-like yeast, and parasites.

ALLICIN; GARLIC’S MAGIC BULLET By Peter Josling will explain how garlic works.

Recently the medical journal Antimicrobial Agents and Chemotherapy have confirmed the chemo increased Effects of Garlic. In Israel, the Weizmann Institute of Science has uncovered a molecular mechanism, which may be the basis for some of garlic's increased effects. This research supports the notion that garlic is an excellent, although smelly, natural antimicrobial drug that can disable an unusually wide variety of infectious organisms. (Thanks to Shaklee's odor controlled process we can have the benefits of allicin without the smell.) In the studies, the scientists revealed and characterized a molecular mechanism by which allicin blocks certain groups of enzymes. Because these groups of enzymes are found in a wide variety of infectious organisms such as bacteria, fungi (Candida) and viruses, this research provides a scientific basis for the notion that allicin is a broad-spectrum antimicrobial, capable of warding off different types of infections. "It has long been argued that garlic can fight a wide range of infections and now we have provided biochemical evidence for this claim," the authors write. The role of allicin in warding off infection may be particularly valuable in light of the growing bacterial resistance to antibiotics. It is unlikely that bacteria would develop resistance to allicin because this would require modifying the very enzymes that make their activity possible.

### **Glucose Regulation Complex**

This product is the foundation stone for preventing and turning around many negative conditions in the body. Please listen to some information by: *Dr. Ron Rosedale M.D.*

#### *Insulin and its Metabolic Effects*

*"In a sense, we must all realize everyone is a diabetic patient. It is a matter of degrees. We all have a certain degree of insulin resistance. I want to improve insulin sensitivity as much as diabetes, because insulin sensitivity is going to determine for the most part, how long you are going to live and how healthy you are going to be."*

*"It doesn't matter what disease you are talking about, the root is always going to be at the molecular and cellular level, and I will tell you that insulin is going to have it's hand in it, if not totally controlling it."*

*"Insulin determines the rate of aging more so than anything else we know right now."*

*"Insulin is the common denominator in many diseases. The way to treat cardiovascular disease, osteoporosis, high blood pressure, high risk cancer patients, etc... the way to treat virtually all the so called chronic diseases of aging is to treat insulin itself."*

*What does Insulin do?*

- 1. Lowers blood sugar*
- 2. Stores excess nutrients*
- 3. Regulates lifespan (centenarian studies)*
- 4. Builds muscle (anabolic hormone)*
- 5. Stores magnesium*
- 6. Causes retention of sodium*
- 7. Strong stimulant for sympathetic nervous system*

*Are you addicted to Carbohydrates?*

*"If you eat Sugar your body will burn it and you stop burning fat. Insulin forms saturated fat from sugar and stores what is not burned up."*

*"Carbohydrates (non-fiber carbs) promote elevated glucose and that produces gluciated Proteins. They increase your rate of inflammation of any kind, including headaches & arthritis."*

*"Cells become insulin resistant because they are trying to protect themselves from toxic effects of high insulin."*

## Glucose Regulation Complex

Shaklee Glucose Regulation Complex provides a unique blend of specific scientifically supported minerals, a botanical, and antioxidants that can help promote normal blood sugar levels.

- **Promotes efficient glucose utilization.** Magnesium, chromium, zinc and vanadium support the body's ability to process glucose.
- **Aids normal glucose transport into cells and normal responsiveness of cells to insulin.** Banaba leaf extract and the minerals magnesium and chromium promote efficient transport of glucose from the blood into cells, promoting normal blood glucose levels. The antioxidants alpha lipoic acid, zinc and taurine help protect the integrity of cells so they can respond normally to insulin.
- **Helps sustain energy and prevent blood sugar crashes that can lead to carbohydrate cravings.** When taken as part of a healthful, high fiber diet, chromium and banaba leaf extract can help stave off blood sugar crashes that can lead to feelings of low energy, hunger, carbohydrate cravings and between meal snacking.
- **Provides antioxidant protection and helps to recycle vitamins C and E for additional antioxidant activity.** Alpha lipoic acid is a powerful antioxidant in itself, but it also helps recharge the antioxidant protection of vitamins C and E. Zinc and chromium also have significant effects on oxidative stress.

## SIX TAPE LEARN AND EARN PROGRAM

We want to let you know that we have a tape program available that will instruct you on wellness issues and at the same time provide free products while going through the program.

The tapes are encouraging and informative. The tapes will also give you some background on people who are professionals, using the products clinically with their patients. Others are testimonies of people who have used Shaklee for specific reasons and they share their results. The monetary benefit of going through the tapes actually gives you \$30 in free retail product. And if you like learning this way then you can graduate to the Top 21 Tape Program and receive \$100 retail of the product FREE.

