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E. EXCEL'S WORLD



October – December 2022

Create the Life You Want

Diamond Masters Hung Ya-Li and Lo Hui-Ming



Hung Ya-Li and Lo Hui-Ming

From: Taiwan

Strengths and Hobbies:

Music and learning

Dream: To manage the E. Excel career and travel around the world with my family

Traveled with E. Excel to:

Hong Kong, Hokkaido, Macau, Zhuhai, Singapore, Malaysia, the Czech Republic, Austria, Nagoya, Canada, South Korea, Royal Caribbean Cruise, Vietnam, India, Sanya, Spain

Make the right choice when the opportunity comes, regardless of how much determination and courage it takes. Your future self will thank you. For newly promoted Diamond Master Hung Ya-Li, her decision to give up her traditional business—a convenience store that tied her down for many years—and commit to the E. Excel career 10 years ago is a right choice that sets her free and makes her happy again.

Recalling the past, Ya-Li was full of emotion, “I was running a convenience store by myself after marriage. Although it’s not open 24 hours, I had to be there pretty much from morning to night, with no rest day. I did everything like procurement, accounting, and running the store myself. I owned a store and it owned my life. Oftentimes I had to stay in the store to wait for customers, and I worried endlessly over the big loan for inventory.” Ya-Li’s remorse towards her parents and children was evident as she continued, “The only day in the year I could close my store was the second day of Chinese New Year when I’d visit my parents. When my children’s teachers asked the students about the places they visited during summer vacation, my children would definitely be among those who didn’t raise their hands to answer the question because the place they visited most often was the nearby hypermarket.

“Hence, if you asked me what I had gained from E. Excel, it’d be the ‘freedom’ I didn’t dare to hope of before! Now I’m free to decide when, how, and where I work. The more effort I put in, the more I gain. At the same time, my E. Excel career allows me to spend time with my family and travel the world, and I even get to help others gain their health. How cool is that?” Ya-Li shared excitedly about how the E. Excel career changed her life. She is no longer a caged bird; she is free to fly high!

Ya-Li’s honeymoon trip would have been her first overseas trip but she canceled it because she was too busy running the store. But thanks to E. Excel’s incentive trips, Ya-Li finally journeyed overseas! She quivered with excitement while sharing about the trip. “I traveled with E. Excel on my first overseas trip, and I saw so many amazing things in Hokkaido. I even plucked an apple with the E. Excel logo on it in an orchard. In the past, the pressure of running the store robbed me of peaceful sleep. But during the trip, I could finally relax completely, and I slept very well at night. The trip opened my eyes to the vastness of the world! I told myself then that I’ll return!” Later on, Ya-Li did visit Hokkaido again, this time with her husband, Lo Hui-Ming, which made up for the canceled honeymoon.



Speaking of how she got to know E. Excel on a deeper level, Ya-Li said frankly it was her astonishment and doubts towards it and her concern as a mother that led her to take the initiative to learn more about it. Ya-Li recounted slowly the starting point that led to her transformed life. "Both my sons suffered from poor health since they were kids. They were well known in school for being sick frequently and always taking medicine. To my amazement, I saw a great improvement in their health shortly after I introduced E. Excel into their life. I was astonished but also very doubtful. Could it have been so easy for my children to have gained health? I was hesitant at first—if I asked about it voluntarily, would I be persuaded to buy the products? To my surprise, E. Exceller Chih-Li visited us many times to share about Nutritional Immunology so that I could learn more about the importance of plant-based nutrition to the immune system!" Ya-Li shared with a smile, "My mother-in-law used to worry that I was incapable of raising kids, but now she often says to my children that luckily their mom encountered E. Excel!"

Nutritional Immunology is a science of prevention that helps draw children closer to plant foods. It charmed Ya-Li so much that she gave up her convenience store to learn it in depth and join the big E. Excel family. "I'm no longer alone. I've Dr. Jau-Fei Chen in front of me to lead the way. I've teammates beside me who are so helpful. It feels so nice that all of us are working hard together!"

Friendly and lively, Ya-Li spoke candidly during the interview, and one could easily feel her positivity and enthusiasm! She laughed, "When I come across good stuff, I just have to share about it with others! Being selfish and keeping it to myself is not my style! To me, Nutritional Immunology and the E. Excel career are good things that I must share! My father works in a folk temple, helping many people solve their problems all his life. I don't have my father's innate ability. But ordinary as I am, I can influence the world through sharing Nutritional Immunology—a tree contributes to the forest."

Finally, Ya-Li said with excitement, "It's been 15 years since I joined the big E. Excel family. Now I can enjoy life the way I want it. Thank you, E. Excel, for bringing my family health and happiness. Thank you, E. Excel, for allowing me to do my best to keep my parents company in the final years of their life so that I could have no regrets. My biggest dream now is for my sons to join me in the future to bring more young people to E. Excel. The E. Excel career is the wind beneath my wings that helps me fly high. It'll also be a pair of eternal wings waiting for my children to take over and soar!"

Life Motto—"Change yourself. Believe in yourself. Affirm yourself. Surpass yourself."

Why be ordinary when you can be extraordinary?

Diamond Masters Lin Chiung-Yu and Guo Yi-Ren



**Lin Chiung-Yu and
Guo Yi-Ren**

From: Taiwan

Strengths and Hobbies:

Cooking, studying Buddhism, and traveling

Dream: To become influential; to travel around the world with family and teammates

Traveled with E. Excel to:

Macau, Hong Kong, Zhuhai, Austria, the Czech Republic, Canada, South Korea, Royal Caribbean Cruise, Vietnam, India, Sanya, Spain

Life with a purpose is a blueprint; life without a purpose is just a puzzle. Born in May, Lin Chiung-Yu challenges herself to achieve a higher rank every year since 2021 as a special birthday gift to herself.

Chiung-Yu shared, "In 2021, the launch of the new and unique product *PlusO2* attracted the attention of many fellow E. Excellers, and with increased sharing, I became a Jade Master one month before my birthday. When the COVID-19 pandemic hit again this year, many around me tested positive, which made me very anxious! As an E. Excel, I shoulder a greater responsibility to look after my family and friends. I sped up my all-out effort to share correct health concepts. During that process, I became a Diamond Master." Becoming Diamond Master by following the mission in her heart and working hard has affirmed the value of Chiung-Yu's life better than any real diamond can, and it is her most meaningful birthday gift!

Chiung-Yu's first contact with E. Excel began with a cup of exquisite *Triflora* shortly after entering the workforce. During Dr. Jau-Fei Chen's scientific analysis at her Nutritional Immunology lecture, Chiung-Yu learned that most of human nutrition can be obtained from plant foods. She became even more convinced of the health benefits of plant-based nutrition, particularly as a vegetarian. However, Chiung-Yu's work required her to travel to many countries so she took a break from E. Excel. Ten years later, she returned to Taiwan and embraced E. Excel once again to improve her children's health. Many years have passed since, and Chiung-Yu now understands better the close link between nutrition and the immune system. More importantly, she now eats healthier. To her, E. Excel is both her only choice and a healthy career.

Chiung-Yu said gratefully, "A big thank you to Chih-Li for helping me, and encouraging me to attend the Company's professional knowledge lectures where I learn many tips on managing my E. Excel career. Learning the importance of developing a sideline career inspired me to start my E. Excel career. Senior E. Exceler Yun-Min's reminder 'to cultivate my own field' made me contemplate my future seriously, and I decided to take up the E. Excel career instead of being just a consumer of E. Excel products.

"Becoming my own boss changed my mindset and motivation level. When I was an office worker, I didn't do more than complete the assigned work. Now I realize that I reap what I sow. The E. Excel career has helped ineloquent me build up the confidence to go on stage. I also started exercising regularly for health despite my dislike of sweating. It has also provided me with a career that I can pass down to my sons. I no longer worry about my future and that of my children. My future holds infinite possibilities.



"Since the COVID-19 pandemic started, I've been feeling even luckier for changing the trajectory of my life 14 years ago and choosing E. Excel as my lifelong career. With the flexibility and training the E. Excel career offers, we've been able to switch smoothly to sharing knowledge online. No longer limited by distance, even E. Excellers overseas can easily join us online. At E. Excel, I've learned that when facing the challenges of the changing times, I can see different views by riding the wave and adjusting accordingly."

