



The Friendly Force

Distributors of GNLD International

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Friendly Team Talk - Newsletter Volume 23 Issue 2 – February 2008

Hi Friendly Folks...

Leaders don't force people to follow – they invite them on a journey.

-- Charles S. Lauer

It is such an awesome time of the year... Especially this February as we have an extra day to the month... the 29th... Its not often we get a present from Father Time like that... Make the most of your extra day! Being a Leap Year – Many maidens will be taking the bull by the horns and proposing to the love of their lives. We have had so much rain and the country is looking beautiful dressed in her lush Green foliage and pretty flowers... This month features Valentines Day and we encourage everyone to make a fuss of their loved one or their love to be. Spoil them with the wonderful products from our GNLD range. (Body Luv makes wonderful massage oil)...

Most South Africans are despondent about their future because of all the negative issues that have been consuming most of us such as the Electricity, Traffic, Water + Petrol Issues... Financial Experts are predicting an Economic Recession in South Africa and it is understandable to think like that, as Mines have lost millions because they have had to shut down for days due to no electricity... Businesses are losing money and People are losing their jobs as a result... Every one seems to be affected in some way or another...

...But GNLD Distributors are smiling; especially those who do it full time... Why?

Because our GNLD Opportunity does not need Electricity 24/7 to operate and grow... and we are in business for ourselves so only we can lay ourselves off. And right now is the best time to approach people with your Opportunity as people are afraid and uncertain of the future. We can offer them Hope, the Financial Freedom of their own business and confidence in the future. We ARE ... PEOPLE EMPOWERING PEOPLE! So go out there and Em-POWER! Give People their Power back with GNLD. ESCOM might have switched the light off at the end of the tunnel but GNLD just switched it back on... Got 2 minutes? Consider just another small aspect... Our Home Care Range ... It's all concentrated which means it not only costs less but everything lasts so much longer...so fewer trips to the shops ...Saving you Money, Saving you Petrol, Saving you Time!

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There are victories of the soul and spirit. Sometimes, even if you lose, you win....--Elie Wiesel

We've had a great start to the year and we are expecting exciting things to happen for 2008! This is going to be a thrilling year! A very special welcome to our new Distributors and Congratulations to our new Managers... We wish you Success in your GNLD Opportunity! Do not forget to upgrade your Distributor pins to Manager Pins at your Rallies and Trainings. Special Congratulations to our Top Twenty for the year so far... You will see as time goes on that recruiting will play a crucial role in the results and the Success of your GNLD Opportunity. **Have a Sensational February! Lyn and Roy Banks.**

January 2008 Results...Congratulations to all our Fully Qualified Directors ...Emeralds + Up!

Lyn & Roy Banks	3RD <i>Pro</i>	2RD	100	8,851	4 / 8	55,032
• Jeanette & Rob Baigent	1RD <i>Pro</i>	SD	4,387	15,084	2 / 2	24,565
•• Michael & Margaret Bailey mcewan	DIR	QDR	1,032	5,069		5,069
•• Erwin & Gilda Dedekind	ED <i>Pro</i>	ED	3 1,415	4,412		4,412
• Zelda Roodt	SD <i>Pro</i>	SD	1,265	4,001	2 / 2	13,174
•• Blanche & John Stephenson	ED <i>Pro</i>	ED	3 1,097	5,167		5,167
•• Shirley & Richard Aarons	ED <i>Pro</i>	ED	2 1,125	4,006		4,006
• Lida Swan	ED <i>Pro</i>	ED	2,473	4,078		4,078
• Muhsin & Deebe Peterson	SD <i>Pro</i>	ED	3 171	4,364		4,364

What Makes a Good Leader?

Leadership is the behaviour we exert when we take responsibility for our actions and their consequences. It's the voice within us that calls out and says, "Take charge!" It's the challenge we face when we assume responsibility for guiding others. Leadership is often the difference between success and failure. It's what separates the doers from the observers. And it's what gives direction to individuals and organizations. Without leadership, we are lost.

Despite the old adage, the truth is that leaders are *made*, not born. Leadership is developed by learning and refining a set of skills – skills that anyone, including you and me, can learn and develop.

Good leaders have learned how to:

- Listen and Learn from others
- Energize the organization
- Act for the benefit of everyone
- Develop themselves and others
- Empower others to lead
- Recognize achievement

Focus on these "Big Six" and you will become a more effective and respected leader...

**Hold fast to dreams, for if dreams die
Life is a broken-winged bird that cannot fly.**

-Langston Hughes

It is time for us all to stand and cheer for the doer, the achiever -- the one who recognizes the challenge and does something about it. -- Vince Lombardi

Leaders find a way for the team to succeed -- The Law of Victory

Victorious leaders find the alternative to winning unacceptable, so they find out what needs to be done to achieve victory, and then they go after it with everything at their disposal.

Abraham Lincoln never forgot that the nation's victory was his highest priority, ahead of his own pride, reputation and personal comfort. He surrounded himself with the best leaders possible, empowered his generals and was never afraid to give others the credit for the small victories the Union gained. For example, following General Grant's victory at Vicksburg, Lincoln sent a letter to him saying, "I never had any faith, except the general hope that you knew better than I . . . I now wish to make the personal acknowledgment that you were right and I was wrong."

Are you ready to learn to lead like Lincoln? And help your team members - your generals - become better leaders, too? Discover the 21 laws that make leadership work successfully, and learn valuable techniques that will help you to improve your ability to lead.

Incorporate these laws into your life, and you are certain to transform the quality of your leadership immeasurably!

Fear knocked at the door. Faith answered. And lo, no one was there.

-Anonymous

PREPARATION

"The foundation of confidence in virtually every field is preparation." -- Brian Tracy

"You cannot speak that which you do not know. You cannot share that which you do not feel. You cannot translate that which you do not have. And you cannot give that which you do not possess. To give it and to share it, and for it to be effective, you first need to have it. Good communication starts with good preparation." -- Jim Rohn

"One of life's most painful moments comes when we must admit that we didn't do our homework, that we are not prepared." -- Merlin Olsen

"It is better to be prepared for an opportunity and not have one than to have an opportunity and not be prepared." -- Whitney Young, Jr.

We as successful GNLD Distributors need to be prepared at all times... Make sure that you get to know and understand your Marketing Plan and that you can sit down with a Potential Distributor and show them the GNLD Opportunity and talk about GNLD's wonderful products. When you are prepared, you will have the confidence and the enthusiasm to convince others of your GNLD Opportunity and you will grow. Attending Training and Rallies will assist you enormously... Are you a potential Diamond Director? If you want to be a Diamond then you need all the preparation for it... amplify your Diamond Skills today!

500 Club and 3 in 30 Club

Distributorship	Title	Status	3/30	PPV	QPV	500	Group PV
• Jeanette & Rob Baigent	1RD Pro	SD		4,387	15,084	2nd	24,565
•••• Michael & Margaret Baileymcewan	DIR	QDR		1,032	5,069	2nd	5,069
••••• Lorna & Shirley Dixie	SM			933	1,449	2nd	
••••• Phyllis Dixie	SM			516	516	2nd	
••••• Miriam Ullrich	SM			546	546	1st	
••••• Elizabeth Pearce	SM			2,042	2,042	1st	
••• Annelies & Evert Vanleusden	SM			1,309	1,309	4 TH	
2 •• Erwin & Gilda Dedekind	ED Pro	ED	3/4	1,415	4,412	5 TH	4,412
5 ••••• Althea & Jannie Debeer	QSM			554	1,398	1ST	
2 •• Terry & John Sadie	SM			595	595	2ND	
2 •• Carol & Wayne Walker	ED Pro			1,564	2,244	5TH	
3 ••• Hilary & John Estherhuizen	DIR			1,045	3,140	3RD	
4 •••• Judy Dosramos	DIR			921	2,095	1ST	
5 ••••• Danielle Rosmary Holcroft	SM			1,174	1,174	4TH	
2 •• Cecil Norman	QSM			581	581	2ND	
2 •• Shelley & Christopher King	SM Pro			513	578	1ST	
1 • Zelda Roodt	SD Pro	SD		1,265	4,001	3RD	13,174
2 •• Caroline Roodt	SM			808	808	2ND	
2 •• Blanche & John Stephenson	ED Pro	ED	3/2	1,097	5,167	5TH	5,167
3 ••• Maureen Macdonald	SM Pro			510	510	3RD	
3 ••• Susi Muller	DIR Pro			1,058	1,321	5TH	
4 •••• Rosemary & Rowan Algje	DIR			834	834	4TH	
2 •• Annette Treagus	QSM			668	1,009	5TH	
2 •• Shirley & Richard Aarons	ED Pro	ED	2	1,125	4,006	5TH	4,006
4 •••• Malitaba Alphonsina & Michael Mohasoa	SM Pro		1	137	461		
3 ••• Chrissie & Danie Dorfling	SM			1,005	1,005	3RD	
1 • Iris & Frank Malherbe	DIR Pro			546	1,276	4TH	
1 • Lida Swan	ED Pro	ED		2,473	4,078	2ND	4,078
1 • Muhsin & Deeba Peterson	SD Pro	ED	3/5	171	4,364		4,364
2 •• Wallied & Farieda Flashman	DIR Pro			617	627	3RD	
2 •• Rayhaan Peterson	DST			541	541	1ST	
2 •• Ndienze John Tsianken	DST			502	502	1ST	
2 •• Rudie & Jackie Burger	SM		1	172	314		

