

Taking Stock of One's Own Health

What if you took the time to take stock of your own health? Where you stand? What factors are beyond your control? What you could change if you wanted to make your health better? What changes are within your control but not to your liking?

The point of this essay is to make you think. If you are not yet a Vollara user there is another point. We want you to take note of our excellent products.

Each of us has to do our own analysis because we are all so different. We range in age from twenties to eighties. Our lifestyles are different. We have different body types, different family situations, different eating habits and, of course, different genetics.

We will tie this discussion to Vollara's idea of uncompromising health. How healthy do you want to be? Joe Urso, our Chairman, says that no one wants to be "half healthy." Given the choice, we all want as much health as we can possibly tolerate...and I said it that way because we all have some bad habits that we won't be willing to give up.

Many years ago my father quit smoking. I visited my parents at Christmas that year and he wasn't smoking. I was so proud. Six months later I visited again and he was back to smoking. "Why did you go back?" I asked. "I missed it too much," he said, honestly. Then I asked carefully. "So the benefits of quitting weren't worth what you had to give up?" "That's about it," he said. "I quit for 6 months and finally decided I'd rather die than give up smoking." He meant it, and a year later his prophesy came true. He was younger then than I am today.

We each have to take stock of who we are, what we believe in and what we want when it comes to health. We have to analyze our family habits as well as our individual habits. I'm not saying you can tell your wife or husband what to do, but at least you can THINK about their health circumstances and offer possibilities. In some cases one family member—or one close friend—will make a pact with another. I'll give up smoking if you'll start walking and set a goal to lose 50 pounds. This kind of thinking will bring to mind other people who should be added to your prospect list.

It's not easy to influence someone to change their life. We try to do that on our nutrition calls and on our Million Friends calls. Our speakers are given this advice: *"Every time you do a talk—to one person or a group—your goal should be to profoundly change someone's life. If that goal is in your heart and if you don't get carried away with some other intention you will be a very good Vollara presenter and leader."*

Warning!
Reading this could profoundly impact your health.

But there's bad news. You might try to make a profound difference for 500 someones and only succeed once. A lot of blanks will be fired, but it's a rewarding thing to do. One of my current goals is to find a young person—in the Baby Boom #2 demographic group—and help take that person to a half-million dollars per year of income by the time he or she is 30. I'm working with one of Dick Schreiber's guys from Virginia Beach—Justin Ellsworth—and we're all very proud of this young man. Besides his full time Navy duties, he is taking 3 college courses to become qualified to be a Chaplain, he has a part time job and he's a father and husband. Still he finds time to work EFFECTIVELY at Vollara. I already count Justin as a significant leader.

Now back to physical health. **Thanks to Vollara air purification technologies** (top product in photo) **we can control the air we breathe.** It's a significant thing to do because we spend a huge share of our lives at home (for example, in bed). It may also be possible, in some cases, to introduce air purification to your place of work.

We also have a lot of control—thanks to LivingWater (second product in photo) **—over the water we drink and cook with.** Many people start with **Fast Start Packs** (all items in photo) and put all of these technologies in their homes immediately. There is a hint that we might soon get a new financing option that perhaps would allow a retail buyer to have a **LivingWater** by paying \$130 a month or some manageable amount like that. We'll keep our ear to the track and tell you anything we hear.

When it comes to nutrition, we have control over the foods we buy, our methods of preparation, the calories we consume and our nutritional supplements. I'm not suggesting that all these choices are easy. In a family you have to deal with the preferences and pressures of all family members. And we have to deal with all the bad habits we have accumulated during our lifetime.

I love fried chicken. I love Dr Pepper. I love to visit a buffet restaurant and eat like there's no tomorrow. I used to love fast foods. Now I can say I am no longer hooked. Hey, I'm making progress.

Sticking with the Vollara product s, we also have control—thanks to LaundryPure (third product in photo) **—over things that touch our skin.** This includes clothing, bedding, towels. We can also use acidic **LivingWater** on our skin and hair. That requires us to collect the water and move it to the bathroom. It's not hard but it does require that we introduce a new habit into our lives.

Other factors we can think about include...