In business management, learning from successful people and passing on that knowledge is an unchanging rule. Chiung-Yu noticed that senior E. Exceler Chih-Li's car trunk was always stuffed with products to meet customers' needs quickly. She applied this tip to her own car. "Thanks to the E. Excel career, I can have my own car and prep the trunk so that I can go further and for a longer time while providing timely service. In my everyday bag, there's always a pouch full of my favorite E. Excel products like Elemente mini lipsticks, skincare products, and powdered beverage sachets for use anytime and as conversation starters. What makes me happy is that I've inspired fellow E. Excellers to do the same!"

Chiung-Yu dreams of traveling the world. Adventurous and brave in trying new things, she backpacked through Europe as her very first overseas trip at the age of 21. Now she enjoys the fun of E. Excel incentive trips more. She said joyfully, "After conquering challenges and working hard, I really enjoy sharing the fruits of success with fellow E. Excellers who work alongside me. It's so fun traveling overseas with like-minded friends, especially when these trips are meticulously planned by the Company to pamper us like VIPs." Chiung-Yu smiled, noting that her husband, Guo Yi-Ren, first traveled overseas on an E. Excel incentive trip, and was so thoroughly spoilt by the experience that he has loved traveling with E. Excel ever since!

Joining E. Excel, Chiung-Yu has reaped both time and financial freedom. More importantly, sharing Nutritional Immunology has made her life more meaningful. She said firmly, "I've always wanted to be influential. I remember Dr. Jau-Fei Chen said, 'When I realize that we've influenced the world to some extent and brought about many positive changes, I feel that everything we've done is worth it.' I work hard to share the knowledge of Nutritional Immunology with people in need and help them gain health and hope. My work becomes so much more meaningful when I transform someone's life."

Chiung-Yu is living her life motto, "Why be ordinary when you can be extraordinary?" At E. Excel, she fills the book of her life with page after page of extraordinary living.

Life Motto—"Power comes from beliefs. Success lies in persistence.
Why be ordinary when you can be extraordinary?"

Harnessing the Internet to Succeed As Diamond Master

Diamond Master Janet Ng Wei Ling



Janet Ng Wei Ling

From: Singapore

Strengths and Hobbies: Sharing, making friends, traveling, and dancing

Dream: To achieve financial freedom

"I'm very grateful to my mom for insisting on buying such amazing products for me and my children. Her love brought me into the wonderful world of E. Excel!" said newly promoted Diamond Master Janet Ng Wei Ling with tenderness in her eyes. That was the first sentence vivacious, humorous, and eloquent Janet uttered to start off our interview, revealing how she came to know of E. Excel and embrace it, and her high expectations of and hearty love for E. Excel.

Many people probably cannot imagine how a young up-and-coming star became a Diamond Master in just one year. But it all becomes clear when you feel her charisma, sincerity, enthusiasm, and positivity!

"I'm mainly in the food business, selling some local dishes, such as mee siam and laksa, festive cookies, and mooncakes, online. Because I want to earn extra income, I also sell skincare products, cosmetics, and daily necessities. Over the years of running my business, I've gradually accumulated a group of loyal fans. Now my Instagram account has 18,000 followers!"

Building a loyal fanbase is not easy. Her good reputation is built on the foundation of integrity and high-quality products. "I make sure a product is good before introducing it to people. If it's not good, I never introduce it! Some companies have approached me to advertise their products. But I tell them that I won't advertise products that are not good, no matter how much they pay me! I'm a responsible businessperson, and I won't blindly advertise products. I've already built up my reputation out there, so people trust me when I introduce a product!"

Janet continued, "After the COVID-19 pandemic hit the world, many industries face recession. In 2021, I felt greater pressure raising my three children, but also greater motivation to earn more money. With the encouragement and support from my family and team, I finally decided to take up the career that I've known for over a decade; it's also an industry that'll never go out of fashion and is attracting more attention." The love and passion Janet harbored in her heart was entirely triggered at this point, "I thought, why not share Nutritional Immunology—a science of health that has benefited me so much—with more people? Hence I shared with more people around me about how my son had benefited from Nutritional Immunology. As a result, my relatives and friends got to know of E. Excel and its products, and that I'm an advocate, beneficiary, and Distributor of E. Excel products. In my daily life, for example, I bring E. Excel products with me when traveling overseas and take beautiful photos with them to share with friends. The COVID-19 pandemic has highlighted the advantages of the Internet. With the Internet, I don't have to knock on doors to share about products; I can share them with everyone online.



"Initially, my friends mainly asked me about my experiences with the products. Later on, many of my friends fell in love with the products after using them and realized their goodness and convenience. They'd often share with me and others about their own experiences. They also share tips on how to live a healthy life. Consequently, more and more of my friends have become fans of E. Excel products!"

Optimistic and open-minded, Janet seems to have enjoyed a smooth sailing journey in her E. Excel career. But is it really so? She smiled, "Of course I've faced rejections. But one's mindset is very important. I understand very well that everyone thinks differently so it's normal regardless of whether one accepts or rejects me. When people reject me, I'd say to them, 'It's okay, you can come to me if you need the products in the future. If you've any questions, you can also come to me anytime!' I'd also tell them patiently, 'If you want to build a career, why not consider taking up the E. Excel career? Just share as much as you can first, then build it up bit by bit. After all, this is a career that helps you to earn extra income and improve your life, and at the same time, help others!'"

She added, "Continual learning and sincerity are key to being a successful sharer. Although it hasn't been long since I joined E. Excel, as a firm believer in lifelong learning, I keep deepening my understanding of Nutritional Immunology and learning about the products. When my family and I use the products, I'd feel and observe carefully so that I can share with friends the actual product usage experience and some useful information. As long as you share sincerely about your product experience and how you feel using the products, people will definitely be able to feel your sincerity. This is essential for opening up their heart and gaining their trust."

Finally, Janet heartily encourages fellow E. Excellers, "Never doubt your ability. You can do better!" She also shares her vision for the future, "In 2021, I became an E. Excel Distributor. In doing so, I've another source of income, and I'm one step closer to my goal of achieving financial freedom. In the future, I hope to do more for my E. Excel career and build on my foundation to reach a higher peak of success!"

Embark on the Second Half of Life with E. Excel

Diamond Master Hsieh Li-Chun



Hsieh Li-Chun

From: Taiwan

Strengths and Hobbies:

Helping others, reading, and studying Buddhism

Dream: To achieve

pantisocracy for mankind

Traveled with E. Excel to:

India, Sanya, Spain, Royal

Caribbean Cruise

From considering the E. Excel career as a side job to managing it full-time, newly promoted Diamond Master Hsieh Li-Chun was an ordinary office worker who started her own career in her middle age. Over the pandemic, she pushed her E. Excel career even further by relying more on digital tools.

Before encountering E. Excel, Li-Chun was an office worker who lived off of a fixed salary. Her life was boring with few future prospects. As she grew older and remained single, she started feeling financially insecure about retirement. Hence she began looking for a side job.

Working and applying for an insurance agent license simultaneously, Li-Chun once adopted the slash lifestyle. After attending a Nutritional Immunology lecture, she became an E. Exceller. "E. Excel advocates eating wholesome plant foods, which aligns with my food philosophy. I've been a vegetarian for many years for health reasons.

"E. Excel has helped me so much, especially the convenience it brings to my diet. As a vegetarian, I worry about not getting enough nutrients sometimes and the hassle of dining out. Thanks to E. Excel products, I can replenish my nutrition anytime. For breakfast, I just mix a sachet of *Nutrifresh* and a sachet of *VegeColor* with water, and I'm ready to go out. So convenient!" Li-Chun feels blissful whenever she consumes E. Excel products.

Embarking on her E. Excel career at the age of 41 meant a late start. But this only hardened her resolve to succeed. "Based on the average life expectancy, the first half of my life is already over. I needed to work harder. So I used my spare time after my day job to seize every learning opportunity and internalize what I learned.

