



# Weight Loss Challenge

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HERBALIFE®

# WIN WITH THE WEIGHT LOSS CHALLENGE

The Weight Loss Challenge is making winners out of everyone. From the participants who are losing weight to the Distributors who are building their business like never before, a Weight Loss Challenge is a great way for people to discover the nutritional benefits of Herbalife® products. Each person who has experienced the power of the Weight Loss Challenge spreads the word to others, creating incredible momentum.

### EVERYTHING YOU NEED

Inside this manual you'll learn how easy it is to win with the Weight Loss Challenge, a list of supplies you'll need, class outlines and week-by-week handouts. At a minimal cost, you can get started and duplicate your success within your organisation. Make sure you comply with local laws and regulations, including those that apply to advertising the Weight Loss Challenge, use of public and private property, etc.

For tips and tools, visit the Weight Loss Challenge section on [MyHerbalife.com/za](http://MyHerbalife.com/za) (Retailing & Recruiting ► Daily Methods of Operation ► Weight Loss Challenge). You may wish to send your participants to a specific website to download the class content each week.

### EASY TO GET STARTED

All you need is a few participants to get started. Experience of existing distributors suggests that 20 participants is ideal, up to an allowable maximum of 40 participants per Challenge.

Challenge participants are a motivated group, so they'll be receptive to your retailing efforts. They already have weight-loss goals—and Herbalife® Weight Management Programme can help them get there. Retention and recruiting go hand in hand with the Weight Loss Challenge, especially since participants may choose to participate in future Challenges.

Of course weight control is achieved via the Herbalife Weight Management Programme which includes, amongst other things, a balanced diet, regular exercise, an adequate daily fluid intake and appropriate rest.

### THE FUN FACTOR

The most important element to any Challenge is...*fun*! You'll find that socialising, community, results and recognition keep the momentum going. As a Weight Loss Challenge coach, your enthusiasm will motivate and inspire everyone in your group.

With this amazing Business Method, you'll enjoy coaching people to get incredible results while growing your business at the same time. Step up to the Challenge today!

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# GETTING STARTED

## 1. KNOW THE RULES

- Familiarise yourself with the “Distributor Weight Loss Challenge Rules and Guidelines” (located at the end of this section) and the “Weight Loss Challenge Participation Agreement” (located in “Registration Handouts for Week 1” at the end of Section Three).

## 2. RESEARCH, FIND AND SECURE A LOCATION

- Look for a place with tables, chairs and, ideally, a kitchen setup where teas, shakes and samples can be prepared. Aim for a professional, yet fun, boardroom-type, face-to-face setting. Find a place where you will have enough room to start and grow. You might try a church, library, office space, community centre, etc. (with permission). Locations that have a kitchen should already comply with local hygiene regulations.
- Although you might be able to secure such a space for free, be prepared to pay a fee.

## 3. PICK A START DATE FOR YOUR WEIGHT LOSS CHALLENGE

## 4. ADVERTISE

- Begin advertising the week prior to the scheduled class start date.
- Create your advertising plan:
  - **Advertisements.** Consider advertising in local newspapers/periodicals that people receive in the area where you plan on having the classes.
  - **Full-page flyers.** With permission, distribute or display flyers at businesses within the vicinity of the class location.
  - **Word of mouth.** Use the “Who do you know?” approach. Also, talk to people who live in the area where the class will be held.
  - **Have your guests invite their own.** Invite existing customers who live in the area where the class will be held, and ask them to invite guests. This is one of the best ways to bring people in!

(Note: The results of your advertising will vary, depending on the newspaper or other media chosen, geographical location, size of ad, etc.)

## 5. PREPARE FOR THE PHONE TO RING!

- Make sure you’re already familiar with the phone scripts in Section Two of this manual, and take care of the following before advertising:
  - **Outgoing voicemail message.** Use the phone script in Section Two as a guide to recording this message. It should include the phone number for your direct-line or freephone number.
  - **Script for answering calls live or for doing call-backs to pre-register people.**
  - **Registration list.** Be ready to start a list of everyone interested in taking the course.

