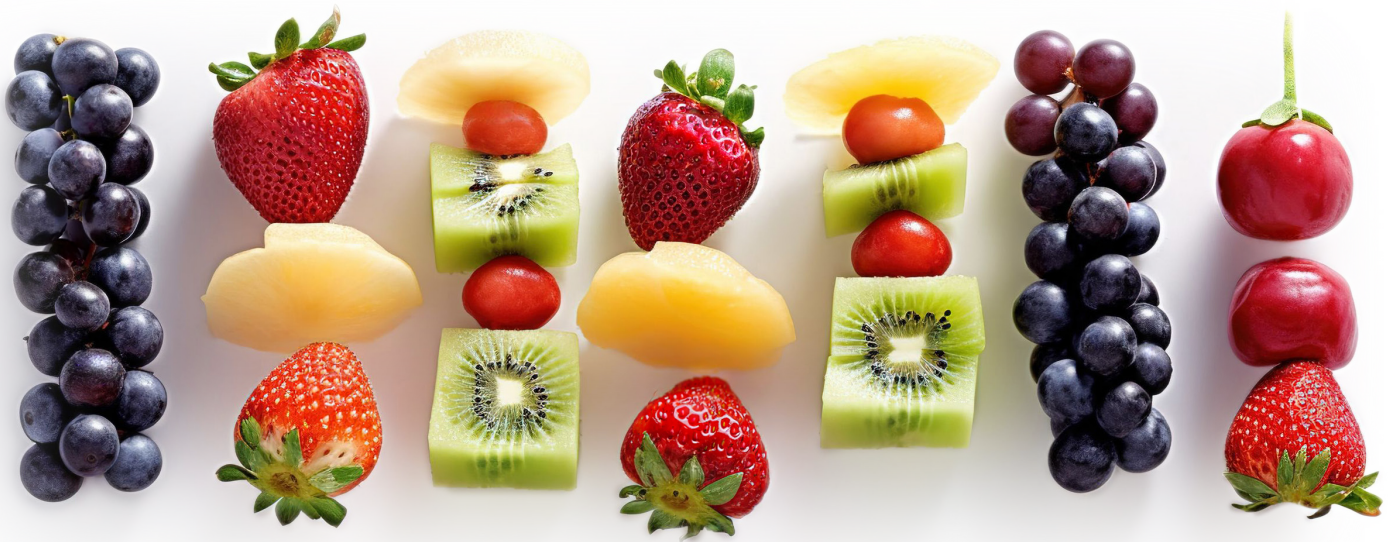




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E. EXCEL'S WORLD



April – June 2024

Break Out of the Frame and Change for the Better

Diamond Masters Weng Min-Ling and Tsai Han-Ping



**Weng Min-Ling and
Tsai Han-Ping**

From: Taiwan

Strengths and Hobbies: Enjoying quiet handicraft moments

Dream: To travel with family

Traveled with E. Excel to: Royal Caribbean Cruise, Vietnam, India, Sanya, Spain, Jeju

Born and raised in Yunlin, Taiwan, newly promoted Diamond Master Min-Ling had experienced life's various milestones, such as education, employment, marriage, and childbirth without ever leaving her hometown. Reflecting on her past, Min-Ling acknowledged, "From my youth to my adult years, I never left Yunlin. I was always busy with work, living as if trapped in a frame, never exploring other paths." However, now she bravely breaks free from the frame, leveraging her E. Excel career to create more possibilities in her life.

Min-Ling's journey has shaped her into a person of exceptional diligence. In addition to her primary job as a beautician, she frequently took on extra part-time work. She recalled, "My parents have worked in various laborious industries before later engaging in pig and sheep farming. The most important work I did after school every day wasn't my homework but assisting with farming tasks and feeding the pigs and sheep. During my high school years, Taiwan experienced an outbreak of foot-and-mouth disease (FMD), leading to the culling of all pigs. It was a financial catastrophe overnight for us, and our family even incurred debts." Hence filial Min-Ling learned early on to work hard and earn money to help lighten her family's financial burden. If one paycheck was not enough, she would take on additional jobs.

After marriage, Min-Ling continued juggling her full-time job and part-time work. Reflecting on this, she said, "After becoming a mother, I took on extra jobs to earn more money so I could give my children a better life. However, the hectic work schedule left me with no time for my family, and I couldn't bear to spend on overseas travel. Apart from beautician skills, I didn't want to learn anything else, let alone think about how to change. My greatest regret, though, was overlooking my children's health issues."

Min-Ling admitted, "My two sons often became the flu indicators in their classes; they were usually the first to fall ill and the last to recover! I felt guilty because, for a long time, I was just suppressing symptoms with medication after each visit to the doctor." She added, "Because I'm not tall, I gave my children lots of milk to drink, hoping they would grow taller. Unexpectedly, my younger son broke a bone from a fall while inline skating in elementary school, and again while running in junior high. It made me question if my children lacked good nutrition, and at that moment, the concepts of Nutritional Immunology, which I had once heard about, came to mind."

Min-Ling continued, "When I first heard about E. Excel, I only felt that this company was different, always emphasizing Nutritional Immunology concepts. I didn't pay much attention, but unexpectedly, the knowledge came in handy at a crucial moment. After adopting a plant-based nutrition approach, not only my children but my entire family has also been free from various health issues!



"Previously, I resisted delving deeper into understanding and learning because I was worried that taking leave would reduce my income. But ever since I took up the E. Excel career and started attending classes for the sake of my family's health, I discovered that E. Excel not only shares the gift of health but also offers a business opportunity that allows me to be my own boss! Seeing so many E. Excellers effortlessly balancing work and leisure was amazing because I had never experienced such a free work style."

At this point, Min-Ling suddenly said with emotion, "I used to think my mom didn't like to have fun, but she has completely fallen in love with E. Excel's incentive trips! The first time I took mom abroad was on the Royal Caribbean Cruise incentive trip; she was super excited, sharing her experiences with others non-stop. My mom also loves watching Korean dramas. Last year, I took her on E. Excel's incentive trip to Jeju Island, South Korea, where she enjoyed numerous authentic local dishes and wore hanbok while strolling through the Jeju Folk Village—it was like stepping into a Korean drama!" Her mom has worked hard all her life and Min-Ling was glad she could fulfill her mother's dream, thanks to E. Excel.