"My sharing of Nutritional Immunology was recognized by an elder, and he encouraged me to go full-time to help more people." This got Li-Chun considering the possibility of doing E. Excel full-time. "But taking that first step was really not easy."

Even before going on a full-time basis, Li-Chun was already earning more from her E. Excel career than her day job. "Senior E. Exceller Ming-Zhang encouraged me, 'Back when my earnings from my E. Excel career was only half that of my day job salary, I decided to commit fully to my E. Excel career. So why are you hesitating?' But I was too content with the status quo. And change required great courage. But after hearing Dr. Jau-Fei Chen share during a lecture about how we have to burn our boats before we can conquer an island—an analogy about how we only go all out when our life depends on it, I thought, 'She's talking about me! I must give the E. Excel career my all as if my life depends on it.'" Li-Chun finally went full-time after returning from the Spain incentive trip in 2020.



After doing E. Excel full-time, Li-Chun's life has become more fulfilling and meaningful because she can arrange her schedule freely. "In the past, my time was tied up by the nine-to-five job, and I only looked forward to the weekends. Now with the time freedom that my E. Excel career offers, I can get so many things done during those eight working hours. I learn about Nutritional Immunology in the morning before going out, visit customers daily, meet up with teammates weekly, and set up a booth in the market every fortnight to extend my network. If there's extra time left, I'd visit a temple or catch up with my friends. E. Excel is an inseparable part of my life; I've already infused E. Excel into my life.

"Over the past two years, the pandemic has disrupted our lives, but it has also prompted the public to better manage their health. I can hardly wait to share correct health knowledge. With the Internet, I can reach teammates and customers without being limited by distance. Meanwhile, I continue providing offline service, letting customers feel my warmth and sincerity. By offering both online and offline services and leveraging team power, I can make my team more united." Li-Chun has been sowing, fertilizing, and watering the seed of the E. Excel career for the past six years and has undergone countless hardships. This has helped her to become a Diamond Master today.

Li-Chun thinks the secret to managing the E. Excel career is flexibility in life, which is a kind of wisdom in itself. "The E. Excel career is people-oriented. You meet all kinds of different people. Your teammates hail from different professions, each with different experiences and strengths. Be it in the journey of life or leading a team, you need to be flexible. It's like the story of the oak and the willow tree. While the supple willow tree bent and survived the storm, the proud oak tree didn't. This tells us that one needs to maintain harmony when interacting with others and be tactful when doing things.

"Whenever a fellow E. Exceller says to me 'You've been such a great help. I am thankful for you,' it affirms once again that I am doing the right thing. In the course of my life, many people have helped me, and I am the person I am today because of them. I am thankful that I can also help others, which brings me the greatest joy."

After becoming a Diamond Master, Li-Chun has reached new heights in her life. She has also changed her vision and outlook on life and her attitude towards things. "I've a greater responsibility to shoulder in the future! For myself, I seek to improve spiritually. My next goal for leading my team is to have more of the younger generation joining us. I wish to assist my teammates to discover their unique value in life." Li-Chun encourages fellow E. Excellers with her own experience, "Learn to choose wisely, and learn to gain from letting go. Only when you're dissatisfied with your current situation can you constantly surpass yourself."

Life Motto—"Work hard when you can to spare you from working hard all your life."

Make the Second Half of Your Life More Excellent

E. Exceller Yang Hsueh-Kuei



Yang Hsueh-Kuei

From: Taiwan

Strengths and Hobbies:

Life is sharing, sharing is life

Dream: People around the world have good health

Traveled with E. Excel to:

Bali, Phuket, Bintan, Malaysia, the Philippines, Singapore, Hong Kong, Macau, Vietnam, Thailand, Indonesia, South Korea, India, Suzhou, Hangzhou, Shanghai, Beijing, Sanya, Kyushu, Hokkaido, Tokyo, Osaka, Nagoya, Okinawa, Australia, New Zealand, USA, Canada, Germany, Switzerland, France, Italy, Rome, Vatican City, Spain, the Czech Republic, the United Kingdom, Hawaii, Turkey, Austria, Egypt, Royal Caribbean Cruise

Yang Hsueh-Kuei was a Chinese language teacher when she joined E. Excel. She was introduced to E. Excel by Wu Ling-Chiao, a high school teacher. At first, Hsueh-Kuei was not ambitious about her E. Excel career and thought it was already a big gain if she could earn enough to cover the cost of the E. Excel products that her family consumes. She was diligent as a teacher, and she worked just as hard after taking up the E. Excel career. She said candidly, "When I switched to a new path and had to learn about it, I was an obedient student and took advice to heart—use the products, be determined, learn diligently, be independent early, and persevere to the end. At E. Excel, we've Dr. Jau-Fei Chen, the research and development team, the administration team, and also a group of like-minded fellow E. Excellers. By proactively taking action with a heart to care for others, we shared about the concept behind the products, and gained success that was way beyond my initial conservative expectation. This was something I'd never dreamed of at the beginning."

Two years after joining E. Excel, Hsueh-Kuei resolutely decided to quit her job as a teacher and manage the E. Excel career full-time. While she dedicated herself to her students for the first half of her life, she chose to share Nutritional Immunology with the public for the second half of her life, stepping out of her comfort zone and exploring her potential. She shared, "In the past, I lived a simple life, traveling back and forth between home and school. I didn't dare go far, much less travel overseas, because I wouldn't be able to boil Chinese herbal medicine for my family members who were in poor health. I spent my time after work preparing the herbal medicine; I was so sick of the smell! Nutritional Immunology has made me realize that being healthy can be so easy. Thanks to E. Excel, I've been healthy and energetic for the past 30 years. No matter where I go, I can safeguard the health of my children and other family members. This has strengthened my resolve to share the love and Nutritional Immunology with even more people. Now, I travel all over Taiwan; all it takes is a phone call from a fellow E. Exceller and I'll go over. It's not troublesome, and I don't think about earning money. All I care about is that someone out there needs me!"

Hsueh-Kuei continued with sentiment, "I'm especially grateful to Dr. Jau-Fei Chen. One of her lectures inspired me, and it still moves me now. Thanks to it, I've things to do after retirement, people to care for, and dreams to fulfill." Many people worry that Hsueh-Kuei might get too tired running the business at an age when she could be enjoying her many grandchildren.



She laughed heartily, "Because I'm doing something that makes me happy, I never feel tired. Some people admire my ability to be enthusiastic about sharing the same thing repeatedly. The answer is simple: Dr. Jau-Fei Chen has made me firmly believe that Nutritional Immunology is the correct wisdom. This gives me the confidence to share with excitement!"

Having benefited from the gift of health from Nutritional Immunology, all three of Hsueh-Kuei's children are now E. Excellers. In fact, her daughter Tzu-Yun, son Chuan-Yuan, and daughter-in-law Ruo-Huai, have all attained the Diamond Master rank! Hsueh-Kuei said proudly, "I've two grandsons who just turned 18, and they've joined E. Excel as early as possible!" In Hsueh-Kuei's family, the baton of the E. Excel business that can last for generations has been handed over long ago!

We also interviewed Hsueh-Kuei's daughter Tzu-Yun on the phone, asking her to share about her mom. Tzu-Yun said, "My mom is an example of inspirational teaching. Be it when she was teaching in school or sharing Nutritional Immunology now, she doesn't fear hardship, and she puts in painstaking efforts. She still insists on doing the right thing even when she encounters setbacks or doubts. This is the best thing my mom has taught us by example. I also see in my mom the great importance of making the right choice. My mom had been a teacher for most of her life. At E. Excel, she earned far more in less than a third of the years she had spent working as a school teacher. What's important is that she can help people gain health, and also launch a business without the risk of getting into debt. Sometimes you can have a lofty dream but you can't achieve it on your own. But when you've a group of teammates, and professional leaders like Dr. Jau-Fei Chen, your dream won't seem so out of reach anymore."

Regardless of the occasion, Hsueh-Kuei always wears plain yellow, snow white, or bright colored clothing. This unique dressing style embodies her personality and attracts attention wherever she goes. She said confidently, "When I attended a school reunion several years ago, my classmates were amazed by my youthful appearance and jokingly asked if I had eaten preservatives to preserve my look. I could only reply that thanks to E. Excel, I've good health and confidence that makes me radiant from the inside out. No matter where I go, I'm the focus of attention!"