500 Club and 3/30 Club The Friendly 500 Club

You will receive a 500 Club Certificate as soon as you have achieved your 1st month of 500 Personal PV which will be checked against the results from GNLD Head Office and signed by your Sponsor/Leader.

You then hang on to your certificate as this will remind you to do it again, and again, encouraging consistency. At the end of each GNLD month you will bring your Certificate into the rally/meetings so that we can re-present the certificate to you.

It need not be done in consecutive months but you will be recognized every time you achieve 500PPV. There will be fun prizes every third month. So get started today and make sure you have your 500 Personal PV's in by the end of the month end.

The Friendly 3/30 Club

You will receive a 3/30 Club Certificate as soon as you have achieved your 1st month of 3 Recruits which will be checked against the results from GNLD Head Office and signed by your Sponsor/Leader.

You don't want to miss out on the excitement of this... So make sure that you have your 3 people recruited each month... (They do not have to have 100 Personal PV in place to count as in the Co's 3/30 Incentive). This too does not have to be subsequent months... You are allowed to miss a month and again you hold onto your certificate... Just recruit 3 people in a month and watch your business grow!

There will be a 3/30 certificate, Recognition and novelty prizes along the way... Prizes every third month and run the same way as the 500 Club.

"Set your New Year's Resolutions and your New Year's goals with things you are going to accomplish in 2008 and yonder and not with things you say you are going to stop doing.... i.e. There is a big difference between having a New Year's Resolution or goal to stop smoking and one in which you're going to run your first marathon. Focus on the Marathon and you will probably end up tossing the cigs so you can run well! Etc." I.e. "I am going to be a 3RD or I will recruit 3 people personally every month this year instead of I will stop being so lazy or stop procrastinating!

The Benefits of Balanced Eating

The key to nourishment and having energy is to eat in "threes." Have something from three food groups, for three meals a day: a PROTEIN serving, a GRAIN serving, and a FRUIT OR VEGETABLE serving. These three groups are a magical combination for energy and health. Just as long as you eat them in small quantities, like one or two small servings, for three meals a day. Have only a little; there's never a need to stuff yourself when you're eating in balance. You won't feel hungry because you're giving your body exactly what it needs, when it needs it (throughout the day).

Always supplement your Balanced Eating with a Multi-nutrient formula to make sure that you are filling the Nutritional gaps... by taking GNLD's Formula IV or GNLD's Formula IV Plus.

At this time when we have so many negative Issues in the country and so many people being overly condemning and pessimistic, we GNLD Distributors need to rise above all of that and strive to be Positive and Excited about our future's... (Why not be the true Leaders of the country? leading from behind)... We need to be strong and encourage our teams (distributors) to do the same... Folks ... you can both grow and triumph over all or you can lie down and destroy yourselves and your GNLD businesses ... and you do that with your attitude, your thinking and the way you are coming across to your down-line... Let the Government get on with running the country and let us get on with running our GNLD businesses and our lives! In doing so, we will enhance our lives and the lives of those all around us and improve the whole situation. And so I have included articles that will boost your morale and get your thinking on the right road... the road to Success!

Seven Ways to Boost the Power of Your Goals

The following is a summary of Dr. Beverly Potter's book, "High Performance Goal Setting: Using Intuition to Conceive and Achieve Your Dreams," on how to boost the power of your goals. Again, my only advice is to say that if this stuff makes you crazier, go for a walk instead (which is what I had to do for a long while).

But if you want to get serious about some goals, her seven ways to get started may be helpful:

- 1. Picture Your Goal Often** ...Imagine yourself in the goal state. Add details to your image of the goal. The more clear and positive your picture is of you being in the goal-state, the more compelling and powerful your goal will be. Imagine yourself on stage at one of the GNLD Events being pinned and recognized as a Manger, Director, or a new Presidents Team Member (4RD)... Imagine the bonus that comes with such an achievement and the all benefits involved because of the extra money.
- 2. Accomplish Goals through Small Steps**...Suppose your car has a dead battery and you must push it to get it started. The greatest effort to get the car moving is the first push. This is when you break the inertia and move the car from rest to motion. Once moving, it takes much less effort to keep the car moving. If you're like many people, you often have trouble getting started moving toward your goal. The problem is inertia. You are a body at rest! You must break the inertia to get moving.
- 3. Take Small Steps** ...Set the objective for a small improvement over a short time period. Begin at your current level of performance with the first objective then proceed in small steps. Ask yourself for small improvements only. It's similar to practicing yoga. In yoga, you assume a posture that you can do without undo strain, and then you stretch a little bit. You don't demand too much or try to force yourself into a position. Don't set yourself up to fail by demanding enormous changes.
- 4. Set Yourself Up to Win** ...Set yourself up to succeed. Your small step should be only as big as what you know you can achieve with relative ease. If the goal is something difficult because it is distasteful or involves an entrenched habit, then shorten the time frame of the objective. For example, suppose you want to smoking. If, for your first objective, you demand that you will chew gum every time you feel like smoking for a month, you are likely to fail. Chances for success are better if you make the first objective for one day instead. Then, when

you meet that objective, set another one for a slightly longer period of time. (Another example... You want to start recruiting... and you set your goal at recruiting 3 people every month... Chances for success are better if you make the first objective for one recruit at a time... Get that first Sign-up ... and then another ... and then eventually your Recruiting becomes a habit and you will ultimately achieve your 3 in 30 every month! ... But start with your first one! Feel the success!

5. Get into Motion...The objective helps you get started and creates momentum. Once you've broken the inertia of a bad habit you have also started to develop a winner's attitude, which will help you to succeed. Start with that 1 Recruit or that first sale!

6. Slowly Stretch Your Abilities...Don't worry about the steps being too small. No step is too small as long as there is some stretch and some movement. Remember the inertia principle: A body in motion will tend to stay in motion. Use small steps to keep yourself in motion toward your goal. I.e. Start with being a Qualified Manager 500PV and then a Qualified Senior Manager 1000PV ... Get into habit of doing so... feel

the Success and then go for your goal of Qualified Director at 4000PV... if you look at GNLD's Marketing Plan you will notice that the Plan encourages you to do exactly that.

7. Make Getting There Fun ...People often equate self-management or self-discipline with austerity--sacrifice and withholding of pleasures. Such an approach is a mistake and will undermine your success. Grease the skids of change with fun. Enjoyment of a task lessens the toil. Consider physical exercising. Doing jumping jacks and running in place isn't much fun. By comparison, playing tennis with a friend is more fun. And it provides a good workout. With this in mind, think of ways you can build fun into the process of achieving your goals. As with the business... we often speak about celebrating your success and having fun along the way... i.e. when you have achieved being a Qualified Senior Manager take yourself shopping for something nice... or take yourself to a celebratory breakfast... as your achievement grows do bigger and more fun things! Use your imagination and visualise your success!

A Healthy Dose of Optimism



Take a close look at that glass of water. Half empty? Half full? What you see could make a difference, not only in your daily health, but in how long you live.

So say the results of a new Mayo Clinic study that tracked 839 people over 30 years. In the 1960s, study participants took a standardized test to determine whether they were optimistic, pessimistic or somewhere in between. Those who scored high on the pessimism scale turned out to have a 19% greater chance of premature death than those who scored more optimistically.