## 6. PREPARE FOR THE WEIGHT LOSS CHALLENGE

- See “Section Three: Getting Ready for Class” for details on setting up for your classes.

## SECTION ONE: Distributor Weight Loss Challenge Rules and Guidelines

# Distributor Weight Loss Challenge LOCAL RULES & GUIDELINES - SOUTH AFRICA

The Weight Loss Challenge Rules and Guidelines set forth below have the force and effect of, and are in addition to, Herbalife's other Rules, including the Rules of Conduct and Distributor Policies, the Supplemental Rules (where applicable) and the Nutrition Club Rules (where appropriate).

Non-italicized content represents the Rule itself and is mandatory. Italicized content represents "best practices" and/or further details.

### 1. MAXIMUM NUMBER OF PARTICIPANTS

Each Weight Loss Challenge ("Challenge") is limited to a maximum of 40 participants.

*We recommend that you have 20 to 30 participants per Challenge. Keep in mind that a Challenge may include as few as 3 and up to the maximum of 40 participants. For example, if you have 120 people ready to start their Challenge today, you must start 3 or more separate Challenges in order to comply with this Rule. We also recommend that an Independent Distributor be assigned as a personal coach to every 12 to 15 participants.*

### 2. PERMISSIBLE FEES

**Participation Fee:** Participation fees may not be used to generate a profit and, under no circumstance, may they exceed R 350.00 for the 12 week duration of the challenge.

**Weight-Gain Fee:** Distributors may charge a weight-gain fee of R8 1/2 kg for weight gained since a participant's last recorded weigh-in.

**Absence Fee:** Distributors may charge an absence fee up to the amount equal to a weekly attendance fee for each absence from a weekly meeting. One (1) absence is allowed without penalty. The only permissible action for non-payment of weight-gain and absence fees is disqualification from the Challenge; Distributors may not otherwise press or pursue participants (or former participants) for payment.

### 3. MAXIMUM PAYOUT

First-prize payout for each challenge may not exceed R4800.

*There are 2 reasons for this maximum payout amount:*

- Participants should be driven by the results they will achieve, with the "extra" benefit of possibly winning money.*
- Larger funds could encourage participants to engage in unhealthy or excessive weight loss and exercise practices; therefore, we dictate this reasonable maximum prize amount.*

### 4. DURATION

Each Challenge must run for a minimum of 6 weeks.

- We recommend that each Challenge runs for 12 weeks. This allows the participants to better reach their goals during the course of the Challenge.*
- The Weight Loss Challenge Manual, <http://www.herbalifeww.com/za/index.shtml> support materials, and Herbalife's Weight Loss Challenge website for participants <http://www.herbalifeww.com/za/index.shtml> are based on a 12-week program.*

### 5. WEEKLY MEETINGS

## SECTION ONE: Distributor Weight Loss Challenge Rules and Guidelines

Weekly meetings are a required element of any Challenge. They may be conducted in any suitable location.

*Meetings should include a weekly weigh-in, a discussion of the participants' progress, educational talks by the Distributor(s)/coach(s), and formulation of a plans and/or goals for the coming week.*

### 6. RECOMMENDING HERBALIFE® PRODUCTS

Distributors may always recommend, promote and educate on Herbalife® products to help ensure good nutrition, but may not require that the products be purchased or consumed as part of a Challenge.

### 7. REFUNDING THE PARTICIPATION FEE

The participation fee must be fully refunded if requested by the participant within the first 48 hours of the Challenge start date. Refunds requested more than 48 hours after the Challenge commences may be granted at the discretion of the responsible Distributor(s).

### 8. ADVERTISING

Herbalife creates a variety of finished ads for the Weight Loss Challenge. These tools can be found at [www.MyHerbalife.com/za](http://www.MyHerbalife.com/za).