Life Motto—"There is infinite potential in your hands and heart."

Winning Growth and Success with Passion and Hard Work

E. Excellers Angel Tan and Simon Ong



Angel Tan and Simon Ong

From: Malaysia

Strengths and Hobbies:

Foodie, football, and traveling;
consistent, patient, and
responsible

Dream: To help people better
their lives through improving their
health and wealth

Traveled with E. Excel to:

USA, Europe, Japan, China, Royal
Caribbean Cruise

For many people, E. Excel is where dreams set sail and success grows—a place where life becomes more fulfilling. For E. Exceller Angel Tan, E. Excel is where she found her direction in life and achieved personal growth and success. “I grew up in a single-parent family. In the past, my mom would arrange everything for me, including my job. I never made any decision on my own. I couldn’t find my compass in life. I was a boat drifting aimlessly on the vast ocean, going wherever the wind blows. The E. Excel family has transformed me completely! I’ve learned to be independent, and I know where I want to go,” optimistic and cheerful Angel shared sincerely about how E. Excel has changed her life.

When asked how she came to know of E. Excel, Angel’s memories flooded back. “Many years ago, I was introduced to E. Excel because of my mom. At that time, my colleague only needed three minutes to share Nutritional Immunology with me. I immediately understood the logic to this preventive science—a strong immune system could help the body fend off disease. Hence I instantly embraced Nutritional Immunology!” Angel also said firmly that this science pioneered by Dr. Jau-Fei Chen is easy to grasp even for people like herself whose academic qualification is not very high.

Success is never instant. Behind the dazzling and admired achievements are the sweat, tears, and sacrifices that no one else knows. Angel is no exception. She talked about the initial difficulties she faced with mixed feelings. “Because I don’t know how to read and write Chinese, and I can neither speak nor understand Mandarin well, when I attended the Company’s seminars and meetings in the past, I had to first translate the content to English based on the pronunciation and hanyu pinyin (the romanization of Chinese words based on their pronunciation). After understanding it, I’d practice speaking it in Mandarin. I often asked fellow E. Excellers the meaning of what was shared on stage. It was really hard initially. Many people took only a month or two to familiarize themselves with Nutritional Immunology, but it took me an entire year to have a basic understanding of it. It was really challenging for me!”

When you are passionate about something, objections, rejections, and challenges will not stop you as you persevere on the road to success. “Visiting every Disneyland in the world is one of my dreams. Mickey Mouse is a great love of mine. The Company once had a Japan incentive trip, and Tokyo Disneyland was on the itinerary. During sharing that I used to find difficult to maintain in the past, my passion made me almost blind to any rejection and objection before me. I’d be sad for a while but I’d start over and try again.



Dr. Jau-Fei Chen mentioned before that the word 'failure' did not exist in her dictionary, only the word 'result.' My dictionary is the same. I never give up. I continually self-reflect, and learn and grow from each experience."

Angel's passion for her E. Excel career has also led her to her confidant and significant other. "When we first started dating, my boyfriend then, who is my husband Simon now, often drove me to E. Excellers' gatherings. But he wouldn't accompany me when I went upstairs to meet with fellow E. Excellers and share Nutritional Immunology, preferring to wait downstairs instead. I let him be. He gradually realized that we, E. Excellers, are different from other sales teams—we've the solid science Nutritional Immunology, a great business environment, safe and high-quality products, and a professional leader in Dr. Jau-Fei Chen—and he began to slowly accept E. Excel. Later, when he saw how my income was much higher than what he, a university graduate, was earning with his traditional business, he finally wanted to learn more on his own initiative, and sought to join in! We've walked hand in hand since. I especially want to thank my husband for being there for me through my darkest moments, and for being my wonderful work partner. My burden would have been heavier without him! Now we're the best partners in life. Everyone feels that if they see him, I'll definitely be nearby, and vice versa!"

Now, Angel and Simon have a strong and efficient team, scheduling flexibility, and free time. Be it catching a movie or traveling overseas, they do not have to wait till school holidays and other peak periods and squeeze with others. Angel would like to say to all E. Excellers, "Don't think so much, just do it! Seize the opportunity when it comes. Just like me, grab first then put in the effort to learn. It doesn't matter how I compare to others. My only competition is myself. Just do it! I'd also like to take this opportunity to thank Dr. Chen, Ms. Lau, the Company, and fellow E. Excellers for their support all these years!"

Life Motto—"Believe in yourself and just do it!"

Soybean—The Most Misunderstood Bean in the World

The soybean is one of the most controversial beans out there. It has been blamed for causing breast cancer, gout, thyroid issues, and even the feminization of men. Because of this, some people shy away from soy foods out of misguided concerns. Never fear! Soy foods are not going to cause these issues. Rather, a diet containing soy has multiple health benefits.



All Vegetables and Fruits Contain Hormones

Phytoestrogens are not the same as estrogens (a group of female sex hormones). Phytoestrogens are a type of plant hormone. Plant hormones play important roles in almost all aspects of plant growth. They tell a plant to grow roots, leaves, and flowers, and even how to respond to its environment. Without plant hormones, the plant would just be a blob of cells.

When reading about nutrients in soy, people often see terms like isoflavones, genistein, and coumestrol and tend to have a favorable impression of these but turn their nose up at phytoestrogens. What they might not know is that isoflavones, genistein, and coumestrol are actually phytoestrogens!

Phytoestrogens are good for you. They are associated with multiple protective effects against cancer, heart disease, and bone weakness. Many plants, not just soy, contain phytoestrogens. For example, flaxseeds, sesame seeds, wheat, oats, lentils, rice, mung beans, apples, carrots, almonds, walnuts, strawberries, and yams contain phytoestrogens. If you want to avoid phytoestrogens, then you would have to avoid a number of plant foods, not just soybeans!



Soy Does Not Cause Cancer

The myth that soy increases cancer risk comes from the assumption that phytoestrogens in soy are similar to the hormone estrogen. High levels of estrogen have been linked to an increased risk of certain cancers.

Phytoestrogens and estrogens may sound similar but they are not the same. Phytoestrogens are structurally different from and much weaker than human estrogen. They do not turn into human estrogen when consumed. While animal estrogen can sometimes trigger the growth of breast cancer cells, there is no evidence that phytoestrogens have this effect.

Scientific consensus shows that soy does not increase the risk of cancer—any type of cancer. In fact, eating soy can reduce the risk of hormone-sensitive cancers, such as breast cancer. The Shanghai Women's Health Study is a large and detailed study done on soy and breast cancer risk. The study followed more than 73,000 women over seven years and found that women who ate the most soy had a 59% lower risk of premenopausal breast cancer. This effect was the most pronounced among women who ate the most soy during adolescence and adulthood.



The American Institute for Cancer Research states that soy foods present no increased risk for breast cancer survivors. In fact, some evidence shows that there might be greater overall survival and decreased recurrence among survivors who consumed moderate amounts of soy. Another study followed for over nine years 6,235 women with breast cancer living in the United States and Canada and enrolled in the Breast Cancer Family Registry and found similar results.

Cancer Patients Can Eat Soy

In women with breast cancer, research found that recurrence was lower with increasing soy phytoestrogen intake. The scientists concluded that nutrients in soy might reduce the risk of cancer recurrence in women receiving tamoxifen therapy, a type of cancer treatment. Soy was observed not to interfere with tamoxifen efficacy. Among breast cancer survivors, higher soy isoflavone intake was associated with a lower risk of death.

The Dana-Farber Cancer Institute is a world-class cancer treatment and research institution. It was ranked the number 3 cancer hospital in the world in 2021. It has published that "Current research supports including soy foods in the diet of cancer survivors and does not suggest harmful effects, even for those experiencing estrogen-receptor positive breast cancer. In fact, research in patients with breast cancer suggests possible benefit to overall survival with consuming moderate amounts of soy foods..." Wholesome soy foods can be safely consumed by breast cancer patients, even those undergoing cancer therapy.