A great admirer of Dr. Jau-Fei Chen, Min-Ling shared enthusiastically, "I'm definitely not one to chase after celebrities, but every time Dr. Jau-Fei Chen visits Taiwan to conduct a lecture, it's like I'm chasing after a star and I never miss any of her events. I remember the first time I saw Dr. Chen, she said, 'I never think about what others can give me. Instead, I focus on what I can give others.' This statement really touched me; it spoke right into my heart." It resonated deeply with Min-Ling because everything she did had never been for herself!

Min-Ling was moved to share, "Seeing how E. Excel empowers my entire family to lead healthy lives motivates me to use my E. Excel career as a springboard to courageously explore other possibilities in life! I'm no longer confined to a beauty salon. With my E. Excel career, the entire city is my office. No longer do I fight alone; as a team, we are each other's coach and partner, and we thrive together. E. Excel helps me regain diverse learning experiences that I lacked during my student days. The expansion of knowledge has given me confidence to accept invitations to alumni events without hesitation! Most importantly, because of my E. Excel career, I've learned to live for myself, to enjoy life even as I work hard!"

Previously, Min-Ling always thought there was no time and no need for change. Now, she not only accepts change but actively seeks to improve. "After returning from the Jeju incentive trip, I was determined to attain the Diamond rank! I wanted to shine like the successful E. Excellers who graced the stage during the E. Excel Get-Together Dinner on that trip! I'm so glad I did it!" Min-Ling also expressed special thanks to her teammates, "I'm grateful for my team's support and encouragement so that I could become a Diamond Master! I also want to give special thanks to my husband Han-Ping, who is always a fantastic ally supporting me on my career path!"

Her family is the driving force that propels Min-Ling to give her all throughout her life journey. Achieving a better version of herself through E. Excel is the ultimate reward for her hard work and dedication.

Life Motto—"The sweetest thing is change."

Meeting E. Excel is Luck and Joining E. Excel is a Blessing

Diamond Masters Kok Yit Yee and Cheah Choong Kong



**Kok Yit Yee and
Cheah Choong Kong**

From: Malaysia

Strengths and Hobbies: Helping others, singing, and enjoying family time

Dream: To enjoy an unrestricted, relaxed life

Traveled with E. Excel to:

Tokyo, Beijing, Macau, Shenzhen, Shanghai, South Korea, Royal Caribbean Cruise, Phuket, Osaka

"Having the chance to meet E. Excel, use E. Excel products, and pursue a career with E. Excel is a blessing and a stroke of good luck for me and my family." Newly promoted Diamond Master Kok Yit Yee, a mother of three children, reiterated her gratitude toward E. Excel during the interview. From her first encounter with E. Excel to the time when she finally embraced her career with E. Excel as her lifelong pursuit, she has gradually undergone a significant transformation in life while starting from scratch.

As early as 2005, Yit Yee was already familiar with E. Excel products and Nutritional Immunology. "My children and I had weak immune systems; with the slightest sign of someone around us getting sick, we would all fall ill. It wasn't uncommon for us to catch a cold several times a month." With a hint of self-blame in her voice, she continued, "During a daily chat with a hometown friend about health, I mentioned that taking medicine frequently is really harmful to our bodies; there's some truth in the saying 'every medicine has its harm,' and I should look for ways to improve immunity instead. She didn't brush off my concern. Instead, she introduced me to Nutritional Immunology and emphasized the importance of safeguarding health through a healthy diet and exercise. I was convinced because I knew these insights came from her personal experience. So, to improve my family's health and my own, I started to learn about Nutritional Immunology. After practicing the concepts of Nutritional Immunology and switching to a well-balanced diet, my family and I became healthier." Her words were filled with joy.

Aside from good health, Yit Yee declared the E. Excel career has also given her another layer of security—multiplication of income and financial independence. "I didn't immediately decide to join E. Excel when I first encountered it. At the time, I felt that I needed to gain a better understanding of the E. Excel career before dedicating myself to it. Therefore, after using the products for over one year, I took up the E. Excel career on a part-time basis. Step by step, I continued to learn and put what I had learned to practice, and finally took up the E. Excel career on a full-time basis upon realizing that the E. Excel career is not only built upon a solid scientific foundation, but also a career that is closely linked to everyone's health. Becoming a committed member of the big E. Excel family is just a matter of time.

"Before embarking on my E. Excel career, I was a homemaker. My husband was the sole provider for our family of five. I lived in fear that we'd be in trouble if my husband lost his job. That fear only vanished when my E. Excel career flourished steadily. With the income from this career, all three of my children have successfully completed their education, and we have also purchased the house we desired. I'm also able to travel the world with E. Excel." The substantial financial and material gains are among the reasons her family gradually approved of her E. Excel career.



“Initially, my family didn’t strongly disapprove of my E. Excel career, but as the time I set aside for my family became less and less because I needed to go out to learn, share, and engage in activities, coupled with their lack of understanding that I was actually working hard for my own business, I didn’t get much support from them. But later, as the health of the entire family improved, and I gradually had more income, they finally recognized the value and potential of this career. So, in the end, I won their full support.”

Success is the result of one’s persistence and hard work behind the scenes. The path to achieving something great is rarely without obstacles! Yit Yee did not shy away from talking about the challenges she faced, “The first difficulty I faced was learning Nutritional Immunology. Since I wasn’t highly educated, I found it really hard to grasp professional knowledge such as how cells make up the organs in the body. But I would find ways to proactively engage in learning it—attending every lecture by Dr. Jau-Fei Chen, and taking the initiative to ask senior E. Excellers for advice. Gradually, I managed to obtain a comprehensive understanding of Nutritional Immunology, and consequently I was able to express my views more clearly, making them easier to grasp when sharing with others. In fact, the process of sharing with others can, in turn, deepen our own understanding of Nutritional Immunology.

“Along the way, I’ve faced numerous rejections and doubts, but I never quit because I firmly believe what I share is science and truth. Even if people cannot grasp it immediately, I’m confident that through consistent sharing and explanation, they’ll eventually understand it.” Reflecting on this, she generously shared tips on how to boost one’s E. Excel career, “First of all, don’t miss any of Dr. Chen’s lectures as each one brings you different gains. Secondly, learn from the experiences of senior E. Excellers while also considering the younger E. Excellers’ views on new things. Last but not least, stay motivated to learn and to improve yourself.”

At the conclusion of the interview, Yit Yee reiterated her gratitude to Dr. Chen and E. Excel, “Dr. Chen is an angel who spreads health knowledge. Prevention costs less than treatment. I appreciate her ongoing efforts in researching the science of prevention and raising public awareness about its importance. Additionally, I want to express my gratitude to E. Excel for not only empowering me to care for my family but also enabling me to assist more people in restoring their health and harvesting happiness, which always provides me with a sense of accomplishment.”