- the brain stimulation we achieve
- our weight
- exercise
- posture and stretching
- the amount of rest we get
- care of our feet
- care of our mouth and teeth
- emotional and spiritual factors
- anger and stress
- our use of medicines
- good bowel activity
- and our choice of occupation



Brain stimulation. Our nutrition calls are intended to make our audience think... so chalk one up for **brain stimulation**. Most Americans get a lot of their brain stimulation from TV...and teenagers get a big slice of their stimulation from video games. Those things can be good or bad, depending on your choices and the percentage of exposure. Our calls and pre call chats are highly stimulating ...and we thank Don Coon for being our curmudgeon or facilitator for so many years. Our interactions touch on all sorts of Vollara topics, the weather, animal noises in the background, hot news topics, health, prayer and more. Reading is an excellent stimulus. As a younger man I read a lot of self-help books. Many networking leaders are big advocates for that genre. It also boils down to what lights your fire. I like scientific material, novels, history and politics and humor...but to tell you the truth I've burned out on the self-help stuff! I'm not against it, but after reading maybe 30 self-help books and listening to hundreds of hours of cassettes and CD's I've gone through that genre. I still need brain stimulation...but I choose different subject matter these days.

Weight. By just being 10% to 20% overweight we introduce all sorts of potential health complications...ranging from heart disease, to diabetes, to joint problems and more. Statistically, thin people live longer. In fact, the #1 thing you could do to extend your life would be to go on a near-starvation diet. I'm not advocating that. For most of us, eating is one of the most important pleasures of life. But I want to make sure everyone understands that thin people tend to live longer. The bit about a "near-starvation diet" has been validated with many studies. It's not a theory. It's a proven fact.

At the very least, THINK about losing weight. THINK about how you could change your food choices and eating habits. THINK about how you could exercise more and work some forms of exercise right into your lifestyle. THINK about drinking more water and less of other beverages. THINK, THINK, THINK. "Whatever you think about you tend to do...whatever you think about you tend to become." That's not entirely true or I would have become a beautiful woman many decades ago. I certainly think about women a lot. But you get my point.

Exercise. My wife and daughter have gone to Russia to renew their passports. They'll be gone 2 months. I've decided—partly for fun but also for my health—to begin a fitness campaign the moment they leave. I'll run more, walk more, stretch more, do calisthenics, do gymnastics and work on developing a six pack instead of a pad of tummy fat. My goal is to be noticeably different by the time they return.

Most people won't go all out like that, but DO SOMETHING. As with weight loss, you can begin by thinking. THINK about exercising more. THINK about walking more and at a brisker pace. I started with wind sprints. I THOUGHT about my plan for a month. I run as fast as I can for a few hundred yards. The next day I run in the opposite direction because there's a hill. Our subdivision has 50 feet of elevation change, which is a big deal here in Florida. Each day I run a little farther. A few years ago I raced my daughter around a track in Santa Barbara, CA. She was about 40 at the time...and she was dead set on beating me. I was able to hang back and let her set the pace, then in the final 50 yards I drew even and we tied. This time I want to get to the point where I can run at a good speed for half a mile. As far as distance goes, I want to be able to run 5 miles without having to stop to rest.

My exercise program won't matter to you. I'm covering this to give you ideas. Who knows, maybe a couple of you will join me and exercise this summer. If that were to happen, it MIGHT make a profound difference in your life.

Posture and stretching. Have you ever tried focusing on your posture for a week? It's an impressive health factor to focus on. You have to think really hard to keep your tummy tucked in and your shoulders back. I tend to lose my concentration and start slumping again after only a few seconds. But if you keep at it, better posture will change how you feel within 15 minutes. Better posture applies while you are walking, standing, sitting or driving. Just tuck in that tummy, tighten your chest, stand erect and walk with a good stride. This may sound like the easiest of these self-help ideas, but it's VERY EASY to let your mind slip and allow this wonderful idea to fall by the wayside.

Rest. When we are VERY BUSY, we sleep less. The studies on sleep and rest suggest that it's a really important factor in the health equation. For some people it's impossible to get 8 hours of sleep on a regular basis. At least we should find a COMFORTABLE way to sleep. I first became sold on air conditioning back in the sixties when I read about how it helped people get more rest. That seems obvious to anyone who has lived in a hot climate...but when I heard that the University of Texas had documented the value of better sleep it completely changed my thinking.

I'm here to tell you that **air purification** helps you sleep better, too. Thousands of our customers agree enthusiastically.