Soy Reduces Gout Risk

The common belief that gout sufferers should avoid soy because of its high purine content is wrong. Animal purines and plant purines are not the same. A diet high in purine-rich animal foods can raise the level of uric acid in the blood, which can increase the risk of gout. Purines are found in both animal and plant foods, but tend to be particularly high in foods such as organ meats and seafood. While avoiding purine-rich foods is a good strategy for avoiding gout or preventing recurrent gout attacks, plant purines do not carry the same risk as animal purines do.



Research has found that gout patients who had the highest purine intake had a five times increase in the amount of recurrent gout attacks. However, researchers noted that the risk was increased with animal purine sources, and not plant purine sources. Further research found that consumption of purine-rich plant foods was not associated with an increased risk of gout. In fact, people who ate the most plant protein had a 27% reduced risk of gout compared with those who ate the least.

A study involving more than 50,000 people in Singapore found that those who consumed the most soy products had the lowest risk of gout compared to those who ate the least. This further confirms the findings of other studies that show consuming soy does not increase uric acid in the blood.

Soy Does Not Cause Thyroid Issues

People with thyroid problems do not need to avoid soy completely. A meta-analysis of 18 studies found that soy does not affect our body's ability to produce thyroid hormones. Epidemiological studies have also failed to show an increase in thyroid problems in vegetarians, a population with a high soy intake. In fact, soy can help decrease the risk of heart disease, and help lower blood sugar and cholesterol levels. This is important as people with hypothyroidism can be at an increased risk of various diseases, such as heart disease.

However, it is recommended that people with thyroid problems take medication on an empty stomach. Many foods may interfere with the absorption of some thyroid medications, including soy, coffee, almonds, peanuts, walnuts, cabbage, and kale.

Soy Does Not Affect Male Hormones

Men and boys do not need to worry! The phytoestrogens in soy appear to have no effect on hormone levels. Regarding concerns that soy may have an estrogenic effect and feminize men, research has found that soy does not affect testosterone levels or estrogen levels in men. In fact, some research shows that men consuming soy have less incidence of prostate cancer and have better prostate cancer survival! If soy truly had a negative effect on male hormones or sexual development, then soy-based infant formula would never have been approved for use.



Overall, soy is an excellent nutrient-dense source of plant protein. It can be safely consumed by all except those who are allergic to soy.

Sugar—Evil or Simply Misunderstood?



While sugar is not exactly a health food, it is also not the evil toxin people make it out to be. Sugar is not inherently harmful, and not all sugars are the same. There are many different types of sugar out there, such as sucrose, maltose, lactose, glucose, and fructose.

Fructose, in particular, seems to always have controversy surrounding it due to the widespread use of high-fructose corn syrup (HFCS) as a food additive. Let us peel away the controversies and see that sugar is not the poison it is made out to be.

Sugar Is Not the Sole Cause of Obesity

It can be tempting to blame sugar for the obesity epidemic sweeping the world. Imagine: having a healthy weight simply by avoiding sugar! Nah, this is only a sweet fantasy. Life is not that simple. Research has shown that sugar is not the sole cause of obesity. In fact, replacing sugar with other types of carbohydrate in diets made no difference to the body weight.

Losing weight is all about the calories. If you eat more calories than you burn, you will gain weight. If you burn more calories than you eat, you will lose weight. It does not matter where the calories come from.

	Sugar/Fructose	Fat
Calories per gram	4	9

Here is a fun fact: fat has more calories per gram than sugar does. This means that for the same amount eaten, fat is more fattening than sugar is. Most of the foods we eat are cooked in oil. Just a tiny amount of oil has the potential to add huge amounts of calories, yet it flies under the radar. For example, one tablespoon of oil has about 120 calories. One tablespoon of sugar has about 48 calories. People might use more than one tablespoon of oil to fry up their dinner and not even notice all those extra calories. But if they add in one tablespoon of sugar, they will definitely notice it.

Cutting out sugar in the form of empty calories is a healthy choice. Empty calories are calories that bring no nutritive value. For example, calories in soda are empty calories because soda brings the body no nutrients, only calories. Soda, and other soft drinks, can contain huge amounts of sugar. For example, one can of coke contains about 39 grams of sugar (about 10 teaspoons). Yet coke does not taste that sweet. Many sodas can contain huge amounts of sugar and not taste sweet because ingredients such as phosphoric acid give soda a tangy flavor and help stop the growth of bacteria. The acidity in soda balances out the sweetness.

Fruits and vegetables containing natural sugar come with a package of vitamins, minerals, and plant nutrients that are healthful for you. Plant foods also contain a lot of fiber, which can help control your blood sugar. It is also very difficult to eat large amounts of sugar with fresh fruits and vegetables. For example, you would need to eat about three bananas to get the same amount of sugar you would get from drinking one can of soda. Many people will drink multiple cans of soda but only eat one banana, if any, in a day. So do not avoid fruits and vegetables just because they contain natural sugar.



Sugar Does Not Cause Cancer

Do not believe everything you read on the Internet. There is a lot of fearmongering about the supposed link between sugar and cancer on the Internet. It is all just misinformation.

The assumption is that since cancer cells need sugar to grow and multiply, then sugar will fuel cancer cell growth and thus sugar causes cancer. As with many convincing lies, there is a nugget of truth. Every single one of the cells in our body needs sugar, in the form of glucose, for energy. Sugar fuels the growth of both normal cells and cancer cells. There is no way to completely avoid sugar. Everything we eat, every slice of bread, every bowl of rice, will be broken down by our digestive system into simple sugars for our cells to use as energy. Sugar is not some demon to avoid. Without this fuel, every cell in the body—whether cancerous or healthy—will starve and die. At that point, it boils down to which will kill first—the cancer or the starvation?

The Mayo Clinic states that “There is a myth circulating that sugar feeds cancer and that avoiding sugar will prevent the growth of cancer. To set things straight...sugar does not cause cancer on its own. Giving sugar to cancer cells does not make them grow faster and depriving cancer cells of sugar does not make them grow more slowly.”

Cancer Research UK states that “All of our healthy cells need glucose too, and there’s no way of telling our bodies to let healthy cells have the glucose they need, but not give it to cancer cells. There’s no evidence that following a sugar-free diet lowers the risk of getting cancer, or boosts the chances of surviving if you are diagnosed.”

The American Cancer Society has stated that “All sugars in foods and beverages add to calorie intake, which can lead to obesity, so eating a lot of sugar can indirectly increase cancer risk.”

Sugar Does Not Cause Diabetes

High blood sugar is a key feature of diabetes. But that does not mean that sugar causes diabetes. Diabetes happens when the body does not respond to insulin (a hormone made by the pancreas to control blood sugar levels) as it should, and thus cannot control blood sugar levels. Insulin resistance is linked to obesity, not how much sugar you eat.

When it comes to food for diabetics, the sweetness of the food does not matter, the glycemic index (GI) does. The GI is a ranking of carbohydrate-containing foods on a scale from 1 to 100 based on how quickly and how much they raise blood sugar levels after eating. The lower the GI value, the slower the blood sugar levels will rise after eating the food. Diabetics should aim to eat foods with a low GI value.

Carbohydrate-containing foods can be classified as:

- low-GI: 55 or less
- moderate-GI: 56 – 69
- high-GI: 70 or higher



There is no link between how sweet a food is and its GI value. For example, a potato has a higher GI value than an apple. This means that despite being sweeter, apples cause a slower rise in blood sugar levels than potatoes do.

As an easy guide, diabetics can aim for foods high in fiber. Fiber does not cause a sharp spike in blood sugar levels. For example, diabetics can choose brown rice over white rice because brown rice has more fiber than white rice and its GI value is lower.

Food	Glycemic Index
Apple (raw, 1 medium)	39
Potato (boiled, 1 medium)	82
Brown rice (boiled, 1 cup)	50
White rice (boiled, 1 cup)	66

Not all sugars will cause a big rise in blood sugar levels. While glucose has the highest score of 100, other types of sugar, such as sucrose, lactose, and fructose, have much lower scores. Among these, fructose has the lowest GI value at 19. This means that despite being sweet, fructose does not cause sharp spikes in blood sugar levels.