The Power of Optimism

"I believe we have compelling evidence that optimists and pessimists differ markedly in how long they will live," says psychologist Martin Seligman of the University of Pennsylvania in his editorial accompanying the study. "It is not clear if pessimism shortens life, optimism prolongs life, or both."

Seligman says there are at least four ways that optimism can affect longevity:

- Optimists tend to be less passive than pessimists and less likely to develop "learned helplessness" or negative and debilitating responses to things that happen to them.
- Optimists tend to be more likely to practice preventive health measures because they believe their actions make a difference.
- Optimists suffer depression at a markedly lower rate than pessimists; depression is associated with mortality.
- Optimists' immune systems have been shown to function more effectively than those of pessimists.

Learning to See the Bright Side

For decades, psychologists have studied the link between positive thinking and physical and mental health. According to Seligman, author of *Learned Optimism: How to Change Your Mind and Your Life*, it's more important to change negative thought patterns into positive ones than to worry about being optimistic. The picture of optimism he paints is not one of Pollyanna-like blindness to reality, but of a learned optimism grounded in accuracy and non-negative thinking.

Based on the results of several large-scale, long-term, carefully controlled experiments, Seligman discovered that optimists are more successful than pessimists—optimistic politicians win more elections, optimistic students get better grades, optimistic athletes win more contests, and optimistic salespeople make more money.

Why would this be so? In his book *Self-help Stuff That Works*, Adam Kahn says it is "Because optimism and pessimism both tend to be self-fulfilling prophecies. If you think a setback is permanent, why would you try to change it? Pessimistic explanations tend to make you feel defeated—making you less likely to take constructive action. Optimistic explanations, on the other hand, make you more likely to act. If you think the setback is only temporary, you're apt to try to do something about it."

Optimist vs. Non-optimist

How can you determine whether you think more optimistically or pessimistically? "I don't like to use the word pessimistic because most people would never consider themselves pessimistic," says Khan, "but many people are willing to admit they aren't optimistic."

Khan, like Seligman and other experts on motivation, defines optimists and non-optimists by how they explain events in their lives. Optimists see setbacks as specific, temporary and changeable, and are therefore motivated to take action. Non-optimists tend to look at setbacks as general, permanent and hopeless, symptoms of widespread failure that cannot be changed.

For example, an optimist who didn't follow through on an exercise routine for a week might say, "I had a lot going on this week. I didn't plan my time too well. I'll have to do better next week." A pessimist in the same situation might say, "I have no self-discipline. I obviously won't be able to meet my goals. Exercise just isn't for me."

Getting into a Good Mood

Mood also has an influence on whether optimistic or pessimistic thoughts dominate your brain, according to Dr. Susan Vaughan, psychiatrist, psychoanalyst and researcher whose latest book, *Half Empty, Half Full*, explores how working to gain control over moods can result in more positive thinking. "Mood is a powerful filter on how we see things," maintains Vaughan, who sees most people as a blend of optimism and pessimism, depending on the situation with which they are faced. She points to three methods optimistic people tend to use to lift their moods:

Alternative thinking... When bad things happen, optimists tend to take them less personally and come up with multiple alternatives for why they might have happened, then work actively to fix the situation.

Downward comparison... Though it sounds unkind, optimists compare themselves to others who are in worse situations as a way to brighten their own spirits.

Relaxation... Optimists tend to use exercise, yoga, and even "putting on a happy face" as ways to relax and thereby improve their moods.

Nutritional Therapy... Change from a 'Neg' to a 'Pos' by including Nutritional Supplements that particularly work with the brain, Nervous System, Hormones and thus with mood and thinking... These are GNLD's Omega 3 Salmon Oil Plus, Vitamin B Complex Sustained Release, Tre-en-en, Calmag and GNLD's Protein Shakes ... i.e. GR2 Protein Shake, Protein Powder and Nutrishake.

Changing From Negative to Positive

Seligman argues that optimism, like other interpersonal skills, can be learned. "The way you explain setbacks to yourself is as much a habit as the way you tie your shoes," agrees Khan. "It is no harder or easier to change a thought habit than it is to change a physical habit." He recommends writing about setbacks and practicing arguing with your less optimistic thoughts until a more realistic vision of what has happened and what is likely to happen in the future emerges.

"It takes work, discipline and focus," Khan says. "But if you don't think you have these things, those are the first non-optimistic thoughts to tear apart."

RESOURCES: Positive psychology. Martin Seligman Research Alliance at the University of Pennsylvania website. Available at: <http://psych.upenn.edu/seligman/pospsy.htm>. Segerstrom SC, Taylor SE, Kemeny ME, et al. Optimism is associated with mood, coping, and immune change in response to stress. *J Pers Soc Psychol.* 1998;74(6).

**"There is only one success--to be able to spend your life in your own way"
--Christopher Morley**

Getting Your Imagination to Work for You...by Denis Waitley

Highly motivated achievers find the strength of their motivation in the power of their imagination.

One of the wonderful aspects about human imagination is that it can see things not

as they are now, but as they can be; it can foretell the future, based upon our beliefs and expectations, in an almost uncanny way; it can draw the colorful mental images that we hope someday to turn into reality.

Imagination is the beginning of creation.

Dr. David McClelland of Harvard University demonstrated this through a series of

"projective tests." In these tests, McClelland used photographs or drawings depicting basic scenes. For instance, in one photograph, a man was lying in bed with his eyes closed. His hand was raised and extended over an alarm clock on the table next to the bed. A window in the background was bright with the rays of early morning sunlight. McClelland asked his subjects to either describe the scene or tell a story about the person in the picture. To be sure that the responses were solely a function of motivational levels, the subjects for each test were people of the same sex, age, social background, and level of education.

This was McClelland's hypothesis: Since all motivation comes from internal images, the subjects in the study who demonstrated the highest and most active levels of imaginative power would become the most successful in achieving their personal goals. He called these people "highly motivated achievers."

His experiments confirmed his hypothesis. He found that highly motivated achievers told action-filled, goal-oriented stories about the scenes. People with a lower motivational level generally gave bland, passive descriptions of the images.

For example, after viewing the photo of the man in bed holding out his hand toward the clock, a highly motivated achiever might describe a man who has to wake up early and get back to work on an important project that kept him up late the night before. They would even describe details of the project.

On the other hand, McClelland's less motivated subjects tended toward a passive interpretation of the scene. Many described a sleeping man who is reaching to turn off the alarm because it's Saturday and he doesn't have to go to work.

You can be a 5 Diamond Director "coach and use your Imagination" In other words. "Visualise your future and believe it!"

Magnesium is important in the production and transfer of energy, as well as its assistance in rapid recovery after physical exertion. It therefore goes without saying that supplementation of this vital component is a must for all serious sports people, and this includes long distance runners. It is a critical element in maintaining health and preventing disease and it is involved in over 300 different biochemical reactions, thereby playing an important role in our well-being and emotional state. GNLD's Calmag is the very Best you can do!

Cruciferous Power . . . Cauliflower

Did you know that along with its wealth of vitamins and minerals, cauliflower, like the other cruciferous vegetables, contains powerful sulphur compounds that have repeatedly been found to help prevent cancer? These include sulforaphane and isothiocyanates, two compounds that help the liver to neutralize potentially harmful cancer causing compounds and to suppress tumour cell growth and the movement of cancer to other parts of the body (metastasis). A 7-year study in Australia followed 609 women newly diagnosed with ovarian cancer, a very aggressive form of cancer. It was found that including 5 servings a day of vegetables, particularly cruciferous vegetables like cauliflower, had an especially beneficial effect on their survival rates. And since one cup of raw cauliflower contains only 40 calories, it's a great low calorie addition to your Healthiest Way of Eating.

The milk, sweet, almost nutty flavour of cauliflower is at its best from December through March when it is in season and most plentiful in your local markets.

Cauliflower lacks the green chlorophyll found in other members of the cruciferous family of vegetables like broccoli, cabbage and kale, because the leaves of the plant shield the florets from the sun as they grow. It has a compact head (called a "curd"), usually about six inches in diameter that is composed of undeveloped flower buds. The flowers are attached to a central stalk.

Health Benefits

Cauliflower and other cruciferous vegetables, such as broccoli, cabbage, and kale, contain compounds that may help prevent cancer. These compounds appear to stop enzymes from activating cancer-causing agents in the body, and they increase the activity of enzymes that disable and eliminate carcinogens.

Epidemiological studies have long suggested a connection between these vegetables and resistance to cancer. However, only in the past decade have we begun to understand how these compounds work.

