



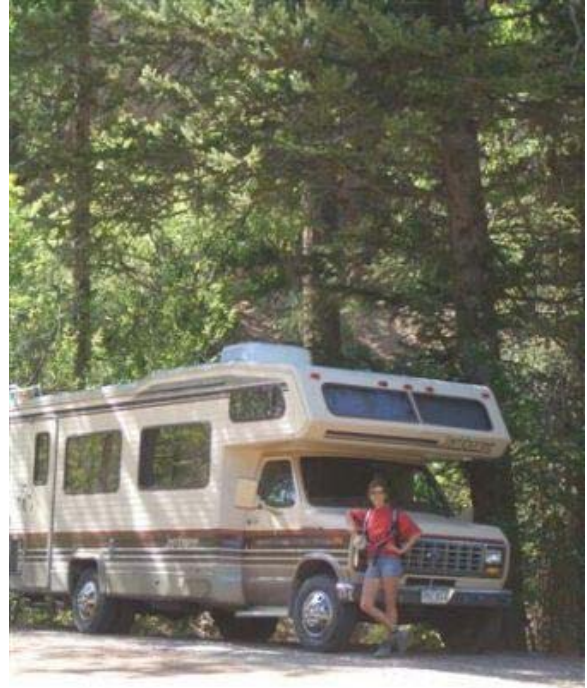
**WE ARE  
WINNERS**

## A Newsletter for our Life Force International Community

May, 2005 - Volume 2, Number 5

### **We Are Winners!!**

Greetings, all. Michael and I have just come back from a WONDERFUL week away in Utah and Western Colorado. We spent the week traveling in our motor home and hiking through magnificent wilderness areas, and really having a break from our everyday work. What a gift being able to just take off like this, knowing that Life Force is growing and sustaining all of our teams while we are away having fun!



### **Building Your Business Implement a Powerful Vision for Yourself and Your Team**

Here at Life Force we talk a lot about visions/goals/dreams, and the driving force of these as impetus for creating a powerful life for ourselves. Let's take that a little further and look at creating a vision for our whole team. Having a conference call (or a series of them) to brainstorm a group vision is a powerful thing to do! Here are a couple of suggestions:

1. Be courageous and allow your spiritual and idealistic side to shine through. When you do, it gives everyone else permission to express that aspect of themselves. Allow yourself to let go and indulge in "anything is possible." The heart of a vision statement is not so much in the actual words but in the act of discovering and committing to it. Sharing it with a team is also an invitation to others to let us know when we are fulfilling it and when we are falling short. **A vision is a powerful abstraction – to be authentic it must have corresponding behaviors.** Remember, "To transform life, transform the moment."
2. Write down and clarify your vision of greatness for and with your team. What will greatness in your team look like with respect to yourself and your members? What will your values look like in action? **Use key words and phrases only!** Making whole sentences dilutes the message. A powerful vision:
  - Has impact, color and excitement
  - Is optimistic
  - Uses metaphors, analogies and colorful language
  - Has an emotional charge for both listener and speaker
  - Is specific – others have a picture of it
  - Is in time – there is a time "by when" it will be achieved
3. Commit to the vision because whether or not the results are completely accomplished, who you become in the process is worthwhile for its own sake.

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## Product Of the Month

### BODY BALANCE - A WONDROUS SOURCE OF MINERALS

Every living cell on our planet depends on minerals for proper function and structure. Minerals are needed for the proper composition of body fluids, the formation of blood and bone, the maintenance of healthy nerve function, and the regulation of muscle tone including the heart. Today in our modern world, mineral deficiency is even more likely to occur than vitamin deficiency. The soil conditions on farms that grow most of our food simply do not have anywhere near the mineral content needed to produce the quality of food that we need to keep our immune systems strong. Even if we eat a theoretically "balanced" diet we are still at risk for severe mineral deficiencies. The mineral-rich content of Body Balance is therefore not only ideal for maintaining these healthy levels of minerals, especially trace or micro-minerals, it is ESSENTIAL if we are to have a quality of life we can count on in any way.

Some minerals are the very foundation for the electrical nature of life, whereas others play out their role at the very core of every enzymatic action in the body. Because all enzyme activities involve minerals, without them vitamins and other nutrients cannot be utilized! Because some minerals are required in high concentrations, these are called macro minerals, or electrolytes. For example, macro minerals such as sodium, calcium and potassium help to create the electrical impulses of muscle and heart movement, as well as the electrical aspects of our nerves and our brain function. Trace minerals, which are needed in much smaller amounts in the body, are nonetheless just as vital. Without trace minerals, important enzymes remain idle and useless and therefore the functions they perform are not able to take place.

The Medical World News stated back in 1992 that most people have micro mineral deficiencies and don't even realize it. It said that roughly 30% of elderly people in the United States have severe mineral deficiencies, even if some appear to be in average health. I would suggest that the number is much higher. After all, if the food most people eat is grown in mineral-deficient soil, it cannot be expected to nourish and fortify. So if our very food itself is so deficient, where do we go for these vital elements of health?