Nutrition helps, too. When it comes to rest, it will be good if you use **Re:Build**, **Re:Place**, **Re:Plenish** and **LivingWater** to put your body in the right physical condition to sleep comfortably. The **Re:Plenish** literature talks extensively about reducing inflammation in the body and almost nothing interferes with restful sleep more than a body that is raked with pain from inflammation. **LivingWater** also helps in that regard. And **Re:Fuel** is the basic supplement that we should all take to normalize all health factors. **Re:Build** is a calcium and magnesium supplement which has long been known to help relax the muscles and contribute to better sleep.

Feet. Yes, we have a Vollara product to help with the feet. It's **LivingWater**. We drink the alkaline water and, if you are willing to take the time, you can soak your feet in the acid water. Good shoes or shoe inserts are also important. We all know how wonderful a good foot rub feels. Look into shoe inserts. Your whole body will feel better.

All of these things fit together—weight, rest, diet, feet and all the other things we are talking about. It is YOUR JOB to figure out which aspects of better health will be best for you and easiest to implement.

Mouth and teeth. Jo Ann Grant and I are the two biggest advocates for flossing and oral care on these morning nutrition calls. I slosh hydrogen peroxide in my mouth twice each day. Flossing and oral care can reduce the chances of heart disease and other infectious problems throughout the

body. If you allow bacteria to grow around your gums and between your teeth, the blood stream will transport oral problems to other body systems.

Emotional and spiritual factors. The fellowship of our morning nutrition calls helps in this area. These calls are a type of ministry. We have helped people with weight loss, with supplementation, with the foods they buy, with exercise, with attitude and with business building. If you've been on a few of these calls you know you have friends—kindred spirits—who share concerns and dreams with you. You can get emotional and spiritual support from your church but this type of support also comes from family, from friends, from reading and from music.

Anger and stress. Many people do not realize how big a tie in there is between emotions and nutrition. We can usually calm a savage child with a glass of milk and a cookie. We can settle many adult disagreements by airing our thoughts over a cup of coffee or tea. Nutrition and hydration are all tied to how we feel. I know to take 2 **Re:Fuel** capsules when I feel stressed or angry. The most stress I've ever felt was not in combat when the enemy was shooting at me. It was when I sat in court and heard my attorneys argue poorly for my position.

Medicines. We all love medicines at the right time when they are needed...but we hate the idea of taking extra or unnecessary medicines. Not to mention the high cost of medication. Modern healthcare focuses strongly on drugs; whereas we focus more on natural good health, but we don't think that all medicines are all bad. My goal is to stay healthy and take very little in the way of medicines. When I need a medicine, I will be happy to have it and I'll follow

the medical instructions carefully unless I have a good reason not to.

Healthy bowel activity. I looked for data about what constitutes ideal bowel activity. Many experts say that 1 "good" bowel movement per day is typical. A few experts—and I tend to agree with these guys—say that the healthiest people have bowel movements an hour or so after each meal! There are some very interesting books on this subject—such as "Health Begins in the Colon." Of all the products I've seen for helping people in this area, nothing has given better results than **LivingWater**. Part of the reason might be hydration, but I think the alkalinity is a big part, too.

Our choice of occupation. At least in passing I want to mention the studies I have referred to on other calls. The studies show that people who have positions of high responsibility have fewer strokes and heart attacks than people who are in more "typical" or "regular" jobs. Other studies show that people who retire die sooner than similar people who keep working.

As a Vollara leader, heavy responsibility and leadership are my daily fare. Some of you may think that Vollara is about selling. For you, maybe it is. But it has always been about group building and leadership to me. The career studies I mentioned weren't done until 30 years into my career, but I am very happy to be doing leadership work. Also, it pays really well if you do a good job of it.

And now for some closing comments about our product line. **Vollara air purification technologies allow us to breathe cleaner, fresher, safer air. They allow us to kill bacteria, mold and viruses on environmental surfaces.** Is that about health? Yes...and also about


sleeping better! Some people who first hear about our air purifiers will think of them in a different sense. "They're to filter out dust," they might say. It's our job to remind them where that dust would be (in their lungs) if we didn't remove it from the breathing zone. Nor does it enter most people's mind that an air unit could kill mold or bacteria. It's our job to teach them the unique capabilities of Vollara products.