Sugar	Glycemic Index
Glucose	100
Sucrose	65
Lactose	46
Fructose	19 – 23



High-fructose Corn Syrup (HFCS) Is Not Fructose

Fructose and high-fructose corn syrup (HFCS) are not the same thing.

Fructose, also known as fruit sugar, occurs naturally in fruits, some vegetables, and honey.

High-fructose corn syrup (HFCS) is a processed form of fructose. It is widely added to foods and drinks because it is one of the cheapest sweeteners. Contrary to its name, it is not pure fructose. The most common forms of HFCS are either a mix of 42% fructose and 58% glucose or a mix of 55% fructose and 45% glucose.

Fructose Does Not Cause Non-alcoholic Fatty Liver Disease

Research published in the *European Journal of Clinical Nutrition* shows that fructose in and by itself is not to be blamed for non-alcoholic fatty liver disease (NAFLD)—the buildup of extra fat in liver cells that is not caused by alcohol.

It is only when fructose is overconsumed providing excess calories that you see the adverse effects on health, but no more than when other types of carbohydrates are consumed in excess.

Excess calories from overconsumption and obesity are the main issues. It has nothing to do with eating fruits and vegetables. In fact, higher fruit and vegetable intake can actually protect against NAFLD, gout, and their associated comorbidities.



Artificial Sweeteners Are Not a Healthy Replacement for Sugar

Since artificial sweeteners have zero calories, people often use them as a replacement for sugar in a bid to be healthier or to lose weight. But that can backfire.

A systematic review of 37 studies that followed more than 400,000 people for an average of 10 years found that people who used artificial sweeteners tend to gain weight, not lose it. Data from the San Antonio Heart Study found that those who drank more than 21 artificially sweetened beverages per week were at twice the risk of becoming overweight or obese.

Certain artificial sweeteners may also:

- damage the lining of blood vessels.
- harm beneficial gut bacteria.
- increase the virulence of harmful gut bacteria.
- interfere with blood sugar control and increase insulin resistance.
- change how the body processes fat.

Artificial sweeteners are a very recent newcomer to human history. We still do not know how artificial sweeteners will affect us in such large quantities over many years. Sugar, on the other hand, has always been in our history, and is a natural part of healthy foods such as fruits and vegetables.

When it comes to our diet and health, we cannot make judgments based on certain characteristics of a food while ignoring the whole picture. We also cannot let ourselves be ruled by misunderstandings. As part of the journey to better health, improving our knowledge of health is a requirement.



Soybeans and sugar are both foods unfairly mired in controversy. Soybeans are demonized due to phytoestrogens, but they are rich in other nutrients, fiber, and high-quality protein. Sugar has been vilified to the point where some people avoid otherwise healthy foods in fear of it. While too much sugar is bad for the body, eating healthy plant foods is not going to push the body over the edge. Fruits and vegetables are a great addition to every diet.



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

Dance With Your Fear and Embrace the Unknown

On October 29, 1929, also known as “Black Tuesday,” the U.S. stock market crashed. The world plunged into an economic free fall that came to be known as the Great Depression. In the midst of this unprecedented crisis, as millions of the unemployed lined up with their families for scraps of charity, and as some too proud for charity chose to die of starvation on the streets, American President Franklin D. Roosevelt encouraged his beleaguered and frightened people with these words:



“...the only thing we have to fear is fear itself—nameless, unreasoning, unjustified terror which paralyzes needed efforts to convert retreat into advance.”

Fear is a natural human emotion that we all experience. Anxiety, frustration, doubt, and worry in varying amounts and intensities anticipate the unknown, alert us to danger, and spur us on to prepare for the challenges that inevitably accompany our journey in life. Yet too often, the necessary fear turns into that nameless, unreasoning, and unjustified terror that paralyzes us.

President Roosevelt had the wisdom to see that the greatest threat to his people was not the very real and extreme economic difficulties, but the cold iron grip of fear and anxiety that held the nation hostage. Not only did he recognize the true danger of his time—an overwhelming anxiety that gripped his people’s hearts and minds—but he also recognized that people who could face their fears could face even the most difficult circumstances and survive.

Have you ever been paralyzed by fear? I believe you do. It is a universal experience. Some experience it more intensely than others, some experience it more frequently than others, but who in this world has never had the cold, clammy hands of anxiety stop them dead in their tracks? The fear of rejection, the fear of failure, and the fear of making wrong decisions—these are just some of the many fears, real or imagined, which may accompany us from day to day. Fear is natural and universal, and that is why we must learn to dance with it. So take a deep breath, steel yourself, and face your fear.



The unknown is scary. The unknown holds myriads of horrors, small and large, imagined and unimaginable. But the unknown is also the place you must go to find the things you desire. Are you fully satisfied with your life? Are your finances where you want them to be? Is your health where it should be? How about your relationships or your inner life? Let us be honest, there are things missing in your life, in my life, and in everyone’s life. And the things you are missing, the things you need to advance in life, exist only in the unknown. If this was not the case, you would have them already.

No man was ever born who was given all that he needed and wanted. Everyone must face their fear and anxiety at the door of the unknown and step through to the other side to find what they need and want.

On the other side of that door you may find hurts, rejections, failures, and humiliations. Your romantic interests are not always interested in you. Your financial investments do not always give you a return. Your best is often not good enough. Sometimes you get fired. Sometimes you are treated unfairly. However, on the other side of that door are also new skills that you will need later on in life, the challenges that will force you to learn them, the best people you will ever meet, and a million little mysteries of life that feed and nourish your soul.



Everyone remembers their first job, perhaps it was a job at a busy coffee shop. You remember fumbling everything you were doing, causing huge messes in a store packed with customers and coworkers, being yelled at by impatient customers, being a nuisance to your coworkers, and feeling overwhelmed and isolated. But that job was also where you learned how to talk confidently and comfortably with strangers, where you met the friends who helped you enjoy some of the hardest years of your life, where you formed the relationships that led to your next job, and where you gained the self-confidence you needed to stand tall.

In sum, in the unknown—that terrifying place where all things that hurt you in the past and will hurt you again in the future live—are all the things that can truly make you human, that can truly make your life worth living, and that can make you truly you. That is why the quote “the only thing we have to fear is fear itself” at the beginning of this article is so profound because the fear that paralyzes you will rob you of the very stuff that gives substance and richness to life. And *that* is a fate worse than any specific thing you might fear.

Do you let your fears control you? Fear and anxiety have a nasty tendency to grow and grow the longer you let them. COVID-19 has traumatized us all, but each time you cannot work up the courage to go out and enjoy life, the more difficult it gets the next time. Each time you let yourself feel down because your best effort is greeted with uncaring rejection from a potential client, it gets harder to work up the nerve and try again. Each time a new opportunity comes your way—one that makes sense to you and promises good things for you—and you refuse to leave your comfort zone, it becomes easier and easier to stay trapped in the familiar. This is the voice of fear when it controls you, “Don’t. You can’t do it. It’s not worth it. Maybe another time.”





But when you control your fear, when you own your anxiety, when you face your doubts, then the voice changes. "Be careful. Pay attention. Open your eyes. Get that car washed. Brush that hair. Sit up straight. Focus. Do not be lazy. Do not be careless. Do not mess this up. There is danger here, but also opportunity." This is the voice of fear when you step through that door into the unknown. This is what fear has been trying to tell you all along but you cannot hear its true message until you take hold of your fear and step through the door with it.

It does not matter what that door is for you. Some people are thrilled by public speaking; others have a difficult time even speaking to one person. Some people are extroverts; others suffer from severe anxiety even in intimate gatherings. But we all face the same door, the one into the unknown, where all the dragons of hurt and rejection that guard the treasures of life live. Take whatever step you can forward—big or small. Do not let fear drive you to inaction. Do not let anxiety hold you back.

Finally, E. Excellers, take care of your health. We believe being healthy is important—important enough to make it our company's core mission. Quit smoking, practice moderation, eat healthy, exercise regularly, care for your family and community, help others, and cry or laugh to release tension. You will have more energy, feel less anxiety, and have the confidence you need to face your fears and take action. Good health will stand you in good stead as you conquer your fear.