Life Motto—“Never compare yourself to others; surpass yourself.”

Dare to Change

Diamond Master Leong Siew Chi



Leong Siew Chi

From: Malaysia

Strengths and Hobbies: Friendly, patient; learning and traveling

Dream: To have financial and time freedom, and travel around the world with E. Excel

Traveled with E. Excel to:

Paris, London, Shanghai, Beijing, Vienna, Czech Republic, Tokyo, Switzerland, Taiwan, Hokkaido, Holland, Toronto, New York, Seoul, Macau, Shenzhen, Los Angeles, Las Vegas, Royal Caribbean Cruise to Vietnam, Phuket, Osaka, Sanya, Portugal, Jeju

Love can give one the courage to change. For newly promoted Diamond Master Leong Siew Chi, the love for her children gave her the courage to switch career tracks and take up the E. Excel career.

As an engineer, Siew Chi had a hectic work schedule and often traveled overseas for work. She was sad that she did not have much time for her two daughters, aged 3 and 1. She was also worried about her older daughter who fell sick frequently. Thankfully, her manager introduced E. Excel to her.

Siew Chi started learning about Nutritional Immunology and applying that knowledge to take care of her family's health. After a year, she noticed that her daughter did not fall sick so easily. Her confidence in E. Excel grew and she started sharing about Nutritional Immunology with her family and friends. That was when her husband encouraged her to take up the E. Excel career on a part-time basis. And she did because of her daughter.

Siew Chi shared candidly, "My daughter clung to me and cried whenever she had to go to kindergarten. Every mom would feel the heartache. But I couldn't keep taking leave to accompany her to school. So my dream was to have time freedom so that I could send my daughter to school, do my own work, then pick her up after school."

After a year, Siew Chi saw results in her E. Excel career and felt encouraged. But what finally gave her the courage to take up her E. Excel career on a full-time basis was an incident.

"My 4-year-old daughter showed me her drawing but I couldn't believe she drew it because it was so beautiful. So I asked her to draw it again. And she did." Shaking her head, Siew Chi said, "I was such a failure as a mother. My daughter could draw so beautifully and yet I didn't know because I didn't have time for her." This incident strengthened her resolve to quit her engineering job, and she embarked on her E. Excel career on a full-time basis in 2005.

Over these 20-plus years, Siew Chi has achieved much personal growth in E. Excel and humbly shares some tips for new E. Excellers.

Throughout the interview, Siew Chi repeatedly emphasized the importance of having the courage to change. "We must dare to change and take up new challenges. For me, the transition from being someone who faced computers and machinery daily to having to interact with many people wasn't easy. But I'm so glad that I dared to change my career path 20 years ago so I can enjoy the life I've now. If I feel like having a vacation, I can just go because I can arrange my own schedule. I'm not tied down by a fixed work schedule or my annual leave balance."

Learning plays a huge role in the E. Excel career. "If we don't know something, we can learn it. When I first embarked on my E. Excel career, I started from zero. I attended many classes organized by E. Excel, which taught me how to expand my social circle, how to share, and how to close a deal, amongst other things.



"Keep learning and growing. There're continuous updates in the science of Nutritional Immunology so we must keep learning. I repeatedly listen to Dr. Chen's Nutritional Immunology teachings and read the information provided many times to ensure I understand it correctly. The knowledge helps when customers come to me for help. My team also keeps a database of information that Dr. Chen has shared so that we can refer to it when customers send us queries."

Sharing is the cornerstone of the E. Excel career. "Share sincerely and with all your heart. Don't exaggerate and don't be pushy. That's how you can build up trust and rapport with your customers. Many of my customers have become my good friends over the years. Some of my customers' children who have grown up and gotten married have also become my customers. In fact, many of my customers are referrals from other customers. I'm very grateful for their trust and support."

Sharing diligently is also vital in building one's E. Excel career. "When I took up my E. Excel career on a part-time basis, I would go out to meet customers after work almost every day, even on weekends."

Facing rejection is part and parcel of the E. Excel career. "Deal with rejection calmly. Tell yourself that rejection is inevitable because you've also rejected other people. Just move on to the next prospective customer. One day, those who reject me now may need me. At least they know about E. Excel now, and if they have a need, they can come find me. It's ok if they reject me now. I'll wait for them," Siew Chi said with a laugh.

Being patient pays. "I tried to meet up with a potential customer more than 10 times but something always came up at the last minute and she couldn't meet me. Many people would have given up at this point but not me. When we finally met up, she made a big purchase from me. If I had given up, I wouldn't have made the sale. She remains my customer even after 10 years."

Last but not least, you can slow down but keep going forward. "Don't stop. Focus on your dream and set goals to achieve it. In your E. Excel career, you might not see results instantly. Initially, you might need to meet customers every day, but eventually, you will achieve your goal."

For Siew Chi, besides time freedom and the financial ability to send her children to study overseas and buy a new house and land, what is more important to her is personal growth, be it learning to take care of one's health, learning to communicate with others, or learning to be positive and optimistic.

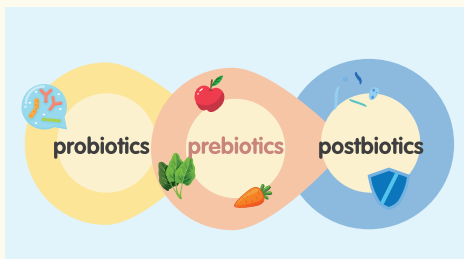
"I'm very grateful that beyond being able to bring health to the people around me, I can become a close friend to others, accompanying them through some of the hardships in their lives. This makes my life more worthwhile and fulfilling. I'm very grateful for all the goodness E. Excel has given me. Let's work hard together. Keep it up!"

Life Motto—"For things to change, I must change first."

Do not fall for catchy buzzwords!



Ever wondered why the authorities do not rein in this ever-expanding parade of brands and buzzwords? It is a game of cat and mouse—regulate one, and another magically appears to take advantage of loopholes. Customers are left in the Wild West of wellness, often clueless about what is what. With companies capitalizing on customers' lack of knowledge and expertise, it is time to arm yourself with knowledge. Remember the golden rule: if it sounds too good to be true, it probably is.



Buzzwords: Postbiotics for Gut Health

Everyone used to be all abuzz about probiotics and prebiotics, but now there is a new player in the game—postbiotics.

Probiotics are live bacteria and yeasts that have a beneficial effect on gut health. These beneficial microorganisms should already be living inside the gut.