Sulfur-Containing Phytonutrients Promote Liver Detoxification

We now know that cruciferous vegetables contain both glucosinolates and thiocyanates (including

sulforaphane and isothiocyanate). These compounds increase the liver's ability to neutralize potentially toxic substances.

If potentially toxic molecules are not properly and rapidly detoxified in the liver, they can damage cell membranes and molecules such as DNA within the cell nucleus. Such damage can start a chain reaction that may eventually lead to carcinogenesis-cell deregulation and uncontrolled growth.

Many enzymes found in cauliflower also help with the detoxifying process. These enzymes include glutathione transferase, glucuronosyl transferase, and quinone reductase.

Both animal and human studies show increased detoxification enzyme levels from high-glucosinolate diets. Researchers suggest that this helps explain the epidemiological association between a high intake of cruciferous vegetables and a decreased risk of certain cancers.

New Research Expands our Understanding of How Cruciferous Vegetables Help Prevent Cancer

New research has greatly advanced scientists' understanding of just how cruciferous vegetables such as cabbage, cauliflower, broccoli, kale and Brussels sprouts help prevent cancer. When these vegetables are cut, chewed or digested, a sulphur-containing compound called sinigrin is brought into contact with the enzyme myrosinase, resulting in the release of glucose and breakdown products, including highly reactive compounds called isothiocyanates. Isothiocyanates are not only potent inducers of the

The researchers found that sulforaphane suppressed certain kinase enzymes. These cell signalling enzymes are expressed not only in laboratory animals, but also in humans, and the ones suppressed by sulforaphane are involved in activities that promote colon cancer. According to lead researcher, Dr. Kong, "Our study corroborates the notion that sulforaphane has chemo preventive activity...Our research has substantiated the connection between diet and cancer prevention, and it is now clear that the expression of cancer-related genes can be influenced by chemo preventive compounds in the things we eat."

Human population as well as animal studies consistently show that diets high in cruciferous vegetables, such as cauliflower, are associated with lower incidence of certain cancers, including lung, colon, breast and ovarian cancer. Now, research published in the *International Journal of Cancer* (Zhao H, Lin J) suggests that bladder cancer can join the list.

University of Texas researchers analyzed the diets of 697 newly diagnosed bladder cancer cases and 708 healthy controls matched by age, gender and ethnicity. Average daily intake of cruciferous vegetables was significantly lower in those with bladder cancer than in healthy controls.

Those eating the most cruciferous vegetables were found to have a 29% lower risk of bladder cancer compared to participants eating the least of this family of vegetables.

Crucifers' protective benefits were even more pronounced in three groups typically at higher risk for bladder cancer: men, smokers, and older individuals (aged at least 64).

Diagnosed in about 336,000 people every year worldwide, bladder cancer is three times more likely to affect men than women, according to the European School of Oncology.

Crucifers' well known cancer-fighting properties are thought to result from their high levels of active phytochemicals called glucosinolates, which our bodies metabolize into powerful anti-carcinogens called isothiocyanates. Isothiocyanates offer the bladder, in particular,

liver's Phase II enzymes, which detoxify carcinogens, but research recently conducted at the Institute for Food Research in the U.K. shows one of these compounds, allyl isothiocyanates, also inhibits mitosis (cell division) and stimulates apoptosis (programmed cell death) in human tumour cells.

Sulforaphane, a compound formed when cruciferous vegetables are chopped or chewed, is already known to trigger the liver to produce enzymes that detoxify cancer-causing chemicals, inhibit chemically-induced breast cancers in animal studies, and induce colon cancer cells to commit suicide. An *in vitro* study published in the *Journal of Nutrition* suggests that sulforaphane can also help stop the proliferation of breast cancer cells, even in the later stages of their growth.

Sulforaphane may also offer special protection to those with colon cancer-susceptible genes, suggests a study conducted at Rutgers University and published online on May 4, 2006, in the journal *Carcinogenesis*.

In this study, researchers sought to learn whether sulforaphane could inhibit cancers arising from one's genetic makeup. Rutgers researchers Ernest Mario, Ah-Ng Tony Kong and colleagues used mice bred with a genetic mutation that switches off the tumour suppressor gene known as APC, the same gene that is inactivated in the majority of human colon cancers. Animals with this mutation spontaneously develop intestinal polyps, the precursors to colon cancer. The study found that animals who were fed sulforaphane had tumours that were smaller, grew more slowly and had higher apoptotic (cell suicide) indices. Additionally, those fed a higher dose of sulforaphane had less risk of developing polyps than those fed a lower dose.

significant protection, most likely because the majority of compounds produced by isothiocyanate metabolism travel through the bladder en route to excretion in the urine, suggested the researchers.

Optimize Your Cells' Detoxification / Cleansing Ability

For about 20 years, we've known that many phytonutrients work as antioxidants to disarm free radicals before they can damage DNA, cell membranes and fat-containing molecules such as cholesterol. Now, new research is revealing that phytonutrients in crucifers, such as cauliflower, work at a much deeper level. These compounds actually signal our genes to increase production of enzymes involved in detoxification, the cleansing process through which our bodies eliminate harmful compounds.

The phytonutrients in cruciferous vegetables initiate an intricate dance inside our cells in which gene response elements direct and balance the steps among dozens of detoxification enzyme partners, each performing its own protective role in perfect balance with the other dancers. The natural synergy that results optimizes our

cells' ability to disarm and clear free radicals and toxins, including potential carcinogens, which may be why crucifers appear to lower our risk of cancer more effectively than any other vegetables or fruits.

Recent studies show that those eating the most cruciferous vegetables have a much lower risk of prostate, colorectal and lung cancer-even when compared to those who regularly eat other vegetables:

In a study of over 1,200 men, conducted at the Fred Hutchinson Cancer Research Center in Seattle, WA, those eating 28 servings of vegetables a week had a 35% lower risk of prostate cancer, but those consuming just 3 or more servings of *cruciferous* vegetables each week had a 44% lower prostate cancer risk.

In the Netherlands Cohort Study on Diet and Cancer, in which data was collected on over 100,000 people for more than 6 years, those eating the most vegetables benefited with a 25% lower risk of colorectal cancers, but those eating the most cruciferous vegetables did almost twice as well with a 49% drop in their colorectal cancer risk.

A Weekly Serving of Cruciferous Vegetables Halves Advanced Prostate Cancer Risk

A study of 29,361 men, enrolled on the Prostate, Lung, Colorectal and Ovarian Cancer Screening Trial found that men who ate more than a serving of either broccoli or cauliflower each week almost halved their risk of developing advanced-stage prostate cancer (cancer that had spread beyond the prostate gland), compared with their peers who ate these vegetables less than once a month. Specifically, compared to men eating broccoli just once a month, those eating a weekly serving lowered their risk of advanced prostate cancer by 45%. Cauliflower was even a bit more protective. Compared to men eating one serving of cauliflower per month, those enjoying a weekly serving lowered their risk of advanced prostate cancer by 52%. J Natl Cancer Inst. 2007 Aug 1;99(15):1200-9.

Spicing Your Cauliflower with Turmeric Could Help Promote Men's Health

Prostate cancer-the second leading cause of cancer death in American men with 500,000 new cases appearing each year-is a rare occurrence among men in India, whose low risk is attributed to a diet rich in *Brassica* family vegetables and the curry spice, turmeric.

Scientists tested turmeric, a concentrated source of the phytonutrient curcumin, along with phenethyl isothiocyanates, a phytonutrient abundant in cruciferous vegetables including cauliflower, cabbage, broccoli, Brussels sprouts, kale, kohlrabi and turnips.

When tested singly, both phenethyl isothiocyanate and curcumin greatly retarded the growth of human prostate cancer cells implanted in immune-deficient laboratory animals. In animals with well-established prostate cancer tumors, neither phenethyl isothiocyanate nor curcumin by itself had a protective effect, but when combined, they significantly reduced both tumor growth and the ability of the prostate cancer cells to spread (metastasize) in the test animals.

Cardiovascular Benefits

Consumption of cruciferous vegetables, such as cauliflower, is known to reduce the risk of a number of cancers, especially lung, colon, breast, ovarian and bladder cancer. Now, research reveals that crucifers provide significant cardiovascular benefits as well.