What do you fear? And what does that fear stop you from attempting or accomplishing? Imagine what your life will be like 10 years from now if you never change, never grow, and never experience the depths and heights that wait for you in the unknown. Can you even call that living? Come, then, with all of your fears, anxieties, and doubts, and step through the door that you have stood outside for so long. If the journey is too hard to make alone, then let us make it together.

There is nothing for us to fear but fear itself! Dance with your fear and embrace the unknown to write exciting new chapters in your life!



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

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

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

Busting sweat myths is no sweat!

Can burning tons of calories and purging toxins be as quick, simple, and painless as sweating it out in a sauna? Read on to find out!



Why We Sweat

Ever wonder why you sweat more when you exercise, are outdoors on a hot day, or have a fever? Sweating is the body's way of cooling itself down. The body uses the excess heat as energy to evaporate the sweat off the skin. As the sweat evaporates, it helps to cool the body.

Breaking out in cold sweat just before giving a public speech? If you are anxious, you may sweat too! That is because the nerves that control the sweat glands are sensitive to emotions like anxiety.

While sweating is a normal bodily function, it may not have all the benefits that people claim.

Myth: Saunas Can Help Burn Lots of Calories in Just One Session

Getting all hot and excited about sitting in a sauna to burn lots of calories? Keep calm and read on.

Yes, you may lose a little weight after sauna sessions. But it is mostly just water weight from all the sweating. The weight returns as soon as you drink water and rehydrate. The higher temperatures will cause the heart rate to increase, leading to a calorie burn that is only slightly higher than sitting on a couch. Therefore, depending on only saunas to lose weight is not an effective weight-loss strategy.



Myth: Sweat Purges All Toxins from the Body

Some toxins, such as certain pesticides, are fat soluble. This means they do not dissolve in water and therefore will not be excreted through sweat because sweat is 99% water. While toxins such as heavy metals and some chemicals have been detected in sweat, the amount is minuscule and has no significance.

Sweating is not the body's main way of clearing out toxins. When it comes to detoxing the body, the liver and the kidneys do the heavy lifting.

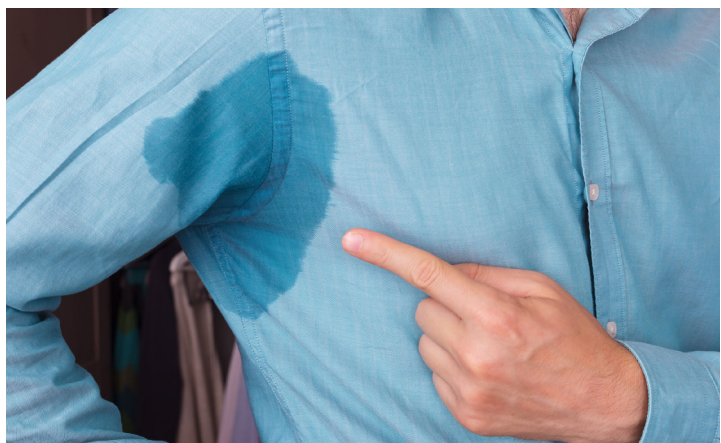
Myth: Sweat Is Stinky

If you have ever been stuck in a crowded subway, holding your breath and wishing fervently that the people around you would lower their arms so their armpits are not in your face, you would not believe that sweat does not reek. But it is true!

Before you raise an incredulous eyebrow and sniff your armpit, please hold your horses! Sweat itself is almost odorless. However, the bacteria on the skin break down components in the sweat into acids that cause the body odor.

Whether someone has body odor is mostly down to their genetics. Some lucky people have a rare gene variant that produces less of an amino acid that causes bacterial growth.

Diet can also play a part in body odor. For example, certain foods such as onion, cumin, garlic, and curry can produce sulfur-like compounds when they are broken down. These compounds can react with sweat and create a unique body odor.





Do you have the rare gene variant for no body odor?

Dry earwax → No body odor

Wet earwax → Body odor

Myth: Sweating a Lot Is Good for Health

If you sweat a lot without rehydrating yourself, it is easy to get kidney stones.

The more you sweat, the less you pee. This increases the chances of minerals settling and bonding in the kidneys or urinary tract, resulting in kidney stones. So if you are sweating a lot, make sure to drink plenty of water.



Fun Facts About Sweat

- Bigger people sweat more simply because they have more body mass to cool down.
- People who are very fit also tend to sweat more because they have more muscle mass. Muscle mass generates more heat than fat does, so the body sweats more to compensate. However, if fit people and less-fit people were to be doing the same task, the less-fit people would sweat more because they would need more effort to accomplish it.



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

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

Hawthorn (*Crataegus* spp.)



Hawthorn May Reduce Heart Attack Damage and Improve Chronic Congestive Heart Failure

The leaves, flowers, and berries of hawthorn contain an abundance of oligomeric procyanidins and flavonoids, which are thought to be responsible for its pharmacologic effect. During a heart attack, the heart suffers from ischemic damage, which is related to free radical effects. The compounds in hawthorn may act as free radical scavengers and reduce damage to the heart muscle caused by ischemia (a condition in which the blood flow, and thus oxygen, is restricted or reduced). These compounds may also increase coronary blood flow. Results of two meta-analyses, including a 2008 Cochrane systematic review, found that when used as an adjunct to conventional therapy in patients with chronic congestive heart failure, hawthorn substantially increased maximal workload tolerance, increased exercise tolerance, decreased the pressure–heart rate product (an index of cardiac oxygen consumption), and improved symptoms of fatigue and shortness of breath as compared with placebo.

Dahmer S, Scott E. Health effects of hawthorn. *Am Fam Physician*. 2010;81(4):465–468. Accessed June 1, 2022. <https://www.aafp.org/pubs/afp/issues/2010/0215/p465.html>

Hawthorn May Protect Against Congestive Heart Failure

Hawthorn has the ability to increase coronary arterial blood flow due to dilation of the coronary arteries and improve the pumping action of the heart. Hawthorn also appears to slightly increase the strength of the cardiac muscle contractions and decrease blood pressure. This results in increased exercise tolerance and protection against congestive heart failure. Hawthorn may also be used to treat congestive heart failure as it may improve exercise capacity and alleviate symptoms of cardiac insufficiency.

Hudson T. Hibiscus, hawthorn, and the heart. *Nat. Med. J*. 2014. Accessed June 1, 2022. <https://www.naturalmedicinejournal.com/journal/hibiscus-hawthorn-and-heart>

Hawthorn Can Help Lower Blood Pressure

Multiple studies have found that hawthorn can significantly decrease systolic and diastolic blood pressure in men and women with mild hypertension.

Hudson T. Hibiscus, hawthorn, and the heart. *Nat. Med. J.* 2014. Accessed June 1, 2022.

<https://www.naturalmedicinejournal.com/journal/hibiscus-hawthorn-and-heart>

Cloud A, Vilcins D, McEwen B. The effect of hawthorn (*Crataegus* spp.) on blood pressure: a systematic review. *Adv Integr Med.* 2020;7(3):167–175. Accessed June 1, 2022. doi:10.1016/j.aimed.2019.09.002



Hawthorn Can Help Lower Cholesterol Levels

Hawthorn can be considered for the treatment of hyperlipidemia (high cholesterol). Researchers have found that hawthorn reduces the level of serum lipids. Hawthorn can inhibit cholesterol absorption and attenuate the expression of two essential liver enzymes involved in lipid biosynthesis.

Wu M, Liu L, Xing Y, Yang S, Li H, Cao Y. Roles and mechanisms of hawthorn and its extracts on atherosclerosis: a review. *Front Pharmacol.* 2020;11:118. Accessed June 1, 2022. doi:10.3389/fphar.2020.00118

Hawthorn May Help Prevent Atherosclerosis

Hawthorn holds potential for the prevention of atherosclerosis (the hardening and narrowing of arteries caused by cholesterol plaques lining the artery over time). It reduces serum total cholesterol and the “bad” cholesterol—very-low-density lipoprotein (VLDL) cholesterol plus low-density lipoprotein (LDL) cholesterol—in animal models.