Prebiotics are food for the gut's beneficial microorganisms and can foster their growth. Dietary fiber is a common prebiotic.

Postbiotics are the breakdown products produced by gut bacteria after the digestion of prebiotics.

However, some prebiotic and probiotic products may trigger digestive issues such as bloating, gas, and diarrhea, especially in individuals with irritable bowel syndrome. Postbiotic research is in its infancy; more research is needed to learn about the possible side effects of postbiotic products.

But you can sidestep all the confusion and fuss about prebiotics, probiotics, and postbiotics. Fiber from plant foods is the best thing you can give your gut bacteria. An easy way to get more fiber is to wash your fruits and eat the skin!



Buzzwords: Hormone Balance

A current trend in wellness focuses on the concept of “hormone balancing,” suggesting that imbalances, even those not evident in standard endocrine testing, could lead to symptoms such as sluggishness, acne, headaches, and weight gain. However, this notion raises red flags of pseudoscience, as it oversimplifies the complex regulation of hormones and lacks scientific backing.

There is little legitimate medical support for hormone balancing.

Your body constantly adjusts the types and amounts of hormones it produces. The hormones your body produces when you are sleep-deprived or stressed differ from those produced when you are well-rested and happy. There is no product in the marketplace that knows when you lack sleep or whether you are happy or stressed. If a product claims it can directly influence the balance of your hormones, it is best to exercise caution. Such products may disrupt hormonal balance and cause harm, and in some cases, they can even contain added hormones.



Buzzwords: Energy Enhancement

Many products will claim to “enhance energy.” However, most products with this claim will contain some type of stimulants, like caffeine, in high amounts. Often, these stimulants are camouflaged as natural ingredients. For example, guarana, yerba mate, and guayusa are plants that are naturally high in caffeine, but many people do not know that. The best way to

have more energy is to have a generally healthier body—achieved through eating healthier, exercising more, and getting better rest.



Buzzwords: No Sugar Added

Being low in sugar does not make a food the healthier choice. Oftentimes, the sugars will be replaced with artificial sweeteners. Artificial sweeteners have their own set of problems, such as contributing to weight gain and a greater risk of metabolic syndrome and type 2 diabetes.



Buzzwords: Immunity Support

The immune system operates in a delicate balance, and should not be provoked unnecessarily. Products labeled as “immune boosters” often contain vitamins or medicinal herbs. However, medicinal herbs, despite being natural, might have unknown side effects. While vitamins can assist immune support, their true effectiveness lies in whole foods or is for those experiencing severe malnutrition. For healthy individuals, there is minimal or no evidence indicating that vitamin pills significantly impact immune responses, which is actually reassuring. Be cautious about trying to “stimulate” or “boost” the immune function. Anything that triggers excessive immune activity may potentially do more harm than good, possibly leading to other health complications or even autoimmune diseases.

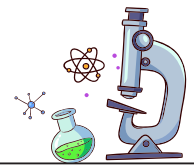
The best approach for the immune system is nourishment and enhancement through nutritious plant-based foods. Wholesome plant foods like vegetables and fruits are the real immune boosters.



Buzzwords: Activated Charcoal

Activated charcoal has limited uses in a limited time period. The main use for activated charcoal is for cases of toxin ingestion or poisonings. In those cases, the doctors in the emergency room will aim to use activated charcoal within the first hour of toxin ingestion, ideally when it can still bind to the toxins in the stomach before they are absorbed into the bloodstream.

In all other cases there is limited evidence for the use of activated charcoal. It will not work for hangovers. It will not work for “detoxifying” the body, since it can only bind to toxins it is physically in contact with, and not those that the body has already absorbed from the digestive tract. It will not whiten your teeth. It does not make a meal healthier; in fact, it may make it unhealthy. Activated charcoal is indiscriminate with adsorption, meaning that it will adsorb nutrients, and even medications, making them less effective. In large quantities, it can block the intestinal tract.



Buzzword: Adaptogens

An adaptogen usually refers to certain herbs or agents that act in a nonspecific manner to rejuvenate the body system or manage stress. This broad definition could fit into almost any product claiming to be good for you. Scientifically proving something as an adaptogen, let alone understanding its impact on the body, is really challenging, if not impossible. So, if eating

an apple feels extra good, you might just call it an “adaptogen apple”—who knows, it might even taste better! When it comes to herbs claiming to be adaptogens, it is wise to check for potential interactions with medications or allergic reactions.



Buzzwords: Medical-grade Skincare Products

There is quite a buzz around medical-grade skincare products, but there are some misconceptions. There is no official difference between how “medical-grade” and over-the-counter skincare products are approved by the authorities. The term “medical-grade” is not regulated, and can be used freely by the manufacturers without approval or additional testing. It is just

a marketing term to give the impression that it is more effective. As long as you can buy the product without a doctor’s prescription, it is simply a regular skincare product.



Buzzwords: Stem Cells in Skincare Products

Many stem cells in skincare products are from plants. The potential benefits from using plant stem cells are not because they act like human stem cells. Plants can contain many compounds that are beneficial to human health. These stem cells do not remain whole within the product, and are not alive. Even if they were alive, they are of no use to us as stem cells because we are humans, not plants.



Buzzwords: Probiotic Facial Creams

Many skincare brands are claiming to “recolonize” the facial microbiome or help “rebalance” it. However, there are multiple issues. Research on probiotic therapies focus on the gut, not the skin. The gut microbiome is also vastly different from the skin microbiome, so what works for the gut does not work for the skin.

Furthermore, most probiotics in skincare products are not alive—they are essentially dead bacteria put on the skin. After all, most skincare products contain preservatives, which will stop bacteria, including good bacteria, from surviving. Live bacteria, even beneficial ones, can potentially pose risks, especially if there are small cuts in the skin, as they may lead to infections. If probiotics do not effectively work on the skin, discussions about balancing the skin’s microbiome is futile.



Buzzwords: Skin Detoxing Treatments

There is no such thing as “detoxifying” the skin from a medical perspective. The skin does not need to be detoxed, and there is no mechanism for detoxing the skin. While sweating eliminates water, it does not clear out impurities or other harmful substances. The body naturally eliminates toxins through the kidneys, liver, lymph, spleen, and immune system. When it comes to removing pollutants, oil, and dirt from the skin, all

you need is a good wash of the face. Over-cleaning or excessive exfoliation can actually harm the skin, making it vulnerable, damaged, and prone to inflammation, which could lead to acne.