We encourage you to book a WELLNESS In-Home Event at the end of your 8 week program and you can receive a month's supply of vitamins (the Basics) for the beginning of your maintenance program. You can also get your products at a 15% discount if you are interested in Shaklee's lifetime membership

Are you interested in this program? Remember the question we presented at the beginning — What do I want to accomplish regarding my health/wellness? If you want only a partial program, Phase 1 and 2 is a good choice. Doing the cleanse is like an annual internal spring or fall cleaning. Again, Phase 2 is the Foundational phase. It contains the nutrients that we need each day no matter what.

I've provided you with a lot of information to consider. Again, I want to help you make a thoughtful and informed choice.

- Do you have any questions?
- Do you need more information?
- What would you like to do at this time?

## **Second Phone Conversation**

Mail the attachment on Protein to your client the week before your second consultation.

### **Phase II—FOUNDATION**

Here we introduce the nutrients that are the foundation for any supplementation program—protein, vitamins, and minerals. We will discuss problems of protein metabolism. We will begin working on the basic vitamin and mineral problems and begin to use the first water soluble nutrient—the B-complex. Remember that you will continue working on the cleansing phase during these next two weeks.

This phase starts with the Protein Drink. Soy protein is encouraged because it has the highest level of protein grams. It is used in a drink up to 3 times a day depending on your program. This will address the protein problems and pre-diabetic condition, #19 and 20 on your evaluation. You will want to lower your carbohydrate intake and up your protein intake so that you will not have the ups and downs that occur with blood sugar problems. Protein burns much slower than carbohydrates. By spreading it out through the day, you are going to have a much more level blood sugar level and not experience the symptoms identified on your evaluation. By keeping the blood sugar level uniform, you won't have those chemical changes in the brain, which occur when the blood sugar dips. Those changes can trigger fatigue and /or depression. (Ask —Did you benefit from reading the Protein brochure we sent? Let's go over the benefits of using Shaklee's soy protein.)

#### **Vita-Lea**

— you will take \_\_\_\_ three times a day during this program. Your score indicates the amounts on #9 on your questionnaire.

This is it — the world's best supplement. Vita-Lea has it all:

- Scientifically proven for potency and bioavailability
- Twice the Daily Value for critical vitamins C and E
- 100% of Daily Value for all B-vitamins including biotin.
- Wide spectrum for trace minerals to help fight oxidation, regulate blood sugar, help build bones, support brain function and more
- Gentle formulation of zinc and protein-bound trace minerals for easy digestion
- Available with and without iron
- Recommended in "Center for Science in the Public Interest Newsletter" of April 2000.

## **B-Complex**

Take \_\_\_ three times a day to help on the metabolism of the sugars in the body. The use of extra B vitamins is essential to handle stress. They are termed the “Happy Vitamins” Your family will think so when you use enough. This also helps support the pancreas and helps boost the nervous system. Please notice that the symptoms in #2 and #19 are similar. So the protein and the B complex are working together to alleviate some of the same things. The B vitamin folic acid, B6, and B12 help lower homocysteine levels in the blood, which helps promote a healthy cardiovascular system. Adequate amounts of folic acid in a healthy diet may reduce the risk of having a child with neural tube birth defects. Each of the eight B vitamins catalyzes hundreds of critical biochemical reactions in the body, such as converting the foods we eat into energy. They are also essential in carbohydrate, fat, and protein metabolism, and in the synthesis of DNA and new cells

At the end of these 4 weeks, you can stop using the higher levels of the herb lax, –if #14 on the questionnaire is in the lower percentile range. If the score is high, the person needs to remain on the higher levels for the eight-week period to allow enough time for the body to regulate its elimination process. Often a person can cut back but not eliminate the fiber DTX and herb lax altogether. You will continue with the Alfalfa, Optiflora, EZ Gest. Continue with a large amount of purified water throughout this program. Your body will continue to dump toxins. The alfalfa will continue to guide them out through the intestinal area.

Encourage your client to read the information in their Product Guide/Catalog . This will give them excellent information on the Antioxidants that you will be introducing them to in the next phase.

## **Third Phone Conversation**

### **Phase III—IMMUNE SYSTEM BOOST**

Your program will now begin to boost the immune system with increased levels of the antioxidants.

#### **Shaklee Sustained Release Vita-C**

— the first vitamin C supplement to use all-natural plant gums and waxes to release pure vitamin C gently and consistently. It’s equivalent to eating one and half oranges every hour for five hours. This powerful antioxidant helps promote good health in various parts of your body:

- Eyes
- Teeth
- Gums
- Bones
- Muscles
- Blood vessels

Vitamin C helps maintain the body’s natural antioxidant defense against damage to water-soluble

segments of cells caused by exposure to smog, smoke, and poor diet. By helping to maintain cell integrity, vitamin C also helps support immune function. It blocks conversion of nitrates, found in many foods including processed meat, into a harmful form. In addition to being such a powerful antioxidant, vitamin C also helps maintain the health of the eyes, as well as the structure of bones, muscles and blood vessels. It is critical to the development of collagen, and necessary for strong teeth and gums.