Dong P, Pan L, Zhang X, et al. Hawthorn (*Crataegus pinnatifida* Bunge) leave flavonoids attenuate atherosclerosis development in apoE knock-out mice. *J Ethnopharmacol.* 2017;198:479–488. Accessed June 1, 2022. doi:10.1016/j.jep.2017.01.040

Hawthorn May Compensate for a High-fat Diet

Studies have shown that pectin oligosaccharides and pectin hydrolyzates from hawthorn could restore unbalanced cholesterol metabolism and serum lipid overload in animals fed a high-fat diet.

Wu M, Liu L, Xing Y, Yang S, Li H, Cao Y. Roles and mechanisms of hawthorn and its extracts on atherosclerosis: a review. *Front Pharmacol.* 2020;11:118. Accessed June 1, 2022. doi:10.3389/fphar.2020.00118

Hawthorn May Improve Angina

Individuals suffering from angina may also benefit from hawthorn. In one study, hawthorn extract or placebo was given for four weeks. Angina decreased in 91% of the patients in the hawthorn group vs. only 37% in the placebo group. Furthermore, 45% of the patients in the hawthorn group stopped their nitroglycerin (medication for angina), compared with 25% of the placebo group.

Hudson T. Hibiscus, hawthorn, and the heart. *Nat. Med. J.* 2014. Accessed June 1, 2022.

<https://www.naturalmedicinejournal.com/journal/hibiscus-hawthorn-and-heart>



Hawthorn Has Strong Antioxidant Activity

Oxidative stress is crucial for atherosclerosis to occur. Oxidized LDLs drive the development of atherosclerosis. Hawthorn extracts can eliminate free radicals to attenuate LDL oxidation.

Bedreag CF, Trifan A, Vasincu A, Miron SD, Aprotosoia AC, Miron A. *In vitro* screening of *Crataegus succulenta* extracts for free radical scavenging and 15-lipoxygenase inhibitory activities. *Rev Med Chir Soc Med Nat Iasi*. 2014;118(2):544–550. Accessed June 1, 2022. <https://pubmed.ncbi.nlm.nih.gov/25076729/>

Hawthorn Fruit Can Fight Against Oxidative Stress

Hawthorn fruit increased the levels of 11 differential metabolites related to oxidative responses as well as the concentration of nitric oxide (NO) and the activity of NO synthase. These are factors that fight against oxidative stress.

Zheng X, Li X, Chen M, et al. The protective role of hawthorn fruit extract against high salt-induced hypertension in Dahl salt-sensitive rats: impact on oxidative stress and metabolic patterns. *Food Funct*. 2019;10(2):849–858. Accessed June 1, 2022. doi:10.1039/c8fo01818a

Hawthorn Has Anti-inflammatory Effects

Inflammation plays critical roles in all stages of atherosclerosis. Hawthorn protects against atherosclerosis by inhibiting inflammation and apoptosis-related factors.

Hawthorn extract may suppress the expression of inflammatory cytokines, such as interleukin (IL)-1 β , tumor necrosis factor (TNF)- α , and IL-6.

Studies have shown that extracts of hawthorn inhibit NO production and inflammatory gene expression.

Wang SZ, Wu M, Chen KJ, et al. Hawthorn extract alleviates atherosclerosis through regulating inflammation and apoptosis related factors: an experimental study. *Chin J Integr Med*. 2019;25(2):108–115. Accessed June 1, 2022. doi:10.1007/s11655-018-3020-4

Wu M, Liu L, Xing Y, Yang S, Li H, Cao Y. Roles and mechanisms of hawthorn and its extracts on atherosclerosis: a review. *Front Pharmacol*. 2020;11:118. Accessed June 1, 2022. doi:10.3389/fphar.2020.00118

Hawthorn May Help Prevent Blood Clots

In animal models, hawthorn extracts prevented adenosine diphosphate-induced platelet accumulation, mediated in response to the purinergic P2Y receptor, and delayed thrombocyte aggregation.

Wu M, Liu L, Xing Y, Yang S, Li H, Cao Y. Roles and mechanisms of hawthorn and its extracts on atherosclerosis: a review. *Front Pharmacol*. 2020;11:118. Accessed June 1, 2022. doi:10.3389/fphar.2020.00118





Here's another Research Findings article. Enjoy!



Blueberries

Blueberries are antioxidant powerhouses!

Blueberries have one of the highest antioxidant contents among common fruits and vegetables. In addition, the anthocyanins (a group of antioxidants) in blueberries are readily absorbed and can help directly increase antioxidants in the body. Researchers found that consumption of blueberries could reduce postprandial oxidation (oxidation that occurs during or after a meal) after a high-carbohydrate, low-fat breakfast. A dietary-achievable quantity of blueberries (75 g) can provide statistically significant oxidative protection *in vivo* after a high-carbohydrate, low-fat breakfast.

Wolfe KL, Kang X, He X, Dong M, Zhang Q, Liu RH. Cellular antioxidant activity of common fruits. *J Agric Food Chem*. 2008;56(18):8418–8426. Accessed June 1, 2022. doi:10.1021/jf801381y

Mazza G, Kay CD, Cottrell T, Holub BJ. Absorption of anthocyanins from blueberries and serum antioxidant status in human subjects. *J Agric Food Chem*. 2002;50(26):7731–7737. Accessed June 1, 2022. doi:10.1021/jf020690l

Blacker BC, Snyder SM, Eggett DL, Parker TL. Consumption of blueberries with a high-carbohydrate, low-fat breakfast decreases postprandial serum markers of oxidation. *Br J Nutr*. 2013;109(9):1670–1677. Accessed June 1, 2022. doi:10.1017/S0007114512003650



Blueberries May Protect Against Heart Disease

Blueberries have shown substantial cardio-protective benefits due to their high polyphenol content. Researchers examined the effects of blueberry supplementation on features of metabolic syndrome, lipid peroxidation, and inflammation in obese men and women. Systolic and diastolic blood pressure, plasma oxidized LDL, and serum malondialdehyde decreased more in the blueberry-supplemented group.

Basu A, Du M, Leyva MJ, et al. Blueberries decrease cardiovascular risk factors in obese men and women with metabolic syndrome. *J Nutr*. 2010;140(9):1582–1587. Accessed June 1, 2022. doi:10.3945/jn.110.124701

Blueberries May Reduce Atherosclerotic Lesions

Apolipoprotein E (ApoE) deficiency in mice leads to the development of atherosclerotic lesions resembling those in humans. ApoE-deficient mice fed a diet rich in blueberries showed a recession in the symptoms of atherosclerosis with reduced number of atherosclerotic lesions and upregulated synthesis of key antioxidant enzymes in the liver and serum, namely superoxide dismutase (SOD) 1, SOD2, glutathione reductase, thioredoxin reductase 1, and serum paraoxonase 1.

Wu X, Kang J, Xie C, et al. Dietary blueberries attenuate atherosclerosis in apolipoprotein E-deficient mice by upregulating antioxidant enzyme expression. *J Nutr*. 2010;140(9):1628–1632. Accessed June 1, 2022. doi:10.3945/jn.110.123927

Khurana S, Venkataraman K, Hollingsworth A, Piche M, Tai TC. Polyphenols: benefits to the cardiovascular system in health and in aging. *Nutrients*. 2013;5(10):3779–3827. Accessed June 1, 2022. doi:10.3390/nu5103779



Blueberries May Help Lower Blood Pressure

Blueberry consumption may be beneficial in reducing blood pressure. A study using animal models demonstrated that acetylcholine-mediated vascular smooth muscle relaxation was increased with a blueberry diet, amplified when the nitric oxide (NO) synthase pathway was blocked, and attenuated when the cyclooxygenase (COX) pathway was eliminated, suggesting that blueberries affect the NO and COX pathways. Vascular smooth muscle relaxation causes vasodilation, which can lead to a decrease in blood pressure.

Khurana S, Venkataraman K, Hollingsworth A, Piche M, Tai TC. Polyphenols: benefits to the cardiovascular system in health and in aging. *Nutrients*. 2013;5(10):3779–3827. Accessed June 1, 2022. doi:10.3390/nu5103779



Scientific research requires judgments based on professional knowledge and rigorous implementation processes. These processes consist of complex methods, any small change in which can affect the results drastically. We have provided you short summations of the research for ease of understanding. Do not use this as a basis for self-diagnosis or self-treatment.



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