Researchers from the University of Hawaii have shown that, at the tiny concentration of just 100 micromoles per liter, a phytonutrient found in cruciferous vegetables, indole-3-carbinol, lowers liver cells' secretion of the cholesterol transporter, apolipoprotein B-100 by 56%! Apolipoprotein B-100 (apoB) is the main carrier of LDL cholesterol to tissues, and high levels have been linked to plaque formation in the blood vessels. When liver cells were treated with I-3-C, not only was apoB-100 secretion cut by more than half, but significant decreases also occurred in the synthesis of lipids (fats), including triglycerides and cholesterol esters. J Nutr. 2007 Oct;137(10):2185-9.

Continued...

A study of Chinese women in Singapore, a city in which air pollution levels are often high putting stress on the detoxification capacity of residents' lungs, found that in non-smokers, eating cruciferous vegetables lowered risk of lung cancer by 30%. In smokers, regular cruciferous vegetable consumption reduced lung cancer risk an amazing 69%!

How many weekly servings of cruciferous vegetables do you need to lower your risk of cancer? Just 3 to 5 servings-less than one serving a day! (1 serving = 1 cup)

To get the most benefit from your cruciferous vegetables like cauliflower, be sure to choose organically grown varieties (their phytonutrient levels are higher than conventionally grown), and steam lightly (this method of cooking has been shown to not only retain the most phytonutrients but to maximize their availability)..



The researchers believe the combination of cruciferous vegetables and curcumin could be an effective therapy not only to prevent prostate cancer, but to inhibit the spread of established prostate cancers.

Protection against Rheumatoid Arthritis

While one study suggests that high doses of supplemental vitamin C makes osteoarthritis, a type of degenerative arthritis that occurs with aging, worse in laboratory animals, another indicates that vitamin C-rich foods, such as cauliflower, provide humans with protection against inflammatory polyarthritis, a form of rheumatoid arthritis involving two or more joints.

The findings, presented in the *Annals of the Rheumatic Diseases* were drawn from a study of more than 20,000 subjects who kept diet diaries and were arthritis-free when the study began, and focused on subjects who developed inflammatory polyarthritis and similar subjects who remained arthritis-free during the follow-up period. Subjects who consumed the lowest amounts of vitamin C-rich foods were more than three times more likely to develop arthritis than those who consumed the highest amounts.

Safety

Cauliflower and Goitrogens... Cauliflower contains goitrogens, naturally-occurring substances in certain foods that can interfere with the functioning of the thyroid gland. Individuals with already existing and untreated thyroid problems may want to avoid cauliflower for this reason. Cooking may help inactivate the goitrogenic compounds found in cauliflower.

Cauliflower and Purines

Cauliflower contains naturally-occurring substances called purines. Purines are commonly found in plants, animals, and humans. In some individuals who are

susceptible to purine-related problems, excessive intake of these substances can cause health problems. Since purines can be broken down to form uric acid, excess accumulation of purines in the body can lead to excess accumulation of uric acid. The health conditions called "gout" and the formation of kidney stones from uric acid are two examples of uric acid-related problems that can be related to excessive intake of Purine-containing foods. For this reason, individuals with kidney problems or gout may want to limit or avoid intake of Purine-containing foods such as cauliflower.

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GNLD's Cruciferous Complex

- Lipid and water-soluble health protecting nutrients from cruciferous vegetables characterised by a pungent, biting taste.
- All contain glucosinolates, the cause of the pungent taste. Two principle groups are:
 - Indole Cabinols, Isothiocyanates, (e.g. Sulforaphane).
- 1 x GNLD Cruciferous Complex supplies approximately 1 serving a day - bok choy (Chinese cabbage), broccoli, brusselsprouts, cabbage, calabrese, collard greens, horseradish, kale, kohlrabi, mustard, mustard greens, radish, rutabaga, turnips, turnip greens, watercress.
- Research suggests that diets with high levels of cruciferous compounds may offer several health benefits like preventing hormonal mediated and other cancers, including: breast, prostate, digestive tract, uterine lining, colon and lung cancer.
- It is likely that cruciferous vegetables and related plants help because they - stimulate enzymes that neutralise problem compounds, detoxify carcinogens and flush them from the body. They prevent the conversion of good oestrogen to bad oestrogen. (Correlated with lower risk of breast cancer). Neutralise toxins and prevent chemicals from becoming active carcinogens. Block interaction of carcinogens with DNA.
- Closely related Phytonutrients - D-Limonene, a citrus terpene from oranges, chalcones from liquorice root, and isoflavones from soybean have similar activity as cruciferous nutrients.
- A study presented at the Experimental Biology meeting in New Orleans in Louisiana concluded that exclusive blend of extracts from Cruciferous vegetables found in Cruciferous Plus can inhibit the growth of breast cancer cells by more than 37%.

Never look down on anybody unless you're helping them up.
--Jesse Jackson

GNLD's Low GI Nutritional Program & Support

Did you, like most of the country, vow to lose weight this year? If so, how well have you stuck to your New Year's resolution so far? You wouldn't be alone if your efforts have been half-hearted; a year long study conducted by Professor Richard Wiseman from the University of Hertfordshire found that just 12% of us had managed to stick to our goals by the end of the year. So make your efforts count this year by supporting your Low GI Diet with the GR2 Weight Loss Program researched, manufactured and produced by GNLD International and definitely recommended by Lyn Banks.

The GR2 Weight Loss Program combines your daily nutrient needs with GI Support, to provide optimal levels of all the essential Nutrition such as ...

- ◆ 2 x GR2 Protein Meal Replacement Shakes per day giving a daily supply of all 22 Amino Acids (Whole, complete Protein), vitamins, minerals, Digestive Enzymes and essential fats.
- ◆ 2 x Appetite Reducer tabs (3xper day) ... Complex of all Fibre for that comfortable full feeling and healthy elimination ... Fibre also reduces uptake of sugar, cholesterol and toxins
- ◆ 1 x Thermogenic Enhancer tab (3 x per day) A complex of herbs to speed up your metabolism, reduce hunger and cravings and to control sugar levels and assists with the body's natural management of fats and carbohydrates.
- ◆ A GR2 Success Guide... GI Explanation, recipes and hints to support you.
- ◆ A GR2 Enjoy / Avoid booklet to keep you eating the correct foods.
- ◆ A GR2 Tracker Booklet ... to track your success.
- ◆ Utilize the support of your Sponsor / Distributor to give you the ultimate back up and support... Remember you are not alone in your quest for great health!

Ongoing Research shows that obesity or even 'over weight' can contribute to Heart Disease, Diabetes, Cancer, Asthma, and adversely affects other conditions such as arthritis, gout and joint problems. You owe it to yourself to be the best you can be!

"At the end of each day, you should play back the tapes of your performance. The results should either applaud you or prod you." -- **Jim Rohn**

Prayer in Old Age, attributed to a Seventeenth Century Nun

Lord, you know better than I know myself that I am getting older and will someday be old. Keep me from the fatal habit of thinking I must say something on every subject and on every occasion. Release me from craving to straighten out everybody's affairs. Make me thoughtful but not moody, helpful but not bossy. With my vast store of wisdom it seems a pity not to use it all, but you know, Lord, that I want a few friends at the end. Keep my mind from the recital of endless details-give me the wings to come to the point. Seal my lips on my aches and pains. They are increasing, and my love of rehearsing them is becoming sweeter. I dare not ask for grace enough to enjoy the tales of others' pains, but help me to endure them with patience. I dare not ask for improved memory, but for a growing humility and a lessening cocksureness when my memory seems to clash with the memories of others. Teach me the glorious lesson that occasionally I may be mistaken. Keep me reasonably sweet. I do not want to be a saint-some of them are so hard to live with-but a sour old woman is one of the crowning works of the devil. Give me the ability to see good things in unexpected places, and the talents in unexpected people. And give me the grace to tell them so.

We all have to get older but with GNLD we can all grow old gracefully ... We see it throughout the GNLD World with distributors who are using the GNLD products every day. Use GNLD's Nutritional Supplements, Skin Care, Personal Care and Herbs... For the Mind - GNLD's Mind Enhancement, Omega 3 Salmon Oil Plus, and Vitamin B Complex are a must.

My secret for staying young is good food, plenty of rest, and a makeup man with a spray gun. -*Bob Hope*

"Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that frightens us. We ask ourselves: Who am I to be brilliant, gorgeous, talented and fabulous? Actually who are you not to be? You are a child of God. Your playing small doesn't serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you.