Instead, focus on protecting your skin from damage in the first place. For example, use sunscreen to shield it from the sun’s harmful UV rays.



Buzzwords: Clinically Tested, Research-backed, Doctor Recommended

None of these terms are regulated. They are merely used for marketing purposes. “Clinically tested” only means that the product was given to customers to test—not that it underwent clinical trials on the same level as drugs would. “Research-backed” only means that some research was done. The research does not have to be done on the product itself, it could be only marginally connected. The research does not have to

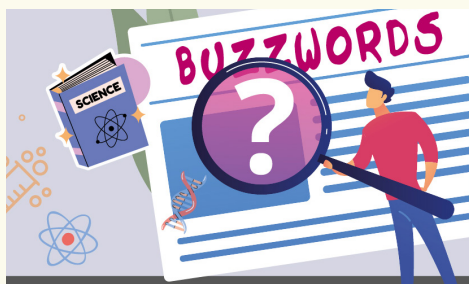
support the product or even be good research. “Doctor recommended” just means any doctor at all recommending it. It is just a ploy to sell more.



Buzzwords: All Natural

Just because something is natural does not mean it is automatically better or even good for you. There are plenty of things that are natural and will kill you. The “natural” label on food products is also very misleading. There are currently no regulations for using the word “natural” on a label. People assume it means something healthy and additive-free, but that

is not the case at all. For example, a meat that is produced with hormones and antibiotics is still considered natural. When it comes to skincare products, only a tiny proportion of the skincare product has to come from plants, or be naturally-sourced, in order for it to qualify as “natural.”



Buzzing Off Meaningless Marketing Terms

While navigating the confusing world of supplements and skincare products, it is wise to favor companies that do not make grand claims about their products. The silence of a company on extravagant promises can paradoxically signal reliability. Checking a company’s history and reputation is crucial. If it operates on an international scale, even better! That means it has to go through different regulations from multiple countries.

Remember, just because a product sounds scientific does not automatically make it better. In this complex market, choosing wisely means valuing a company’s integrity over flashy buzzwords, ensuring customers’ well-being is supported by genuine commitment rather than empty claims.



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

Find a Job That Aligns with Your Values



There is a timeless adage: “Work to live, don’t live to work.” Yet, for many, the weight of responsibilities sees work overshadowing life itself. True, there is nobility in laboring to meet your needs, desires, and in providing for those you love. The hard graft of life is inescapable and forms the backbone of our survival. But must you blindly sacrifice your invaluable time to just any job? Time, after all, is not just golden—it is the very essence of life.

Today, the narrative of “overworked and underpaid” is not just a lament—it is an all-too-familiar experience for many. In a world where the cost of living races ahead, while wages lag behind, it is easy to feel trapped in a system that seems more inclined toward exploiting than empowering. Even as organizations benefit from this dynamic, there is also the apprehension to challenge the status quo, fearing potential consequences.

Yet, the siren call of entrepreneurship beckons. Imagine being the master of your destiny, shaping a career in harmony with your deepest values, and crafting a life where work serves your aspirations, not the other way around.

Everyone’s journey is distinct—defined by individual dreams, passions, and circumstances. However, regardless of the path chosen, a universal truth emerges: true success necessitates unwavering commitment. If the prevailing model of relentless toil for unclear rewards does not resonate, it is time for introspection. Are you prepared to recalibrate, aligning your endeavors with what truly matters to you?

With this reflection as the backdrop, I introduce you to E. Excel’s vision—a paradigm of work that honors not just the act, but the spirit and intent behind it.



Work to Enrich, Not Just Exist

Work should be more than a mere tool for survival; it should be a vessel that enriches your life, intertwining with your passions and well-being. The key lies in harmonizing your professional endeavors with personal aspirations, ensuring that your daily grind resonates with your broader life goals. Think of work not as a separate entity but as a harmonious chapter in the narrative of your life. Every hour dedicated, every value upheld, and the ripple effect of your contributions should all be an organic continuation of your life story and the legacy you aspire to leave.



Empowered and Autonomous

Each individual's path is a unique tapestry of experiences, decisions, and dreams. At E. Excel, we celebrate this uniqueness, championing autonomy and individual agency. Consider Anna, a single mother who discovered her niche with E. Excel. The flexibility allowed her to balance her professional ambitions with her responsibilities at home, crafting a work schedule tailored to her needs. Or John, a young man with great aspirations and ready to embark on his career, can immerse himself in the work to make big gains toward his success. E. Excel provides the ideal work for both types of individuals and everything in between. Self-employed, self-directed individuals have the freedom to engage with their work at E. Excel in the way that makes sense to them. E. Excel offers you the freedom to tailor your engagement, ensuring that work complements life, rather than overshadowing it. When life and work move in tandem, both thrive.

Passion-driven work

Flexible hours at E. Excel are a given. However, as with most endeavors in life, the more you invest, the greater the returns. Think about the standard professional today; they dedicate a minimum of eight hours a day, five days a week to their job. That is a substantial chunk of one's lifetime. It underscores the importance of aligning your career with your core values and principles.

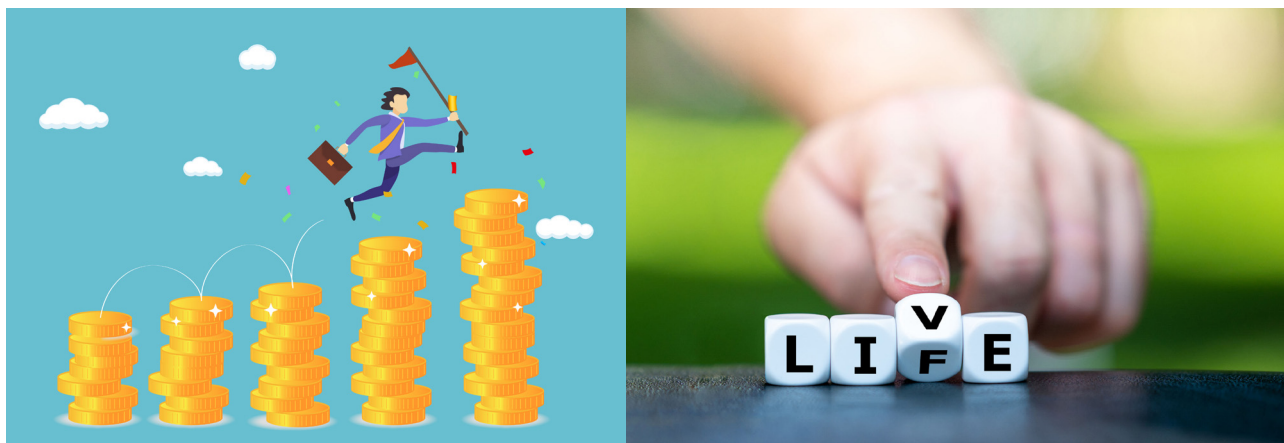
Reflect on your deeply-held beliefs. If your current occupation does not resonate with them, you are potentially investing a significant amount of your time not being true to yourself. While many find themselves in this position and no judgment is cast, it is disheartening to think that countless professionals must compromise their values for livelihood's sake.