### **CarotoMax**

— new research suggests that different carotenoids have potent antioxidant properties that help maintain the health of specific parts of the body. Only CarotoMax provides the optimum blend of nature's carotenoids (Lutein, Lycopene, Zeaxanthin, Alpha and Beta-carotene) and a trio of other potent phytonutrients — Grapeseed Extract, Quercetin and Broccoli sprouts extract. Each has recently emerged among the most effective free radical fighters known to science.

According to recent studies:

Lutein & Zeaxanthin neutralize free radicals in the macula, a part of the eye that's essential for central vision. \*

Lycopene provides antioxidant protection to the prostate, cervix, and heart. \*

Beta-carotene and alpha carotene work together with other carotenoids to help maintain proper function of the immune system. \*

### **Vitamin E Complex**

—promotes Heart, Lung, Colon, Prostrate and Immune system Health.

Shaklee Vita-E Plus is a unique combination of natural Vitamin E, selenium, and grapeseed extract that provides potent antioxidant protection from free radical cell damage. \*

### **Immunity Formula I**

— is an intense formula that targets the T-cells, helping them to function at optimum level. With regard to Formula I, it is the only product available on the market, which provides a bioavailable blend of 6 vitamins, and 3 minerals, which have been specifically, identified as supporting the immune system. The challenge in developing Formula I was to combine all nine nutrients in one capsule, because some of them are stable only in a powder base, others only in an oil base. The Shaklee research team discovered a unique, synergistic blend of antioxidants and rosemary extract — called ShakleeGuard — to ensure full nutrient potency. Shaklee was awarded a patent for this exclusive antioxidant system.

Formula I provide the following nutrients in each capsule:

|             |                              |                      |
|-------------|------------------------------|----------------------|
| Vitamin A   | 6250 IU (from beta carotene) | 125% DV              |
| Vitamin C   | 120mg                        | 200                  |
| Vitamin E   | 60 IU                        | 200                  |
| Vitamin B6  | 4mg                          | 200                  |
| Folic Acid  | 400mcg                       | 100                  |
| Vitamin B12 | 12mcg                        | 200                  |
| Zinc        | 9.75mg                       | 65                   |
| Copper      | 1.3mg                        | 65                   |
| Selenium    | 46mcg                        | (DV not established) |

Continue taking the Vita-Lea, protein and B-Complex plus Phase 1.

## **Fourth Phone Conversation**

### **Phase IV—YOUR VERY PERSONAL PHASE**

During the 4th phase we focus on the specifics to help certain organ weaknesses, such as:

- Vascular System
- PMS Problems or Menopause Issues
- Prostrate Problems
- Skin Problems
- Depression
- Mineral Absorption
- Osteo-Arthritis

#### **Vascular Roto—Route**

We begin with the vascular cleanse by utilizing the lecithin and the EPA in increased doses. Lecithin acts like a paint scraper in the veins and arteries. One side on the lecithin molecule is attracted to fat so it will “scrape” the fat off the inner walls of the veins and arteries. The other side of the molecule is attracted to water so it will make the fat soluble. A little bit of exercise toward the end of the program will help burn up/metabolize the fat in your system. EPA is a natural blood thinner. It actually helps to make the blood platelets less sticky so they won’t clump together and cause blockages. (Blockages can be indicated with symptoms on the evaluation under #21 and #22) EPA will decrease blood pressure because the blood can flow through the body better oxygenating the tissue more completely while the lecithin is doing its job—getting the plaque off.

#### **Cholesterol Lowering Fiber**

—it is a soluble fiber unlike the insoluble fiber in the first phase. The soluble fiber works to keep cholesterol from being deposited in the blood stream. When we eat saturated fat, our liver makes the cholesterol needed to help break it down. After the fat is broken down, the soluble fiber attaches itself to the cholesterol, guides it to the intestinal area, and out of the body instead of it being deposited in the blood stream and hardening around the walls of the arteries.

## **PMS or Menopause**

### **GLA Complex**

—Our GLA Plus contains precious borage seed oil, the most concentrated natural source of GLA available — twice as concentrated as evening primrose oil. Our unique formula also contains sunflower seed oil and vitamin E from nature's most concentrated source. Many women, to maintain a sense of well being during their menstrual cycle use GLA. \* Unique to Shaklee, this formula contains GLA, (gamma linolenic acid), which our bodies use to form prostaglandin's, potent, hormone-like substances and which help the body to regulate many normal processes; as well as vitamin E, which helps to protect arterial walls and supports the immune system by helping to maintain cell integrity.

