

A Newsletter for our Life Force International Community

February 2007 - Volume 4, Number 2

**WE ARE
WINNERS**

We Are Winners!!

Greetings to you all. It is a VERY exciting time for us all right now, as a whole lot of new momentum is happening in our organizations. People are really catching the fire and are experiencing some TREMENDOUS growth. This is a picture of Michael here at our home in Australia.....a typical day at the "office"!! Conference calls are doubly invigorating when we are able to live and work in such a glorious place. And this is of course thanks to our wonderful network marketing business and our wonderful network marketing partners and team members.



What's Behind a Great "Show the Plan" Presentation?

So that we can do, and then teach others to do, the best presentation possible, here are a few ideas that may be helpful:

- a. The first thing is to have a clear outcome in mind. Go into the presentation knowing what you want the outcome to be. Be very clear on your intent, and be specific. For example, your objective may be: "My intention is to do the best presentation possible, to present the material in a clear and precise manner so that the prospect is able to make a clear and informed decision." Or you may clearly see this person signing up and being very excited about what they have just heard. This also applies when you are coaching your team. Have your own clear sense of what you want the outcome to be.
- b. Articulate your vision. Nothing captures people's attention more than hearing a clear, compelling vision. Knowing what it is you want and articulating that, will keep people listening to your every word. It is important to envision the process as well as the end result. You can project that vision onto the movie screen of your

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- listener's mind. So I encourage you to take some time and focus on YOUR clear, compelling vision. In this instance, have it include your profession as a network marketer, where Life Force is going, your vision for your team and the leaders in that team, as well as your own personal vision. Even just having this clear for yourself will make a huge difference to your business and how people respond to you. Write it down and have it up where you can see it while you are on the phone.
- c. Make your belief rock-solid. We have an incredible gift that can change people's lives. When we KNOW that in our very being, it fuels us with energy, enthusiasm and confidence. It draws people to us like a magnet, leaving them wanting what we have. Know in your heart that the right people will recognize and embrace this gift, and this will then release you from the outcome and let you take on a powerful posture.
 - d. Come from a place of contribution. See yourself as a giver, a contributor, to this person's life. Think about who this person is, what they need, and how you can make a difference for them. Make it all about them. You can also give a quick thought, meditation or prayer to whoever is about to hear your presentation. See yourself as the conduit for them to receive what they need and want. This allows you to align your purpose with your highest good and put your heart in the right place. Remember, whatever we are communicating to someone has an impact, and that impact is largely non-verbal. The main message the other person receives comes from who we are being....from our heart and our true intention.
 - e. Enjoy the presentation! Have fun and show it. It will be contagious. The other person will get it! Be grateful and express it....let it come through your presentation. Think of each presentation as your only one, and do it in joy!

Nutrition and Cravings

The nature and type of food we consume really determines our appetite. Our normal "full" signals (the signals that tell us to stop eating, or the "off" switch) are easily overwhelmed by highly refined sugar and fat foods such as ice cream or soda. From an evolutionary perspective, we haven't evolved an "off" switch to these foods because they are so new. Until very recently they weren't part of the normal diet because they didn't exist.

It has been found that refined carbohydrates such as refined sugar, white bread, pasta, potato chips, etc. may create food cravings by increasing serotonin, a natural feel-good hormone in our brain. In fact, for some time now binge-eating episodes have been thought to be triggered by a serotonin-related "carbohydrate craving," which pushes the body further and further out of balance. On the other hand, unrefined carbohydrate foods such as fruits, vegetables and whole grains are high in fiber, which has the opposite effect on cravings. A recent investigation on dietary fiber found that "the addition of fiber to weight-loss diets should be considered as a tool to improve success" after finding that people who include more fiber in their diets have a lower prevalence of obesity. In support of dietary fiber, a study found that supplementation with psyllium before a meal significantly reduced feelings of hunger after a meal. Intestinal Tone is a very high-quality psyllium that can and should be used as needed.

Compared to low-fat diets, higher protein diets that are able to be digested and assimilated properly enhance weight loss. This results in increased dietary satisfaction and decreased food intake. As it happens, protein is a powerful inducer of a hormone that switches off our appetite. So instead of counting calories, try eating some protein-rich foods at each meal, as studies show that you will reduce your calorie intake without even thinking about it. Amino Charge is a wonderful and easy way to obtain highly assimilated protein any time of the day. Furthermore, it has also been shown that in previously obese subjects, increasing their dietary protein intake

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resulted in 50% lower body weight by controlling appetite. So it seems protein helps to keep the weight off as well.

A diet that focuses on high fiber, low-glycemic-index foods such as fruits and vegetables, provides ample bio-available protein, and allows a modest amount of healthy fats and minimally processed foods, has the potential to enhance satisfaction, reduce food intake, and promote weight loss and healthy balance and maintenance. True Greens contains a super amount of fruits, veges and good, healthy fats. By combining True Greens and Amino Charge, we have the gift of a pretty complete spectrum of all of the above.

Congratulations!!

From Penny—What a ride to Platinum it was! I wanted this so much! I kept thinking I had to steer and when I tried that, I bumped into boulders and stalled. When I was reminded that I didn't need to know HOW I'd get there, I could be open, and then when I bumped into an obstacle I could adjust pretty quickly and keep moving. Plenty of issues came up for me: Can I trust that it will happen, that the people I'm working with will pull through, that I have enough leadership and skill and love to help them reach their goals? For me, it was an exquisite and sometimes difficult dance of outer work and inner work. One without the other would not have been enough. Daily team calls were critical. I was not the only one talking to many friends old and new. A bunch of us actively looked for who was interested and ready. We shared our goals. Yes, I worked hard! I asked directly for help. I asked for orders and I asked for support. AND I listened to The Secret over and over, and remembered to focus on what I want (not what I don't want). To see and also FEEL it here, now. The outer became a manifestation of the inner experience.

My team WAS there, oh my gosh! Both above and below, in a huge way. Lots of tears of gratitude at the end. We really are a team! We can count on each other.

Last night, after it was all over, after a sweet celebration dinner and plans to play at the beach today, did I sleep like a baby? No! I'm wired! What's next, who's next, where do we go from here? This is a confidence-building stepping stone to where I'm headed. I love it.



**PENNY GILLESPIE
OUR NEW PLATINUM!!**