Time is undoubtedly your most precious asset. Therefore, pouring it into purposeful endeavors is crucial. Consider James, who is passionate about better health education and the power of nature's wisdom. He embarked on a project at E. Excel that delved into harnessing the benefits of natural ingredients for wellness. Each moment he devoted was a reflection of his dedication to advancing health through scientific knowledge.

Now, envision a job that mirrors your personal ethos. The nature of the work might remain challenging, but every hour spent becomes a testament to your identity beyond the office. Many select their professions based on necessity or the allure of the paycheck. Yet, the transformative power of aligning your job with your values is undeniable. When there is a deep-rooted connection between your beliefs and your work, it often leads to extraordinary outcomes.

At E. Excel, our vision is clear: promote health, wellness, and knowledge. We aim to empower individuals to achieve financial independence and foster generational opportunities via our unparalleled work model. We are in search of individuals whose values mirror ours.



Financial Freedom

Traditional employment often operates on a skewed principle: employees invest countless hours and energy, only to find that their compensation does not truly mirror their dedication. It is not uncommon for workers to feel trapped in a system where they are continuously demanded to give more, yet the fruits of their labor predominantly benefit someone else. We envision a world where financial autonomy is not a distant dream but an accessible reality. True financial freedom lies in directly correlating your earnings to the diligence and ingenuity you bring to the table. And should life present moments that demand your attention—be it the birth of a grandchild or other personal milestones—the freedom to temporarily pause, without detrimental repercussions to your career, is essential. This is true financial freedom.

Generational Opportunities and Legacy Building

Our concept of success transcends individual accomplishments. Generational prosperity is at the core of our vision. The prevailing norm sees countless professionals tirelessly contributing to corporate behemoths, only for the subsequent generation to start anew, often grappling with the same challenges their predecessors faced. We challenge this paradigm. At E. Excel, the legacy we build is not ephemeral; it is designed to benefit not just us, but also the generations that follow. Our acumen, the network we foster, and the wealth we accrue should serve as a foundation for our descendants, should they wish to further the legacy.

At E. Excel, we envision a world where professional accomplishments do not fade with time but rather pave the way for future generations. Unlike the fleeting nature of many conventional jobs, our mission is to offer an enduring legacy. What you cultivate here transcends immediate rewards—it is about fostering generational opportunities that endure.



The essence of E. Excel is not just about empowerment as a trendy concept; it is a genuine commitment. Take the story of Lisa, for instance. Once confined to the repetition of a routine job, she discovered her fervor for teaching and mentoring within our community. Her journey is not just about personal growth; it is about shaping futures, guiding aspiring entrepreneurs, and making a palpable difference.

Our values are paramount: health, knowledge, financial autonomy, personal accountability, and the promise of long-lasting opportunities. Our dual aspirations are clear. Firstly, to propagate health and well-being through informed choices and education. Secondly, to create a realm where driven individuals can sculpt something truly significant for themselves, their lineage, and their wider communities. But the question remains—what drives you? What principles resonate with your core? And how do they manifest in your everyday life, both personally and professionally?

E. Excel is not just an enterprise; it is a revolution. It is a sanctuary where individuals like Anna, John, James, and Lisa carve out their niches, voice their truths, and inspire countless others with tales of resilience and triumph. We stand as a beacon for all those questing for a life that marries career milestones with profound personal contentment. We invite you to be a part of this ever-evolving saga, where every day is a celebration of belief, ambition, and legacy.



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.

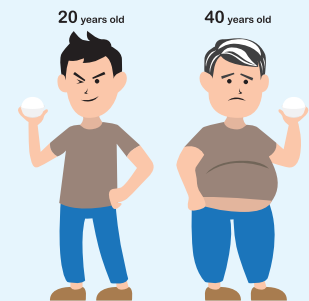
Why am I not losing weight?



The ups and downs of weight management can weigh heavily on one's mind. Let us help you take this weight off your mind (and the rest of your body)! Read on!

WHY

Back when I was young, I could enjoy a bowl of rice and stay slender. Nowadays, I still stick to one bowl of rice (not two!), but it seems to stick to me, making me heavier. Why?



Answer:

Ah, the adventure of aging! Imagine when you were younger—you could go out all night and still function the next day! You could go on day-long hikes or day-long shopping sprees and be none the worse for wear. But with time, your bedtime has probably rolled forward from 2 AM to 10 PM. Instead of running around, you take a leisurely slow stroll. With age, you may become a bit of a slowpoke, and the same could be said of your cells.

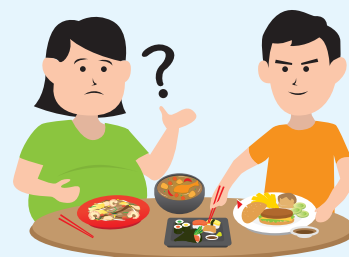
As you age, your metabolism will slow down. Then there is the cell renewal crew—they were once the superheroes fixing up your body's wear and tear, but as time marches on, they have decided to take a bit of a coffee break. Cannot blame them; we all need a rest now and then. And let us not forget the fun part—physical activity! As the years add up, there is a chance your body might decide to take it easy on the jumping jacks. Maybe there is some joint stiffness or muscle fatigue throwing in their two cents.



So, what does this all mean? Well, all these changes mean your body needs a bit less fuel to keep going. To maintain a weight level similar to that of your younger years, it becomes essential to adjust your dietary intake. Consuming fewer calories becomes a practical strategy to align with your body's evolving needs and counterbalance the effects of a slower metabolism, less efficient cell renewal, and decreased physical activity. If you keep taking in the same number of calories as you did when you were younger, you will gain weight!

WHY

My husband and I eat the same portions of food. I have grown horizontally but he has not. Why?



Answer:

It is because you are smaller than he is! Your body size plays a role in how many calories you need. The larger you are, the more calories your body will need, just because it has more cells and tissues to power! Just think about babies and children, for instance. They are smaller than adults, and so they need fewer calories. You would not feed your small child the same amount of food you would feed your husband! However, size alone is not the sole determinant of caloric needs.