### **Menopause Complex**

— is a natural alternative to hormone replacement therapy. It helps to regulate hormonal balance during the transitional period of menopause. PhytoFem helps regulate the normal fluctuation of hormones commonly occurring during menopause. \* This unique herbal blend contains a standardized extract of Black Cohosh (standardized to contain 2.5% total triterpene glycosides as 27-deoxyactein), as well as Soy Isoflavones, Flaxseed, and a proprietary phytoestrogen blend of Dong Quai, Red Clover, and Licorice. Shaklee PhytoFem contains the well-researched herb Black Cohosh, that helps regulate hormonal balance during menopause\*, along with phytoestrogens from Soy and Flaxseed.

### **Gentle Sleep Complex**

Valerian—During menopause, sometimes the sleep cycle is affected and valerian can help during the hormone decrease and the bodies' transition period. Our Valerian root extract is carefully controlled to retain its natural valerenic acid content. This unique formula also contains extracts of Passionflower and German Chamomile flower for a truly peaceful night's sleep. \*

This unique Shaklee combination features Valerian, which has been used for over a thousand years because it helps maintain a calm state. It promotes a state of relaxation before bedtime, and as a natural means of promoting restful sleep, as well as Passionflower and German chamomile.

### **Prostrate**

#### **Saw Palmetto Complex**

—is specifically for men over 40 or men with signs of prostate problems. It's unique herbal formulas containing traditional herbs that can help men maintain proper urinary flow after a minimum of 4 to 8 weeks of daily use so that nightly trips to the bathroom are decreased. Prostrate cancer research is linking increased urinary flow to decreased prostate cancer. This is a prevention product also. Shaklee uses only the finest standardized Saw Palmetto berry extract, which contains 85% to 95% fatty acids and sterols. In a base of pumpkinseed oil, this unique formula also contains beta sitosterol and other valuable phytosterols from soybeans

**Weight Loss**—For the first time in the history of Shaklee the Field is going to have a choice of weight loss

plans. This program is going to be very different from I Love Dieting. It is designed to give the normally accepted weight loss of 1 to 1 1/2 pounds a week. It will be a calorie based plan incorporating three products — the homeopathic spray, Slim Plan Gold once a day and GRC. It will not be as restrictive as I Love Dieting and it will not have the number of required supplements as I Love Dieting. As everyone knows there is no perfect weight loss program for 100% of the people so you will now have a choice to offer your customers.

<http://www.ilovedieting.com>

User: diet

Password: diet

### **Slim Plan Gold**

|                     |   |
|---------------------|---|
| Serving Size        | 8 oz.                                   |
| Calories            | 200                                     |
| Carbohydrate        | 24 g                                    |
| Total Protein       | 14 g                                    |
| Soy Protein         | 12 g                                    |
| Total Fat           | 5 g                                     |
| Saturated Fat       | 1g                                      |
| Polyunsaturated Fat | 1g                                      |
| Monounsaturated Fat | 3 g                                     |
| Cholesterol         | 0 mg                                    |
| Potassium           | 420 mg                                  |
| Sodium              | 370 mg                                  |
| Sugars              | 14 g                                    |
| Fiber               | 8 g                                     |
| Vitamins & Minerals | 35% RDI for 23<br>150% RDI for chromium |
| Other               | >99% Lactose Free                       |

### **Zinc Complex**

—Shaklee uses highly bioavailable zinc gluconate in a base of alfalfa and roasted barley. One tablet provides 100% of the Daily Value for zinc. Zinc is important for the synthesis of protein and the genetic material DNA. It contributes to growth and development, and to maintaining normal immune function. No artificial colors, flavors, or preservatives added Vegetarian formula. Zinc works as a trigger for over 200 different enzymes whose function range from making the genetic materials DNA and RNA, to helping with the metabolism of fatty acids.