We are born to manifest the Glory of God that is within us. It's not just in some of us - it's in everyone - and as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others."

-- Nelson R. Mandela

The have been many queries about Co Enzyme Q10... and so I have included a letter from GNLD as to why we do not have it on our range... Remember GNLD believe in 'families' or 'complexes' of nutrients and do not isolate any particular nutrient as GNLD's ongoing research shows that Nutritionals work best in Complexes... Hence our VE complex, O3 Salmon Oil Plus Complex, Vit B Complex... Carotenoid Complex... etc.

TO WHOM IT MAY CONCERN

Re: CO ENZYME Q10

Co enzyme Q10 is a naturally occurring substance produced by the body and belongs to a family of compounds known as quinones. It is often referred to as Ubiquinone because it is considered to be ubiquitous in nature.

Its main function is to act as a catalyst in the creation of energy. It is also an effective antioxidant and its free radical scavenging activity is similarly to the action of vitamin E. In fact, vitamin E has a quinone like structure. Co enzyme Q10's major quenching action is against lipid peroxidation which results in membrane damage.

Its activity seems to decline in the elderly and is also decreased in heart patients. It is often recommended for cardiovascular function.

Dr. Fred Hooper from our SAB has made the following comments about Q10.

"GNLD considers it to be an important substance to the body and a worthwhile supplement. However, in keeping with our philosophy we would want to source it firstly, from a "human food chain" source and secondly utilize the entire family which consists of components ranging from Q2 to Q10. An acceptable source would be soybean oil.

To obtain the actual substances we are seeking, it seems that once soybean oil has been purified, it is used mainly in the food industry and the "residue" used for its vitamin E content and plant steroids. These plant components are widely used in the pharmaceutical industry for lucrative drug manufacture. We are therefore competing in a very expensive market to obtain the raw materials we would want to use. If we were to obtain them, the next cost hurdle is supplying an adequately concentrated supplement to bring about any desired response."

So it seems that once of the main concerns, is that we could deliver a supplement from a suitable source that is adequately concentrated but would be unrealistically priced...

GNLD Product Management

Can Drinking Tea Help Prevent Cancer?



Tea is one of the most widely consumed beverages in the world, second in popularity only to water. People in China and India have long associated drinking tea with good health. Now researchers around the world are studying the potential health benefits of tea, particularly as it relates to the prevention and treatment of various types of cancer. The primary focus of this research is on a particular substance, called an antioxidant.

What Are Antioxidants?

During the process of normal metabolism, our cells are constantly forming harmful substances called free radicals. These free radicals are hazardous because they are molecularly unstable and must steal electrons from other molecules in the cell in order to become stable. Unfortunately, this electron theft can damage both proteins and DNA, leaving the cell vulnerable to cancer. To guard against the harm caused by unchecked free radicals, our cells have developed ways to absorb some of them before they have a chance to wreak their full havoc. In addition, our diet contains substances called antioxidants, which do essentially the same thing. Fruits, vegetables, and certain teas are particularly rich in these antioxidants. Because of their protective effect, some researchers believe that high consumption of antioxidants can reduce the risk of certain cancers.

Which Antioxidants are found in Tea?

Catechins are the type of antioxidants found in tea. All black or green teas come from the leaves of a single type of evergreen plant called *Camellia sinensis*. When the tea is ready, it is picked, rolled, dried, and heated. This is green tea. To produce black tea, the leaves are allowed to ferment and oxidize. This presumably explains why green tea contains higher levels of antioxidants than black tea. Research has shown that steeping either green or black tea for about five minutes releases as much as 80% of its antioxidants. Instant iced tea, on the other hand, contains almost none.

What Does the Research Say?

In the laboratory, teas rich in catechins have been shown to:

Destroy oxidants before they have the chance to do damage

Inhibit the growth of tumour cells

Reduce the number and size of existing tumours

In studies of mice with skin, liver, and stomach cancer, for example, tumors decreased in size when the mice were fed either green or black tea.

In China, where green tea is a mainstay of the diet, studies showed promising results. One study of 18,000 men found that tea drinkers were half as likely to develop stomach or esophageal cancer compared with men who did not drink tea.

One interesting study, conducted at the University Of Arizona College Of Medicine, looked at the effects of tea on skin cancer. The researchers wanted to know if there was any connection between tea drinking habits and the odds of developing of squamous cell cancer of the skin. They found those who preferred their tea hotter and stronger tended to have lower rates of this type of cancer compared to the other participants.

Controlled, randomized clinical trials are currently underway at the National Cancer Institute (NCI) and other institutions around the world to determine the true effectiveness of tea in preventing or treating cancer.

In the meantime, whether green or black, if it's your cup of tea...enjoy!

RESOURCES:

American Cancer Society <http://www.cancer.org> National Cancer Institute <http://www.cancer.gov>

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PURPOSE

"Your purpose explains what you are doing with your life. Your vision explains how you are living your purpose. Your goals enable you to realize your vision." -- Bob Proctor

"A life without purpose is a languid, drifting thing; every day we ought to review our purpose, saying to ourselves: This day let me make a sound beginning, for what we have hitherto done is naught!" -- Thomas A. Kempis

"Purpose is the engine that powers our lives." -- Denis Waitley

"I think the purpose of life is to be useful, to be responsible, to be honourable; to be compassionate. It is, after all, to matter: to count, to stand for something, to have made some difference that you lived at all." -- Leo C. Rosten

Pay off your Bond, Loans and Credit Cards in 2008 and Start Planning For a Debt-Free Retirement!

Do you ever dread the middle of the month, when your post-box starts filling up with bills?

Have you ever fantasised about what you could do if you won the lottery -let's say an extra R10, 000 in your bank account?

Do you wish you owned your car and house 100%, so that nobody could ever take it from you? The reality is for most of us, the lottery is simply a dream. So if you want to get out of debt once and for all, you'll have to use the money you're already bringing home. Here are five tips for clearing away debt quickly - without needing extra income.

1. When buying life assurance, think about the death benefit

The purpose of life assurance is not to make your survivors rich if you die. It is to assure them a continuation of your income stream should you stop producing it yourself: "The most cost- efficient way to accomplish this is to buy term life assurance with a sufficient death benefit amount so that, when invested, the total monthly return will equal your present monthly income. And if you don't have dependents, you DON'T need life insurance. Many banks tell you that you have to have life insurance to qualify for a home loan. That's not necessarily true! Crafty bank consultants may pose the question: "When you die, who's going to payoff your remaining loan? "The answer is no one. Until you've paid off every cent you owe the bank, they own your home. If you die, they simply sell the asset. And any money you've already paid goes into your estate, to be paid (less costs) to your beneficiaries as per your Will. Check with your bank.

2 Find cheaper car insurance!

The car insurance market is so competitive these days that it's relatively simple to find cheaper options. It's worth re-evaluating your insurance policies on a yearly basis. It may mean foregoing a no- claims bonus in the short term, but if you're trying to get out of debt, you need to be paying the smallest possible premium every month. If you are going to chop-n-change, always check if there are cancellation penalties on your old policy or start-up fees on the new one, and weigh up whether it makes financial sense to change. Also, whenever you consider cancelling an insurance policy, always get the replacement policy in force before you cancel the coverage you will be dropping.

3 Save money with Medical Aid Insurance

This is a difficult one... You need to consider whether private medical insurance is absolutely necessary. For many people, it is. But if you're young, healthy and have no dependents, calculate what your medical costs have been for the past three or four years:- If you've only visited the GP once or twice, and have had no major health problems, consider changing your policy from comprehensive to a Hospital Plan, until your debts are clear. Instead of paying R2500 a month for cover you're not likely to use, you'll need to pay for your check-ups as and when you have them, or make use of government facilities. A word of caution: this is a risky strategy and is only worth considering if you don't have a family history of chronic illness and if you're living a very healthy lifestyle. And if you're unsure, rather look at other ways to beat your debt - and rest easy in the extra security that private medical insurance brings.

4 Escape the hypnotic advertisers

We've all been tempted by things we wanted that we hadn't planned on buying. Advertisers know this and use it to their advantage -and your disadvantage. When you feel the urge to splurge, your best weapon is delay. Implement a rule that you never make an unplanned purchase the same day you first see it. In all likelihood, you'll rethink the purchase.