Many of us may be amazed at how much teenagers can eat and not get fat. They are a seemingly bottomless gluttonous black hole ready to eat you out of house and home! During the growth and development phase, the body is actively engaged in building new cells and bones. For boys, they are growing an average of about 3.5 inches in height per year during their growth spurt! For girls, they are growing about 2 to 2.5 inches in height per year. They need a huge number of calories to fuel that level of growth, definitely more than an adult who has finished growing.

Interestingly, people who are obese or overweight actually need more baseline calories than someone of a normal weight. That is because they have more fat, which is still a type of tissue. The more tissues and cells they have, the more calories they need, but at the same time, they will be burning fewer calories per pound of weight, which does not help with weight loss!

WHY

My roommate and I are the same age and body size, and our activity levels are similar. We practically have the same meals and same portions. Yet I am gaining weight, while her weight stays the same. Why?



Answer:

You and your roommate may have the same age, body size, and activity levels, but even twins will not be entirely identical. While on the surface you two may seem similar, it may be an entirely different story underneath. Do not judge a book by its cover! There are many other factors that matter, for example, body composition.

Body composition refers to the amount of non-fat mass (muscle and bone) and fat mass in your body. When you step on a bathroom scale, all the number tells you is how much you weigh. It does not distinguish between fat, water, and muscles, among other stuff. Two individuals with the same weight can have vastly different body compositions, leading to a difference in their metabolic rates.



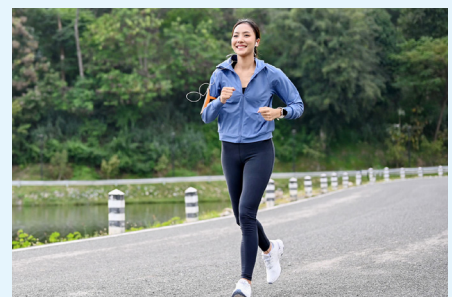
One of the most important factors is the muscle-to-fat ratio. Muscle and fat have distinct characteristics in terms of density, structure, and function. One crucial aspect is that muscle is more metabolically active than fat tissue. This means that even at rest, muscle burns more calories than fat. Therefore, having a higher proportion of muscle can contribute to a higher resting metabolic rate (RMR), which is the number of calories your body needs to maintain basic physiological functions while at rest.

Another factor to consider is genetics. The metabolic rate can vary among individuals, and sometimes it is just down to genes, and how one's body works.

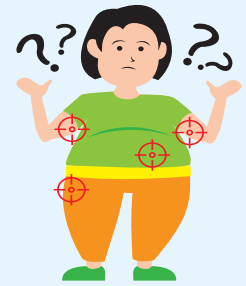
How you manage other factors in life matters too. For example, if your roommate gets better sleep and has less stress than you, she may have an easier time controlling her weight. Stress can influence weight gain or loss, with increased stress leading to changes in eating habits, metabolism, and even the body's response to food. Poor sleep can influence metabolism, and even hunger hormones, making it easier to gain weight.

Our gut bacteria will also influence our weight! Every person's gut bacteria is as unique as a fingerprint. There is emerging research suggesting that the composition of gut microbiota may have an influence on metabolic rate and overall metabolism.

The key here is to work out more! Gain muscle and lose fat. The more muscle you have, the more calories you will burn even when you are resting, which makes weight control so much easier! Another simple habit is to increase fiber in your diet. Fiber helps cultivate a healthy diverse population of gut bacteria, which will help contribute to your overall health. High-fiber foods like vegetables, fruits, and whole grains help keep you feel full for longer.



WHY



Why is it that I cannot target fat loss in specific areas of the body?

Answer:

Oh, if only we could target fat loss in specific areas of the body, but sadly, we cannot. There are all sorts of advertisements out there about “burning belly fat or “toning up your arms,” trying to convince people to pay money for dubious exercise regimens. Many people believe that doing many sit-ups or doing many arm exercises will help burn belly fat and arm fat respectively. But that is not necessarily the case.



Fat is a form of energy storage for our body. Our body does not want us to starve, so when we eat too much, the excess calories are stored as fat to be used in hard times. Luckily, most of us live with an abundance of food all around us. The extra energy is stored as triglycerides in the fat cells.

When we need extra energy, such as when we are exercising, the triglycerides are broken down into glycerol and fatty acids to be used as energy by different cells in the body. This can come from anywhere. When we do sit-ups for example, the fat being broken down is not necessarily the fat around our belly. It can be the fat from anywhere in the body, sadly not just the place we want to work on. Ultimately, it comes down to genetics and how people store their fat. For some people, they tend to store fat in their belly, while others might store fat in other places, like their thighs. Where the fat tends to be broken down will also depend on the individual. The most foolproof way to lose belly fat, arm fat, or anywhere else you want to lose the fat, is to lose weight on a general basis.

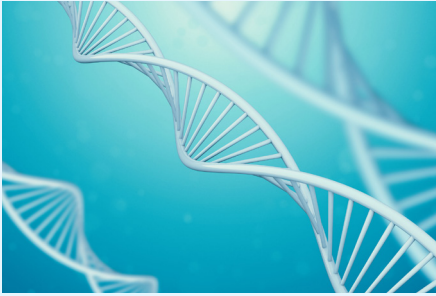
We have all seen those people. They can eat all they want and spend zero time at the gym, yet do not put on an ounce of weight. Why?



Answer:

Let us explore the concept of a potential “skinny gene” and the interplay between genetics and metabolism.

Some individuals seem naturally predisposed to stay slender, and researchers believe that there may be a “skinny gene.” Scientists believe that one aspect of this gene (or a combination of genes) assists lean individuals in managing their weight by reducing their appetite. This essentially means that slender individuals consume fewer calories due to their reduced hunger.



However, it is not as simple as a single gene that determines if someone is going to be skinny. Rather, it is a combination of genetic variants that affect things such as their appetite regulation or metabolic efficiency. However, that does not mean that someone with the “skinny genes” will always be skinny no matter what they eat, and it does not mean that people without the “skinny genes” will not be able to stay skinny. There is much more at play.

The fundamental principle of weight management is based on the laws of thermodynamics. If you consume more calories (energy) than your body expends, the excess calories are stored as fat, leading to weight gain. Conversely, if you consume fewer calories than your body expends, it uses stored energy (fat), resulting in weight loss. There is no exemption from this law. Regardless of genetic factors, everyone is subject to the basic principles of energy balance. Even individuals with a genetic predisposition for leanness must adhere to the laws of thermodynamics: consuming more calories than expended leads to weight gain.