### **Skin Problems—Eczema, Psoriasis etc.**

## **GLA Complex**

—When dealing with eczema, especially for infants or children, have the caretaker try squeezing GLA capsules all over the effected areas. I have a great flyer (not on e-mail) about GLA but I'll quote from it. The article is directed specifically for eczema and I have used this info with great results. Also give 1 to 2 capsules orally. "Eczema: This is a symptom of a genetic maladaptation of the immune system sometimes known as atopy. This disease can also manifest as hay fever, allergies, and asthma. Some researchers also include migraines. Forty million Americans suffer from atopic diseases. Other health problems more common in individuals with atopic disturbances include nephrotic syndrome (a kidney disease common in children), nasal polyps, middle ear infections, Crohn's disease (an inflammatory bowel disturbance), PMS and hyperactivity in children. Mother's milk is very high in GLA. Studies dating back to the 30s have shown that breast-feeding can protect against the development of atopic disease in infants. Babies who develop eczema after weaning will heal dramatically when capsules containing 45-90 mg of GLA are massaged directly into their skin. (This technique is also effective for adults.) Cow's milk contains very little GLA and formula none. The addition of this health giving substance has been given government approval for infant formula in several other countries, including Sweden and Japan. We advise that all bottle fed babies be supplemented with one or two capsules of GLA containing oils, daily. Several clinical studies completed in England using evening primrose oil resulted in significant alleviation of the symptoms of eczema." Shaklee chooses borage seed oil as the source of its GLA—read on to see what this article has to say about its potency. "Borage Seed oil: The outstanding advantage of borage oil is that it can contain up to three times the amount of GLA found in evening primrose. In addition, since these seeds are especially produced for the health food market, they are organically grown and the oil is removed in the least processed manner currently in use, called fresh pressing."

Quotes taken from Nutrition News 1993 Vol. XVI, No. 12 Riverside CA  
ISBN 8756-5919

## **Essential Omega 3 Complex (EPA)**

—Shaklee's omega 3-fatty acids found in this product are the finest available on the market. Compare these features: Shaklee Corporation has the "exclusive rights" to harvest the fish from the coastal waters of Japan. The waters were selected because they produce the "cleanest source of omega 3's in the world" 50% greater concentration than any other product on the market. Two capsules daily supply 363 mg. of EPA and 156 mg. of DHA.

EPA, eicosapetaenoic acid, is an essential fatty acid found in cold water "blue-scale fish". EPA and its partner, DHA are known as omega-3 fatty acids. They are not produced by the body, and can only be acquired through diet or supplementation. Most fat consumed in the Western diet is omega-6 fatty acids. While omega-6 fatty acids contribute to the formation of plaque in the arteries which leads to the constriction of arterial walls, omega-3 fatty acids have been shown to actually reduce the risk of plaque formation and the subsequent problems associated with it. EPA is an essential fatty acid that plays an incredible role in helping skin health and turning around problems with psoriasis and eczema.

## **Lecithin**

—derived from soybeans, one of nature’s finest sources. Shaklee Lecithin capsules feature lecithin the way nature designed it, with natural concentrations of its important constituents, including:

- Linoleic acid, an essential fatty acid which the body cannot make and therefore must come from our diet.
- Choline, a component of the neurotransmitter acetylcholine, involved in the transmission of messages in the brain and nervous system.
- Inositol thought to play an important metabolic regulating role as a key component of cell membranes in tissues throughout the body.

Each capsule provides 520 mg of lecithin, including 78 mg of phosphatidylcholine and 47 mg of phosphatidylinositol. No added preservatives, artificial color, or flavors. Lecithin is a natural compound that helps the body absorb fat-soluble nutrients like beta-carotene and vitamins A, D, K, and E.

## **Depression**

### **Moodlift Complex**

—a combination of St. John’s Wort, Inositol, Siberian Ginseng and Green Oat extract to help with feelings of depression, nervous disorders, etc. For uplifted spirits and a sense of well being, St. John’s Wort has proven itself in test after clinical test. Try it and feel the difference! This unique Shaklee combination contains St. John’s Wort, which research shows provides dietary support for a positive mental outlook after four to six weeks of use, and inositol which complements the activity of St. John’s Wort by playing a role in the proper transmission of nerve signals. \*

### **Mental Acuity Complex**

—is a unique formulation for mental clarity. The primary ingredient being Ginkgo biloba — which enhances memory and decision-making\* and lowers homocysteine levels for cardiovascular health.\* Acuity Plus helps your brain function at full power.\* This unique herbal blend contains Ginkgo biloba leaf extract standardized to 24% glycosides and 6% terpene lactones. In recent studies conducted with older people, Ginkgo was shown to help maintain normal cognitive function, such as memory and decision-making. Unique to Shaklee, this combination contains Ginkgo biloba which provides time-tested nutritional support for mental clarity\*, circulation\*, and is also valuable for the strength of blood vessel walls, as well as Folate, vitamin B12 and vitamin B6 which can have the benefit of lowering homocysteine levels.

### **Mineral Absorption**

—Because minerals are harder to assimilate, they are added to your program during the fourth phase. By this time you have gone through 6 weeks of intestinal cleansing and you have gained proper enzyme levels which all mean better assimilation. The intestinal area is looking good—the sludge is being removed, pockets are clean. Now you will be able to utilize the minerals in a greater way.