LivingWater is about improving our health through hydration, negative ORP and alkalinity. One huge benefit is that **LivingWater** tastes so good. People drink more. Basic hydration is important even without the ORP and alkalinity. There's a lot of cost savings associated with drinking more water as opposed to more soft drinks or other beverages. And there's a huge savings associated with making home-bottled water rather than buying it from vending machines and convenience stores. **LivingWater** is about helping the body deal with the hundreds of pounds of acidic waste by-products our bodies produce each year as a function of metabolism. Digestion—to extract food values and energy—always produces acid waste. This acidity originates throughout your body. The body has to work like crazy to remove it to the kidneys and large intestine. **LivingWater** helps in all of these areas.

Vollara nutrition products fall into 3 major categories. We have the basic nutrition products that have a whole food basis and were developed with focus on the benefits of enzymes. Foremost among our basic nutrition products is the multi-multi-multi-multi product called **Re:Fuel**. It has vitamins, minerals, enzymes, probiotics and antioxidants.


Re:Fuel - Yes, one Super-Multi provides all of the following...

6



=


3



whole food vitamins

+


3



enzymes for digesting fats, carbs & protein

+


3



12 stabilized strains of probiotics

+


3



food sourced antioxidants

+

3




extra fat digesting enzymes

+

50% of Re:Claim

1 1/2



chelated minerals for better absorption

The most natural and complete multi-multi-multi-multi you can find...and at a very low price.

I haven't used or seen the labels of every product in the world, but I have never seen any other product that even comes close to **Re:Fuel**. In general, you'd be buying 3 natural products from a health food store to equal what **Re:Fuel** offers. It's a great product and, for all it provides, an incredible NATURAL value. Our line has 2 dozen other products to serve the nutritional needs and interests of our customers: **Re:View** for eye health, **Re:Charge** and **Re:Juvenate** for male/female needs, **Re:Claim** for minerals, **Re:Absorb** and **Re:Balance** for better digestion, **Re:Place** as a meal substitute and a dozen other wonderful, enzyme-based products.

And we have our amazingly delicious, high antioxidant, high phyto-chemical drink made from muscadine grapes or berries. More than a dozen other juice companies tout the antioxidant benefits of their product. Not a one will provide



as much nutritional variety and antioxidant power as **Re:Plenish** and no product comes close to being as delicious.

Our newest addition to our nutrition line is **Re:Sist**. This wonder product comes to us

from the famous Karolinska Institute in Sweden. Made from algae, **Re:Sist** is designed to stimulate the body's immune response. It has been shown to be vastly more effective for this purpose than other immune stimulants.

Let's close with **LaundryPure**. Is this a health product? You bet it is. Here's a cost effective way to wash clothes, towels and linen with zero detergent and zero fabric softeners. The health benefit is in ending the exposure through your skin to chemicals. If you sleep in your pajamas with your head on a pillow case for 7 or 8 hours, how much chemical residue do you want in

contact with your skin? Then there are the other hours of the day when we wear clothes. **LaundryPure** is just one more part of the health puzzle where Vollara stands tall.

This brings us, of course, to your call to action. How will you respond to today's information? What changes will you make? How will this knowledge allow you to help your family and others?

The actions you take are up to you. Thanks for **THINKING**. This is Bob Giddens, urging you to join Vollara and to be an enthusiastic user of our health- and environment-friendly products.

The Fast Start Pack (a little less than \$2,200 in most states) contains all the products shown in the line-up of photos below.

There's a way to get all the main products at a very advantageous price...

...and it's **Easy As Pie**

Vollara is easy as pie if you just want to use the products. You just sign up. Order whenever you want. No quota.

If a sale falls in your lap, take it.
If no sale ever falls in your lap, who cares?

When emails arrive from the company you can read them or delete them. No pressure. Our meetings and conference calls are 100% optional, as well. Once a year you must renew. What could be simpler?

An "Easy As Pie" distributor gets to use our unique and truly outstanding products at the distributor pricing.

If a new person orders the Fast Start Pack (all products shown at left) within 8 weeks he gets a price that's **16% below wholesale.**

"Easy As Pie" distributors can tell their friends about this or they can keep their distributorship a secret. All you need to know is right here: www.chippynews.com/EmailRecruiting.htm

If problems come up, Mr. Easy As Pie calls a toll free number (during open hours, of course) and Customer Service helps solve most things.