We now know that minerals should come from food whenever possible. An important aspect of mineral nutrition is that each nutrient MUST be in balance with the others. The level of each mineral in the body has an effect on every other, so if one is out of balance, all mineral levels are affected. For example, too great an intake of copper can depress zinc levels, resulting in zinc deficiency and potential copper toxicity. Too much calcium can affect magnesium absorption. With minerals, especially trace minerals, it's definitely NOT true that if a little is good, then a lot must be better. We haven't yet been able to recreate the perfect balance that nature has. The wide spectrum of macro and rare trace minerals in our Body Balance food fits this criteria of what our bodies need, perfectly. These minerals are easy to assimilate precisely because they are bonded to, or chelated with, the same amino acids to which they were originally assigned. Natural sources of minerals do not need to be highly concentrated to contribute to good health. They need only to be absorbed and naturally chelated to do their work. Every mineral is important individually. All of them are in perfect synergistic balance in Body Balance.

## **Upcoming Events! — LFI Summer Celebration 2005 — The Hillmans are Coming!** **August 25 thru 28, YMCA of the Rockies, Estes Park, Colorado**

Don't miss this opportunity to celebrate the Life Force business sponsored by the Global Leadership Team! Family friendly, financially friendly, top LFI leaders, our own LFI band, special training events for Platinum/Diamond leadership, great food and more!!

Go to [www.gltunited.com](http://www.gltunited.com) for more information. We have limited availability so don't wait to register! Prices also go up the closer we get to the event. For a limited time special blocks of 10 tickets for your groups. **Look forward to seeing you all there!!!**

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### **Product Question: How do I know which vitamins and minerals my system needs?**

That's a great question. For years in the nutrition industry, companies have been trying to come up with a machine, a blood test, a urine test, etc. what would accurately measure the current levels of vitamins and minerals in a person's body. The purpose of such a test would be to allow people to go out and buy a customized collection of only those nutrients that they were deficient in. The concept makes a lot of sense at first glance. If a person was deficient in only three or four nutrients, why buy all the rest?

The problem with it is this: the presence (or lack thereof) of vitamins and minerals in the hair, blood, skin, or urine is in a constant state of flux! Measurements of these compounds change dramatically from day to day!! The changes are brought about by the body based on its demand or lack of demand for a given nutrient at a given time. They also change constantly because of the foods we eat, the water we drink, and the exercise we do. There are just too many variables and they are all changing too fast!

For example, if the immune system comes under attack, utilization of compounds that support the immune system will go through the roof! So if you were to measure the amount of vitamin C at the onset of the flu, it might show a huge deficiency! But in reality, the body is just using it up really fast at that point in time. After vigorous exercise, all the water soluble vitamins and electrolytes will be lower than before. And think about this: just one meal after the test is taken, all the numbers will change again! Does that make sense? No matter how accurate the tests are, they are by definition taking just a snapshot in time, and they therefore cannot be relied upon to formulate a custom program, because you would need to reformulate that program every 20 minutes!!

Our approach is to provide a whole-food liquid source that gives the body 121 ionic nutrients every single day. We don't provide a megadose. Our #1 product, Body Balance, simply fills in the gaps for your body every day. If you need chromium today, you'll have it. If you need some rare ultra trace mineral (compounds that are VERY hard to get from your food), your body will have access to it. So our approach is a high quality FOOD-based approach. Body Balance gets its vitamins, minerals, amino acids, enzymes, EFAs, etc. from a combination of nine sea vegetables, aloe vera, black cherry, and a touch of honey. There is nothing added from the lab. It all comes directly from nature in the exact form needed by the body for the best absorption.

Keep in mind that Body Balance is a liquid product. The compounds are ionic (charged particles). The vitamins and minerals come from the cells of PLANTS that have withdrawn them from the mineral-rich waters of the Arctic and digested them. That means they are 98% absorbed by your body! Our compounds do NOT come from a lab (as an isolate) like most off-the-shelf vitamin products. So compare our 98% absorption to the 15-20% absorption rate you get from pill-form isolates and inorganic (metallic) mineral chelates. Did you know that most minerals in vitamin pills and powders come directly from limestone?? After they extract them from the rock, they bind these minerals ("chelate" them) to an amino acid to "trick" the intestines into absorbing them (through the ligand proteins in the gut). But this process is inefficient and results in poor absorption and minimal utilization by the body. Our bodies simply do not like to use rocks.

Anyway, thanks for your question. It's a great question and one that lots of people ask. I hope this answer makes sense to you. Our belief is that if you feed the body the highest quality food, you will get the best possible results. Life Force and Body Balance have been around for 20 years now using this common sense approach. Thousands of customers and over 6,000 doctors have used and endorsed this approach because it WORKS. (From Paul Devlin, Diamond Member LFI)