### **Super Cal Mag Plus**

– includes all the nutrients that are in Chewable Cal Mag plus an increased level of Magnesium and Vitamin K. Studies have shown that Vitamin K activates at least three bone proteins involved in bone health, and many Americans aren't consuming enough Vitamin K. This is because new measurement techniques show that earlier analyses of Vitamin K intakes were overestimated, which means some adults may not get even enough Vitamin K to meet RDI levels, let alone potentially higher goals. More evidence that calcium supplements alone may not help prevent osteoporosis without Vitamin K showed up in the Framingham Heart Study. Elderly participants in this study experienced a lower risk of hip fracture with increased intakes of Vitamin K.

Calcium—Studies has shown calcium to be critical to optimize and maintain bone mass, for strong bones and teeth. Shaklee offers this vital mineral in two forms, Super Cal-Mag Plus and Chewable Cal Mag.

Calcium products are some of the most popular supplements on the market. As a result, competition is stiff, and a number of marketers hype their products as having superior absorption characteristics. Claiming that a particular calcium source is far superior to all others has little scientific support. *Fractional absorption* is the scientific term for the percent of a calcium dose that gets absorbed. In comparing a variety of calcium forms and using similar methodologies, fractional absorption is actually quite similar among calcium sources. Differences in absorption are generally offset by differences in calcium content.

Calcium carbonate, for example, is high in calcium concentration, but slightly less well absorbed than citrate. What Shaklee has done with Super Cal Mag Plus and Chewable Cal Mag Plus is taken the best of both forms to offer consumers highly bioavailable, concentrated calcium supplements. Additionally, Super Cal Mag Plus contains 30 mcg of vitamin K, a nutrient supported by new research as necessary for modifying osteocalcin, a bone protein, so it can properly bind minerals and hold them in the bone matrix. For individuals who should not take extra vitamin K, Chewable Cal Mag Plus is the alternative calcium supplement.

Perhaps more important is *how* Shaklee calcium products are made. The process starts with calcium sources that are laboratory tested to ensure purity. Our product development scientists then formulate tablets according to U.S. Pharmacopoeia standards. If the tablets are compressed too tightly, or they don't contain the right proportions of ingredients that promote disintegration and dissolution, they *will* pass through the digestive tract improperly or partially absorbed. Shaklee's quality assurance process ensures formulations that are properly assimilated. While calcium sources may have similar bioavailability characteristics, there are significant differences in the quality of calcium formulations.

Calcium citrate is often touted as the best calcium source for those with *achlorhydria* (too little stomach acid), a condition that may affect as many as 30% of people 60 years of age and older. Citrate seems to work best if you take your calcium on an empty stomach, but research shows that other calcium sources, like carbonate, work just as well when taken with meals. Some people are under the impression that calcium can't be consumed with food because it might interact with, for example, caffeine in coffee or tea, and thereby reduce calcium absorption. However, research shows that the decrease in calcium absorption due to this kind of interaction is on the order of a scant 3 milligrams.

To maximize absorption, calcium should be taken in doses of 500 mg or less. Thus, optimum calcium absorption can be achieved by spreading calcium intake throughout the day. As important as calcium is, it is not the only bone-building nutrient. Vitamin D is extremely important for calcium absorption, but it is vitamin D already in the body and circulating in the bloodstream that promotes calcium absorption. This means that vitamin D does not necessarily need to be in the calcium supplement itself. It should be somewhere in the daily supplement regimen, especially for older people. New research shows that postmenopausal women have a difficult time maintaining optimal vitamin D levels in the blood over the winter months, even if they are getting the typical 400 IU daily. For this reason, new recommendations call for seniors to get 600 to 800 IU of vitamin D

daily to maintain adequate blood vitamin D levels.

There are some common misconceptions about calcium and bone loss as it relates to women. In most cases, calcium alone doesn't completely stop postmenopausal bone loss, but it does have an important role in slowing bone loss and decreasing risk of osteoporotic fracture. Much of the stimulus for bone loss, especially early in menopause, is due to a lack of the hormone, estrogen. In most cases, calcium supplementation doesn't completely prevent bone loss because calcium is a mineral rather than a hormone. As such, calcium can help overcome nutrient deficiency, but not hormone deficiency. Interestingly, the stimulus for bone loss *late* in menopause is thought to be a gradual elevation in parathyroid hormone level or PTH. The good news is that supplemental calcium and adequate vitamin D seems to help decrease the age-related rise in PTH. PTH levels seem to spike at night so it may be wise to consume some of your calcium at night before you retire to bed to help keep PTH levels low and perhaps further protect your bones. Bone is constantly undergoing a *remodeling cycle* where mineral is first removed from sections of bone and then those sections are re-mineralized. Unfortunately, as we get older we tend to lose slightly more bone than we replace at each remodeling cycle. Calcium supplementation slows down the rate of the remodeling cycle and this actually helps to preserve existing bone. The catch is that you have to stay on calcium to maintain the bone benefits of supplementation. If you go off of your calcium, after a year or two you lose the extra bone protection that calcium provides.