Distributor-created ads are permitted, but they must be compliant with all Herbalife's Rules, including the Rules of Conduct and Distributor Policies, the Supplemental Rules (where applicable) and the Nutrition Club Rules (where appropriate), as well as the laws governing the advertisement of weight loss products and claims in South Africa.

In addition, ads for a Weight Loss Challenge may not state or imply that persons will receive money for the mere act of participating in a Challenge. Only 4 participants in each Challenge actually receive cash payouts. Ads may state or imply that persons who win the Challenge can earn money for doing so.

Examples of Acceptable Ad Statements

- "Weight Loss Challenge winners can earn Rand for losing kilograms!"
- "Challenge winners can earn cash to lose weight!"

Examples of Unacceptable Ad Statements

- "Earn Rand for losing kilograms!"
- "We pay you to lose weight!"

### 9. REQUIRED PARTICIPATION AGREEMENT

Every participant must review and sign a Participation Agreement, which must be kept on file by the Distributor(s) for at least 1 year from signing and produced to Herbalife upon request.

### 10. MINIMUM AGE

The minimum age for participation in a Weight Loss Challenge is 18. Persons below that age may not participate.

## SECTION TWO: Phone Scripts

# OUTGOING VOICEMAIL PHONE SCRIPT

Below is an example of what you could record as an outgoing voicemail message for the phone number that will appear in all of your advertising for the class. It is recommended that you run these calls as a live number, so that you can answer calls as they come in, or have someone do that for you. However, you can record the message below in case you aren't able to take the call; this will allow people to leave a message so that you can call them later to provide more information or pre-register them for the class.

### Outgoing Voicemail Script:

*Thank you for calling [your business name]. I'm either on the phone or away from my desk. If you are calling to register for the [name of the particular city you are advertising in] Weight Loss Challenge, please identify which class you are registering for, and leave your name and number, and I will call you back as soon as possible!*

### REGISTRATION PHONE SCRIPTS

Next are examples of registration phone scripts. Use them as a guide when taking a call live, pre-registering people or returning calls for messages they may have left you.

#### Greeting for a live call:

[Your business name] *this is* [your name]

#### Script for returning a call when a message is left:

*Hello, this is [your name] with [your business name], and I'm returning a call from [person's name]. Is he/she available? He/she called to pre-register for the class and wanted more information.*

...then give the person registering the following details about the class:

- **Start date**
- **Location of the class**
- **Time for weigh-ins and measures**
- **Class start time.** Ask the participant to come to class on time, since it starts promptly, and inform them that it will last about half an hour (30 minutes).
- **Participation fee.** To participate in the 12-week Weight Loss Challenge, each person pays a fee of R350.00. (See Rule 7 regarding refunds in the "Distributor Weight Loss Challenge Rules and Guidelines" at the end of Section One.) Explain that, with a minimum of the fee going toward administrative costs, this and all other money collected during the 12-week course will be paid out in cash and prizes at the end of that period to the top three people in class who have lost the greatest percentage of body weight.

If they ask whether you offer nutrition or weight-management programmes, tell them that Herbalife does have nutritional products available that can be used to support a healthy weight loss as part of the Herbalife Weight Management Programme and that they may purchase them if they choose. However, explain that they are under no obligation to purchase or be using products in order to take part in the class.

Collect their complete contact information. These are great leads! Tell them you look forward to seeing them in class, and briefly give them the class location and start time, as well as the time for weigh-ins and measures, once more.

## PREPARING FOR WEEK 1 AND BEYOND...

### Before the First Class

#### TOP TIP

Some Distributors have found it beneficial to set up registration or orientation sessions before starting week 1 to handle registration and answer queries. This has the added advantage of knowing the final number for your class and being able to combine registration groups into one challenge.

#### PREPARE REGISTRATION FOLDERS FOR PARTICIPANTS

Prepare two-pocket folders that participants will receive in the first class; in the folders, insert hard copies of the following registration handouts: (These can be found at the end of this section and are available on [www.MyHerbalife.com/za](http://www.MyHerbalife.com/za) website, under “Week 1: Protein.”)

