

A Newsletter for our Life Force International Community

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**WE ARE
WINNERS**

We Are Winners!!

Greetings, everyone! It's hard to believe that we are already feeling the touch of Fall here in the US. This year has just flown past. Recently, Michael and I had the joyful experience of spending a couple of days in Montana with Life Force folks Julie and Chip Beste. We had a truly wonderful time, and again gave thanks for all the many, many gifts this business brings to us. Having great friends and business partners in different parts of the world and going to spend time together and explore new places.....it sure is tough being a successful network marketer!! Now is a great time, post Convention, to harness the energy of your goals and visions, and really commit to having an end-of-year goal that you achieve. Talk to your sponsor or another Life Force friend about what it is you want to accomplish, and hold each other accountable so that you really get there!



Building Your Business

Here is our ninth installment of looking at each of the steps in the *10 Step Pattern for Success* to help you become a stronger, more effective leader and coach.

Step 9 – Write Down Your Prospect List

Network marketing is all about relationships. Without strong relationships there is no substance – no glue. And in time, there is no company.

The best part about making a prospect list of the people closest to you is that there is no credibility gap or relationship gap. In terms of building your business, one of the most useful things about the people closest to you is the trust and regard you have for each other. This allows you to have a conversation about almost anything easily,

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naturally, without fear of rejection. The recommendation of a friend is the single most powerful marketing force in the world!

In network marketing, there is no success except through partnership. Partnership comes into existence around a project. Whether it's the partnership of marriage, being a member of a team, or a formal business partnership, partners join to accomplish something together. Partners need each other. The conversation you have here in Step 9 after you make your list is an offer you make – a proposal. When you've decided this person has the values and vision you want in a partner, you can make your offer to take a look at the possibility. A preexisting relationship and the credibility that goes with it will increase retention, because the new person takes the business more seriously and gives it more time. One of the great advantages of doing this business is that it is filled with possibility for everyone that you know. Who is it in your life who values freedom and independence?

Remember, this is a system based on sound principles and respect for relationships. All things being equal, people tend to do business with people whom they know and trust. I LOVE being in business with my best friends and my family. We get to play together and we get to share the wonderful gifts that have come from having a commitment to make this work for all of us.

Menopause – Let's Take a Look

Menopause is a natural progression the same as puberty, with changes happening in the body. It has become quite common to view menopause as a disease with associated symptoms that need to be "cured." However, maybe I can make this a little easier to understand.

One of the things that happens during this time is that with the slowing of estrogen production, the whole body is affected, not just sex and reproduction. While estrogen is essential for reproduction, it also acts on other non-reproductive organs and systems in the body. One of these is the brain, as brain cells contain estrogen receptors and require this hormone to stimulate these receptors for normal cell function. If the body is in a healthy and balanced state, other organs will take over from the ovaries and continue to produce a less potent form of estrogen – this is primarily the endocrine glands – and so the severity of the "symptoms" is greatly reduced. Progesterone works as a counterpart to the estrogen and also has effects beyond the reproductive system. It has a calming effect on the brain and appears to affect other aspects of the nervous system as well. The correct balance of estrogen and progesterone needs to be maintained.

All nutrients are needed for normal hormone production and function. Often there are mal-absorption problems during this time of life and we need something that is not only nutrient-rich but is also in a form that our body can absorb and utilize. Our product Body Balance fits this picture perfectly as a foundation. One of the causes of early menopause, from a nutritional perspective, is a deficiency in micro-minerals. So this is a good starting point. Also, when sea vegetables are processed with integrity to keep all the nutrients intact, they are a rich source of vitamins D and K that assist with the production of steroidal hormones like estrogen, and DHEA in the adrenal glands. This is especially important because, as we saw, the adrenal glands play a key role in shoring up hormone production when estrogen production slows down.

Aloe vera is, among other things, an immune stimulant. (This is because of a mucopolysaccharide present in the plant called acemannan.) It has been shown to have a remarkable ability to normalize damaging processes in the body. Again, the aloe has to be extracted and processed in a way that doesn't damage the nutrient content. It is also adaptogenic, which means that it has the ability to act appropriately on the problem or problems of the person using it. It contains more oxygen molecules than any other plant, so that it oxygenates the entire system.

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Also, hypothyroidism is common in menopausal women and many symptoms ascribed to menopause may be due to improper thyroid function. Body Balance is one of the best ways to get adequate iodine.

Osteoprocure is a calcium supplement that is highly assimilable, with all the needed co-factors. There is a huge osteoporosis scare with a diminished supply of estrogen. The calcium we take has to be in a form that the body can properly utilize, otherwise it will not be assimilated and can then build up in the body and become an added health hazard. All of the nutrients I am going to mention here in this paragraph are present in Osteoprocure. Calcium and magnesium are both needed to protect against bone loss and also to relieve nervousness and irritability. Boron is necessary for calcium absorption, as is phosphorous, potassium, zinc, Vitamin D, and a number of other nutrients. Vitamin D also regulates the calcium within the body, which means that it makes sure there is always enough calcium in the bloodstream at any given time. Selenium is an important trace mineral linked to normal hormone balance. With hot flashes potassium is lost, and the replacement is necessary not only for the calcium uptake, but also to protect the nervous system. Calcium also helps to alkalyze the body, and relieves nervousness and irritability. (When you are losing a lot of blood and it is acidic, this prompts the bones to release calcium as a buffering agent. This is an important factor in bone loss.) I have friends whose menopausal symptoms completely balanced out when they added the Osteoprocure and Body Balance to whatever else they were doing.

A good protein supplement is important because of a number of things. First and foremost, it is needed to help stabilize blood sugar. If a woman has hypoglycemia, menopausal symptoms become more pronounced. Stress puts a burden on the adrenal glands, which therefore produce smaller amounts of the hormones that are needed to help reduce the effects of declining estrogen in the body. Amino acids that are bio-available also aid liver function and help to detoxify the liver. Amino Charge contains a soy protein, and soy protein contains a natural form of estrogen called phytoestrogen. These phytoestrogens may help relieve hot flashes and protect against osteoporosis and heart disease. Also, the Amino regulator has a wonderful ingredient called 5HTP that has been found to specifically affect brain function and mood stabilizing.

Sunbright is a great product during this time, as it feeds the endocrine system. I have used that myself and I feel great with it. It is also wonderful for energizing the body during times of depletion. And wild yam has been shown to be a natural estrogen promoter.

True Greens contain a whole wealth of ingredients that are so helpful, including rice bran that has been shown to be effective in treating the symptoms of unhealthy menopause. And chlorophyll is VITAL for red blood cell production.

FlexeoPlus is a WONDERFUL addition for menopausal women, mainly due to the ipraflavine, which is an isoflavine. Isoflavins do basically the same thing as estrogen replacement but without all the side affects.

In terms of diet, dairy products and red meat promote hot flashes and also contribute to a loss of calcium from the bones. Fish is a good food to eat because it is very high in EFAs which are needed for the production of estrogen. Eat as many green foods as possible.

Some other recommendations would be to add blackstrap molasses to the diet (a great extra iron supplement). Also avoid alcohol, caffeine, sugar, spicy foods, and very hot drinks and soups. All these things make the blood more acidic, and can trigger hot flashes, aggravate blood loss, and make mood swings worse. Also cut down on salt intake, as this can make a significant difference in the urinary excretion of calcium.