In summary, take 1000 to 1500 mg of calcium daily. Take your calcium with meals, in doses of 500 mg or less, and make sure that one of those calcium doses is taken before bed. Also, we need extra vitamin D as we get older and to stay on calcium supplementation to maintain the full bone benefits it provides. © Copyright 2001 Shaklee Corporation. All rights reserved.

### **Zinc Complex**

— (not always indicated on evaluation but necessary for healthy reproductive system.) Look at PMS scores and female gland. Menopause can cause a zinc deficiency.

### **Iron**

—most teenagers, children, and women of childbearing age need more iron than their diets provide. In fact, iron deficiency anemia is the number one nutrient deficiency disease among women from 12 to 50 years of age. The symptoms of iron deficiency anemia include fatigue, impaired concentration, and compromised immune function. Each tablet provides 100% of the Daily Value of iron and vitamin C to enhance the absorption of this important mineral.

### **Osteo-Arthritis**

#### **Joint Health Complex**

—Primary ingredient Glucosamine Hydrochloride to support the body's natural ability to build and maintain the cartilage in joints. Helps maintain normal range of motion. Osteokinetics helps you maintain your freedom of motion. This unique herbal blend contains glucosamine and other nutrients designed to help your body replace the cartilage that wears away with age. This unique Shaklee combination contains Glucosamine which has been shown to support the body's natural ability to build and maintain the cartilage which provides cushioning for joints and helps maintain range of motion, as well as Devil's claw plant, which studies show helps regulate normal processes associated with range of motion.

#### **Stress Relief Complex**

Promotes a Tranquil State of Mind

Shaklee Stress Relief Complex offers nutritional support to help you quickly relax and stay calm without drowsiness. Stress Relief Complex contains a unique blend of natural ingredients that provide quick relief from tension while promoting alertness.

- **Promotes relaxation without drowsiness.** L-theanine, a naturally occurring amino acid found in green tea, facilitates the generation of alpha waves that are associated with a relaxed yet alert mental state.
- **Enhances the body's ability to adapt to continuing stress.** Ashwagandha, an Ayurvedic herb traditionally used to enhance the body's ability to adapt to stress.
- **Helps you avoid the effects of stress on long-term health by blunting the cortisol response to stress.** Beta-sitosterol, a natural plant sterol, helps to blunt the response of cortisol, a hormone produced during physical stress. Chronically high cortisol levels have a negative association with good long-term health.
- **Helps make norepinephrine, which is involved in mood regulation.** L-tyrosine is an amino acid used by the body to make the neurotransmitter norepinephrine. Studies suggest that norepinephrine levels may decline with stress.

More than a third of Americans have tried to alleviate stress with supplements, especially herbal supplement kava. But kava can produce unwanted drowsiness, and on March 25, 2002, the FDA advised consumers of the potential risk of severe liver injury associated with use of the kava-containing dietary supplements. Shaklee Stress Relief Complex does not contain kava - our stringent standards and the integrity of our research and development process have helped us to avoid a potentially dangerous ingredient.

## **Coenzyme Q10**

—Vital for a healthy heart

Challenge: Everyone understands the importance of a healthy heart, but maintaining one can prove difficult. Cardiovascular health can be compromised by diet, genetics, a sedentary lifestyle, smoking, and an array of other factors. Moreover, our bodies are often deficient in substances critical to healthy heart function. One example is Coenzyme Q10 (CoQ10), in some situation the body's capacity to produce CoQ10 isn't sufficient to meet its needs.

CoQ10 levels reach their peak in the human body by about age 20 and fall slowly thereafter, in fact, 60% of the population has CoQ10 deficiency in their 50s and 60s. In addition, certain medications can reduce the body's production of CoQ10. Supplements can help, but since most supplemental CoQ10 is poorly absorbed by the body, a supplement must be highly bioavailable to be effective.

## **Shaklee- CoQHeart**

CoQHeart provides a unique combination of two natural substances with potent antioxidant properties - Coenzyme Q10 and Resveratrol — in a single, highly bioavailable soft-gel capsule. This one capsule delivers up to 500% more CoQ10 to the body than any solid form. Using a patented technology exclusive to Shaklee, it's clinically tested to have unprecedented bioavailability.