WHY

I eat very little, and I am always hungry, but I still gain weight. I feel like I will gain weight even if I eat only air. Why?



Answer:

Weight gain is not determined by how hungry you are or how much you eat. It is about the calories. People can eat a huge amount of food and still lose weight as long as the calories they eat are fewer than the calories they burn. On the other hand, some people can eat very little, be hungry all day, and still gain weight because they are taking in more calories than they burn. It is all about the calorie density of the food that they are eating.



Let us take an example of those needing 2,000 calories a day to maintain their current weight. If they eat more than 2,000 calories, they will gain weight. If they eat less than 2,000 calories, they will lose weight. How much does it take to reach 2,000 calories a day? It is less than what you would think. For example, if they eat about four chocolate bars, that is about 2,000 calories. If they eat anything more than that, they will gain weight. However, would four chocolate bars be enough to keep them from feeling hungry all day? Of course not!

They might still be hungry after eating all four chocolate bars. On the other hand, if they were eating spinach, they would need about 285 cups of raw spinach to reach 2,000 calories. They would need to eat only a fraction of that amount before feeling full.

Similar foods can also have a very different number of calories. There are many sneaky things in food that will pile on the calories. Consider two salads that appear similar. However, the choice of dressing can significantly impact the calorie content. Creamy dressings, often made with ingredients like mayonnaise or sour cream, tend to be calorie-dense due to their fat content. On the other hand, a simple lemon juice dressing is low in calories. As a comparison, two tablespoons of lemon juice has about seven calories, while two tablespoons of Thousand Island dressing has about 120 calories!

The volume of a food also does not necessarily correlate with calorie content. Plus, many people tend to forget about liquid calories! A 1,000 ml milkshake, made with ingredients like milk, cream, and sugar, is very calorie dense and can contain about 1,000 calories! That is half your day's calories gone! Whereas 1,000 ml of vegetable juice may contain only about 300 calories. Both these beverages have the same volume, and may fill up your stomach the same, but the weight gained will be drastically different.



When it comes to weight control, making informed food choices based on calorie density and nutritional value will be the difference between sustained weight loss and many months of frustrated struggle.

WHY

Intermittent fasting is one of the hottest trends in weight loss, and it appears to be quite effective. Why?



Answer:

The explanation is pretty straightforward. Intermittent fasting involves periods when you do not eat, which naturally reduces your calorie intake, leading to weight loss. However, it is important to emphasize that fasting is not the only way to shed pounds. You can achieve weight loss by eating regular meals in smaller portions, which is also more beneficial for your health. It is worth noting that intermittent fasting can come with side effects like fatigue, headaches, and constipation, and it may be risky for individuals with diabetes taking insulin or those on high blood pressure medication. Additionally, it might not be a sustainable long-term solution because after fasting, people often experience cravings and end up eating larger meals.



WHY

Why will lifting weights not make women look bulky but can make men look that way?



Answer:

Ladies, unless you are training like an Olympic athlete or a professional bodybuilder and practically living in the gym, you really do not need to worry about becoming too bulky. Men can have 10 times more testosterone than women. Testosterone gives a huge helping hand to building muscles. Even then, it is super difficult for men to build big muscles. Weightlifting has many benefits, such as building strong bones. Increased muscle mass helps with mobility, especially with age, and decreases the risk of falls. It also helps protect heart health.



WHY

Is it a fact that I will shed pounds if I stop eating after 6 PM? And if it is, why?



Answer:

Many people will give this type of advice in a well-meaning way, without knowing that it is not the truth. They will say it is because your metabolism will slow down later in the day. While it is true that your metabolism will slow down or speed up throughout the day due to various factors (not just the timing of the day), it is not significant enough to have an impact on weight loss. When it comes down to it, the timing of when you eat does not really matter. What really matters is the daily total intake of calories. Of course, if you stop eating at a certain time, then you might end up taking in fewer calories, which could lead to weight loss. But that is because you are eating less, and not because of the timing of when you eat. However, there is a nugget of truth to some of this type of advice. For many people, they eat because of boredom. At the end of the day, we are tired and just want to relax. For some of us, that means sitting in front of the TV, scrolling through our phone, or being on the computer. In many cases, it also involves snacks—sugary, fatty, yummy, unhealthy snacks. How many times have you mindlessly eaten an entire bag of chips while watching the newest episode of your TV show? Too many times. Forcing yourself to stop eating in the evenings can curb this unnecessary snacking, which in turn means you end up taking in fewer calories.

In the end, it is about what you eat, not when you eat.



WHY

My friend avoids carbohydrates like poison and she does not eat vegetables or fruits. She is all about meats, fats, and dairy, which are calorie-packed foods. But here is the twist—she is actually losing weight! Why?



Answer:

Meals loaded with proteins or fats tend to make you feel fuller for longer. There are several reasons for this:

- Fats take a longer time to be broken down and absorbed in the digestive system, which means the food is kept in the stomach for longer, contributing to a sense of fullness.
- Fats stimulate the release of hormones that play a role in appetite regulation, such as leptin. Leptin signals to the brain that the body does not need more food, and reduces the feeling of hunger.



Thus, people who opt for meals high in fats, such as meats and dairy, may end up eating less and feeling less hungry, and as a result, end up taking in fewer calories than someone eating carbohydrates, such as pasta or rice. However, it is crucial to remember that our main goal in losing weight is to stay healthy—a slender figure is a bonus.

Healthy weight management is about the quality of the foods we eat and how they impact our health as a whole, and not just how they impact the number on a scale. A diet rich in animal products and low in plant-based foods may be associated with an increased risk of cardiovascular disease, certain cancers, and other health issues. It is important to consider the long-term implications of dietary choices on overall health, including immunity and disease prevention.

Vegetables and fruits are carbohydrates too! As a general rule, avoiding an entire group of foods can be detrimental to your diet. Carbohydrates, particularly from whole grains, vegetables, and fruits, provide essential nutrients, fiber, and antioxidants that contribute to overall well-being. Incorporating a variety of carbohydrates into the diet ensures a diverse nutrient intake and supports a healthy balance.

WHY

Why is my beloved “Research Findings” article missing?

Answer:

As this “Beyond” article is a weighty (pardon the pun!) article and we want to maintain our “weight” (number of pages), we will skip “Research Findings” for this issue.



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