5 Cut up your credit cards - quite literally

When someone offers you credit, they're not giving you anything. If they offer you a R10, 000 Gold credit card, they are not giving you R10, 000. They are simply moving the date at which you can spend money that you will have to earn -and they're charging you a terrible price for letting you 'use' R10, 000 of their money. Credit does only one thing: it raises the price of everything you buy with it. Credit takes more money away from you than the actual value (purchase price) of the item you buy on credit – usually a lot more than you think. And that extra money is the same money you should - after clearing your debt - be investing to produce your future retirement income.

Bottom line:

To get out of debt quickly you need discipline and a well thought out strategy. Don't make foolhardy decisions you'll regret, but do reconsider your options on a regular basis. Take one evening per month (when you go through your bills) to re-evaluate your strategy, and to remind yourself what your end goal is: being debt free!

Here is the Cherry on the Top! Imagine earning that extra income through your GNLD Opportunity and using that money wisely to pay off all your debt in 2008! An extra R550 or R1000 off your bond each month would mean that you could pay it off in half the time and save a load of interest!

I Know What the Bible Means

A father was approached by his small son, who told him proudly, "I know what the Bible means!" His father smiled and replied, "What do you mean, you 'know' what the Bible means?" The son replied, "I do know!"

"Okay," said his father. "So, son, what does the Bible mean?"

"That's easy, Daddy. It stands for 'Basic Instructions Before Leaving Earth.'"

I believe that a lot of the things (Bad Things) that happen to us in our lives are avoidable...

- ❖ The driver who is drunk, or who is talking on his cell phone causes an accident kills and maims ... avoidable.
- ❖ The Child who is burnt by burning water... avoidable.
- ❖ The person who smokes all of their lives and gets cancer... avoidable.
- ❖ The person who neglects their diet and consumes sugar all their lives lands up getting arthritis.... Avoidable.
- ❖ Poverty caused through poverty thinking, negativity... Avoidable.

Messages for the Month!

Be Nice! Beginning today, do treat everyone you meet, friend or foe, loved one or stranger, as if they were going to be dead at midnight. Extend to each person no matter how trivial the contact all the care and kindness and understanding and love that you can muster, and do it with not thought of any reward. Your life will never be the same again.

People do not care how much you know until they know how much you care.

"Misfortune reveals those who are not really friends." -- **Denis Waitley**

"You can have everything in life you want if you'll just help enough other people to get what they want!" -- **Zig Ziglar**

Real integrity is doing the right thing, knowing that nobody's going to know whether you did it or not.
-- Oprah Winfrey



Competition for the Month - Leadership Breakfast Meeting

Leadership Breakfast will be held in Gauteng for those who achieve a point value of 250/2000PV plus 1 signing or more... Accept this challenge in this month ... and be recognised at a very special breakfast.
Let me list the qualifications again...

1. You do personal PV of 250PV's through your own name at H/O.
2. You must achieve a group PV of no less than 2000PV's
3. You must personally sign up 1 distributor....

"If you think you can or if you think you can't you're right!" ...John Paul Getty.

January 2008 Leadership Breakfast Qualifiers ...

16th Feb 2008 Baigent, Peterson, Dedekind, Arons, Stephenson Gold Reef City 12pm. VTBA

2008 Friendly Force Annual Awards

The Friendly Top 20 Business Builder Awards

January – December 2008

- ◆ This contest is for everyone in the business irrespective of status.
- ◆ Your Position in this Top Twenty Contest will be determined by your Team. (Group PV).
- ◆ You must do 100 Personal PV (PPV) to pick up your Qualifying PV. (QPV)
- ◆ You must personally recruit 1 new distributor every quarter thus = 4 for the year
Or you can 'catch up' by recruiting 6 new distributors before the end of December 2008.
- ◆ Recognition will be published monthly.
- ◆ There will be Certificates for each quarter.
- ◆ The top 20 for the year will receive Certificates and Prizes according to rank.
- ◆ Out of this contest, further recognition will be given to the top No. 1 'Business Builder' in each of the following categories and will be determined by your Status at the beginning of January 2008 but is possible to be a Number 1 in more than category if you upgrade!
No. 1 Manager
No. 1 Director
No. 1 Emerald Director
No. 1 Sapphire Director
No. 1 Ruby Director
And the No. 1 Recruiter
- ◆ Out of this contest we will pick out the top No. 1 Recruiter for the year so bear in mind that you have to be in this category to be a contender for the Top Recruiter.
- ◆ Please remember that you have to recruit to be a contender in this contest...

THE FRIENDLY FORCE 2008 ANNUAL AWARDS

January 2008

Congratulations to the following ... Keep it up!

Pos.	Distributorship	Grp PV	Recr
1.	Jeanette Baigent	24 565	
2.	Zelda Roodt	13 508	
3.	Blanche Stephenson	5 501	3
4.	Margaret Bailey Mc Ewan	5 069	
5.	Erwin & Gilda Dedekind	4 412	3
6.	Muhsin & Deebe Peterson	4 364	3
7.	Lida Swan	4 078	
8.	Shirley & Richard Aarons	4 006	2
9.	Jenny Mc Connachie	3 289	
10.	Hillary Esterhuizen	3 140	
11.	Wayne & Carol Walker	2 244	
12.	Judy Dos Ramos	2 095	
13.	Elizabeth Pearce	2 042	
14.	Gillan Bertram	1 719	
15.	Susi Muller	1 655	
16.	Merle Du Plooy	1 466	
17.	Lorna Dixie	1 449	
18.	Althea De Beer	1398	
19.	Jean Wetselaar	1 385	
20.	Annelies Van Leusden	1 309	
	See Contest for details...		

General Notes and conditions!

- The Qualification period will run from January 2008 till end December 2008.
- This event will be hosted by your leaders Roy and Lyn Banks.
- The Awards Rally will take place in January 2009 AT A FRIENDLY FORCE EVENT! You must attend the event to collect your prize unless you reside outside the Gauteng area.
- Recruiting will have an effect on your results both in the Top 20 and in the success of your business!

Your GNLD Future Starts Right Now and Together
We will Builder a Brighter, Healthier, Happier, Wealthier 2008

Impending Events

..... Things to remember!

February and March 2008
2008 Leap Year – Includes Feb 29th

Check Next page for your venue...

February Experience Meetings happening around the country!

Gautengers! Team Trainings + Rallies ...

Team Rally... Saturday Feb 9th 2pm – 4 pm

Gauteng Event

Opportunity (Business Presentation) 1-1:45pm

Friendly Team Rally 2-4 PM

GET UP AND GO ...REVVVV UP RALLY!

SPEAKERS... DR. BARRY BLAND - GNLD NUTRITION

ROY BANKS - 'WHEN ALL ELSE FAILS'

LYN BANKS - NUTRITIONAL PRODUCTS... various

MUHSIN PETERSON - BECOMING A DIRECTOR

GNLD International, GNLD Conference Room, Longmeadow Business Estate,
2 Ayrshire Boulevard, Longmeadow.

Longmeadow Estate is Opposite the Greenstone Shopping Centre...

Entrance Fee for Distributors – R10.00 & Guests are Free

16th Feb 2008

Leaders Breakfast Meeting Baigent, Peterson, Dedekind, Arons, Stephenson
Gold Reef City 12pm. Restaurant to be advised.

Johannesburg Experience Meetings R10... Guests are Free.

SAT 16/02/08	JHB	CROWN REEF CONVENTION CENTRE	14:30	K MORGAN	N DUBE	L SMITH
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Valentines Day – 14th Feb! How can you not make use of this fantastic event to use and promote your wonderful GNLD products? ...
Aloe Vera Plus, Vitamin E and Zinc are natural aphrodisiacs... Definitely improves your Sex Drive! Start taking them now... mmmmm!
If you don't know what to do with Body Luv... then phone me and I'll tell you!
Otherwise... Just use your imagination! That can also be quite stimulating!
Other GNLD products on the range make awesome gifts... the skin care, personal care... etc.

Product & Marketing Training – Roy + Lyn Banks

Saturday 23th Feb... 10.30am...

Melrose Bowling Club, Venus Street, Birdhaven

February Month End will be on Monday 3rd March 2004!

Saturday 6th March 2.30pm

Saturday March 8th 2pm – 4 pm

Gauteng Event (Closed to Friendly Force Distributors).

Opportunity (Business Presentation) 1- 1.45pm

GNLD International

GNLD Conference Room, Longmeadow Business Estate,
2 Ayrshire Boulevard, Longmeadow

Longmeadow Estate is Opposite the Greenstone Shopping Centre...