- Combines the power of CoQ10 with Resveratrol to promote heart health.\*
- Prevents the oxidation of LDL cholesterol.\*
- Provides Energy at the cellular level.\*
- Helps keep blood flowing freely through the arteries.\*
- Patented technology provides unprecedented bioavailability.\*

### **WHAT'S IN CoQHEART?**

|   |         |
|---|---------|
| Coenzyme Q10                              | 30 mg   |
| Mixed tocopherols                         | 5 mg    |
| Resveratrol (polygonum cuspidatum) (root) | 640 mcg |

### **Weight Loss**

—CoQHeart can also increase metabolic fuel efficiency within your cells stimulating natural weight loss. A study at the University of Texas and the University of Antwerp, Belgium showed that obese people can lose weight simply with the addition of CoQ10 added to the diet.

### **Periodontal Health**

—CoQ10 strengthens the gums as well as the heart muscle. Many scientists believe that periodontal (gum) disease is a good indicator of low levels of CoQ10 in other tissues.

### **Indoor Air Quality:**

The Environmental Protection Agency has given us the following information ([www.epa.gov/iaq/pubs](http://www.epa.gov/iaq/pubs)):

“People spend approximately 90% of their time indoors. Indoor air within homes and other buildings can be more seriously polluted than the outdoor air in the largest and most industrialized cities.”

“Some sources, such as building materials, furnishings, and household products like air fresheners, release pollutants more or less continuously.”

“Health effects could take years to develop and may include: Respiratory Diseases, Heart Disease, and Cancer. Indoor air quality has a great deal to do with your children's health, particularly when you're talking about asthma. It is prudent to try to improve the indoor air quality in your home even if symptoms are not noticeable.”

Now you can—with the AirSource 3000—Two Technologies in one unit. The Patent Pending Photo-Ionization Process uses UV light to activate a catalyst plate made of copper, silver and titanium. This creates super oxide ions and hydro-peroxide radicals that drastically reduce odors, mold and bacteria.

The 2nd patented technology—the electron generation system—produces ions with a negative

charge. Those ions connect with the human and pet dander, tobacco smoke, airborne dust mite allergens, dust, pollen and mold which carry a positive charge. When they combine with the negative ions that AirSource produces, they form heavier particles with a neutral charge. They fall to the floor and stay OUT of the air you BREATHE.

Signing up for a free 3 day test of this unit will undoubtedly be one of the best choices you'll make all year.- [The fall 2002 edition of Home Remodeling magazine, a special publication from Woman's Day, contains a three-page feature entitled, "If You're Thinking of Buying Air Cleaners." The article lists the AirSource™3000 as a "Best Bet", includes a color photo, and information about AirSource's unique technology](#)  
[AirSource Mobile™](#)

Great for people who drive (such as commuters, chauffeurs), vacationers...stay in hotels, motels... work in office cubicles... or have sensitivities to odors, mold, bacteria.  
 Comes with cigarette lighter adapter for vehicle and wall adapter for use indoors.

**The ProSanté Product Difference**

All ProSanté products feature Shaklee's exclusive Scalp Health Complex, a unique combination of 10 derma-available vitamins, minerals and herbs that nourishes and revitalizes scalp and hair. The ProSanté system has been clinically proven to naturally and dramatically reduce hair loss during combing, visibly increase thickness and volume, and reduce breakage for all hair types. All products are safe for color- and chemically-treated hair.

The [ProSanté Hair Care System](#) provides one simple, flexible system that can be personalized to meet each individual's unique hair needs in every situation. The following products comprise the complete ProSanté system:

| Product Name                 | Description  |
|------------------------------|--|
| Nourishing Scalp Treatment   | The cornerstone of the line, this product stimulates circulation, protects against environmental assaults, and provides nourishing ingredients to the scalp. Contains the highest concentration of Shaklee's naturally-derived Scalp Health Complex. |
| Revitalizing Shampoo         | Provides gentle, regular cleansing while invigorating the scalp and leaving hair feeling clean and manageable. Great for everyday use.   |
| Purifying Shampoo            | Deeply cleanses, removing oil, styling products and pollutant build-up without stripping.  |
| Lightweight Conditioner      | Nourishes hair by providing light moisture from the inside out. Improves body and manageability, yet doesn't weigh hair down.  |
| Replenishing Conditioner     | Deep conditioning replenishes vital moisture, rebuilding strength and elasticity. Helps repair the cuticle and mend split ends.  |
| Long-Lasting Finishing Spray | Medium hold keeps your style in place while giving hair a healthy bounce and lustrous shine. Provides UV protection.   |

**Conclusion**

This is the end of your program. At the end of your eight weeks, we recommend that you complete another evaluation. You complete it, it is processed, and a maintenance program is set up so that you do not revert to the deficiencies or weaknesses shown on your previous questionnaire.