Entrance Fee for Distributors – R10.00 & Guests are Free

Country Wide Experience Meetings - February 2008 Cont...

Experience Meetings - February 2008

R10 per Distributor Guests are free

Date	City	Venue	Time	COMP	PRODUCT	B/OPP
FRI 1/02/08	SWAZILAND	TUMS GEORGE HOTEL	14:30	R BOSTOCK	K MORGAN	M MOKOENA
SAT 16/2/08	CAPE TOWN	BELMONT SQUARE	14:30	K VAUGHAN	TBA	C BOLTON
SAT 16/02/08	JHB	CROWN REEF CONVENTION CENTRE	14:30	K MORGAN	N DUBE	L SMITH
SAT 16/02/08	DBN	DURBAN DC CONVENTION CENTRE	14:30	B MASONDO	B BLAND	P JOUBERT
SUN 17/02/08	PORT ELIZABETH	SUMMERSTRAND	14:30	K VAUGHAN	TBA	C BOLTON
THU 21/02/08	KLERKSDORP	PYRAMIDS CONF CENTRE	18:00	B MASONDO	N DUBE	H CRONJE
THU 21/02/08	POLOKWANE	GOLDEN PILLOW CONF CENTRE	18:00	K VAUGHAN	B BLAND	B BLAND
FRI 22/02/08	WELKOM	WELKOM INN	18:00	B MASONDO	N DUBE	H CRONJE
FRI 22/02/08	NELSPRUIT	ORION HOTEL PROMENADE	18:00	K VAUGHAN	B BLAND	B BLAND
SAT 23/02/08	BLOEMFONTEIN	PRESIDENT HOTEL	14:30	B MASONDO	N DUBE	H CRONJE
SAT 23/02/08	SWAZILAND	TUMS GEORGE	14:30	K VAUGHAN	B BLAND	B BLAND
SUN 24/02/08	LESOTHO	VICTORIA HOTEL	14:30	B MASONDO	N DUBE	H CRONJE
THU 28/02/08	EAST LONDON	PREMIER KING DAVID	19:00	K VAUGHAN	N DUBE	L SMITH

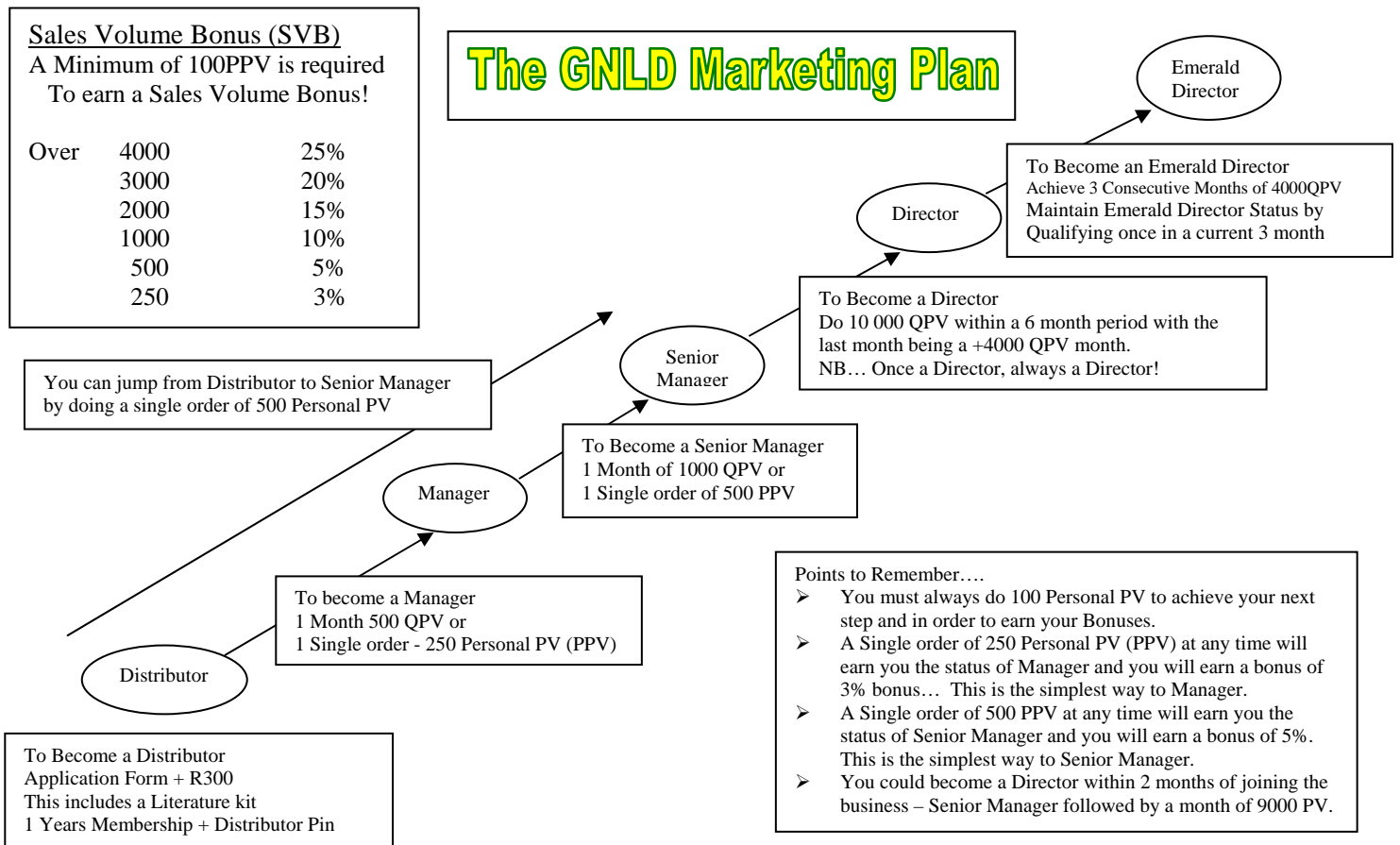
Experience Meetings - March 2008

Distributors R10 ... Guests are free

				COMP	PRODUCT	B/OPP
SAT 1/03/08	MTHATHA (UMTATA)	HOLIDAY INN	14:30	K VAUGHAN	N DUBE	L SMITH
SUN 2/03/08	KOKSTAD	TBA	14:30	K VAUGHAN	N DUBE	L SMITH
WED 12/03/08	NEWCASTLE	CENTURY CASINO	18:00	B MASONDO	N DUBE	L MOKOENA
THU 13 TH	VANDEBBIJL PARK	RIVERSIDE HOTEL VANDEBBIJL	18:30	R BOSTOCK	TBA	SHABALALA
THU 13 TH	VRYHEID	STILWATER HOTEL	18:00	B MASONDO	N DUBE	L MOKOENA
SAT 15 TH	SOWETO	TBA	14:30	K VAUGHAN	TBA	S SHABALALA
SAT 15 TH	CAPE TOWN	BELMONT SQUARE CONF CENTRE	14:30	M VAN DEVENTER	TBA	J CLOETE
SAT 15 TH	ULUNDI	HOLIDAY INN ULUNDI	14:30	B MASONDO	N DUBE	L MOEKOENA
SUN 16 TH	RUSTENBURG	LIONS CLUB RUSTENBURG	14:30	K VAUGHAN	TBA	S SHABALALA
SUN 16 TH	KHAYALITSHA	LOOKOUT HILL, SPINE RD, KHAYALITSHA, OFF THE N2, CAPE TOWN	14:30	H CRONJE	TBA	J CLOETE
SUN 16 TH	EMPANGENI	PROTEA HOTEL EMPANGENI	14:30	B MASONDO	N DUBE	L MOKOENA

Entrance Fee for Distributors – R10.00 & Guests are Free
Please advise your teams accordingly

Get to know your Marketing Plan (As at December 2007)



Notes...

- Personal PV (PPV) means all orders placed through GNLD Head Office in your own Name (Your GNLD ID No.).
- Qualifying PV (QPV) means your personal PV plus all the PV of your unqualified distributors...
- Qualifying Unit... (+ 4000 QPV). This is a Senior Manager or above who with their team are generating 4000 QPV in a month.
- Once achieving the status of Distributor/Manager/Senior Manager/and Director you never lose your status or your pin.
- Once you have recruited someone into the business, that person can never pass you... They might attain a higher status on the marketing plan but they will always be part of your team.