#### Left-side folder pocket:

Weight Loss Challenge Participation Agreement

#### Right-side folder pocket:

- Weigh-Ins and Measures Weekly Record
- Welcome Letter
- References List
- Weight Loss Challenge Food/Drink Log

### Money

To take part in the Challenge, each participant pays a R350.00 fee. A minimal amount of every fee is used to cover administrative costs (e.g., photocopy and print costs for assorted handouts, and purchasing of the supplies listed below). **Note:** This fee is refundable within the first 48 hours of the Weight Loss Challenge start date. (For more details, see the “Distributor Weight Loss Challenge Rules and Guidelines” at the end of Section One.)

The remaining money, in addition to weight-gain and absentee fees, will be paid out in cash and prizes to the winners. (See the “Weight Loss Challenge Participation Agreement” for a detailed explanation of these fees and how the prize money is to be divided among winners.) **Note:** First-prize winner payout per each group of participants should not exceed R5600.00. (See the “Distributor Weight Loss Challenge Rules and Guidelines” at the end of Section One.)

## SECTION THREE: Getting Ready for Class

### Supplies

The following is a list of things you may need for the classes:

1. Herbalife pens
2. Receipt pad
3. All four flavours of Instant Herbal Beverage (to serve in each class)
4. Hot water, if possible
5. Cold water
6. Napkins
7. Honey
8. Stir sticks
9. Spoons
10. Cups
11. Lean-Protein Estimator (where available)
12. Digital scale (Be sure it goes up to a high weight)
13. Digital camera (and extra camera batteries)
14. Herbalife tape measures (120 inches long)
15. Two-pocket folders printed with your main phone number for the class
16. Raffle tickets
17. Giveaways for Weeks 2 through 12 (See “Giveaways” in this section of the manual)
18. Protein Bars for sampling during Week 1
19. Core Nutrition product display consisting of: Formula 1 Healthy Meal Nutritional Shake Mix, Formula 2 Multivitamin Complex, Fibre & Herb (where appropriate)
20. Products on hand to sell, along with proper Herbalife PROMOTE! items (e.g., shaker cups, tablet boxes, measuring spoons and any other items you would like to include as part of a customer “care pack”) for any new customers
21. Copies of the Product Brochure
22. Name tags

...and, most of all, have a great positive attitude!

### Hygiene Requirements

As the operator of this challenge it is your responsibility to abide by some simple and basic hygiene principles - please refer to Appendix 1 for full guidance which gives you some examples of best practice to help support you.

### Setting Up Stations

Set up the following four (4) stations, keeping flow in mind. Note that the number of team members per station below are based on a class size of 20 participants. Of course, with a smaller class you might want to handle multiple stations yourself. Or for a larger class of 40, you may choose to have more team members at a particular station—enough to handle volume.

## SECTION THREE: Getting Ready for Class

# PREPARING FOR WEEK 1 AND BEYOND...

(continued)

- **Registration Table.** (1 team member) The team member(s) at this station should be friendly and outgoing. Here, participants will:
  - Sign in
  - Pay their R350.00 participant fee and receive a receipt
  - Be given a name tag
  - Be directed to the Scale Station
  - Be given a Testimonial form
  - Be given a Participant agreement
- **Scale Station.** (1 team member) The team member(s) at this station should be upbeat and positive. Here, participants will:
  - Weigh in on a scale
  - Have their weight recorded in the “Weigh-Ins and Measures Weekly Record”
  - Take their “Weigh-Ins and Measures Weekly Record” and proceed to the Measure Station
- **Measure Station.** (2 team members –1 to measure; 1 to record measurements) Here, participants will:
  - Have all their measurements taken
  - Have their measurements recorded in the “Weigh-Ins and Measures Weekly Record” (which will be collected at this station)
  - Be directed to the Photo Station
- **Photo Station.** (1 team member) Here, participants will:
  - Have their pictures taken
  - Be directed to the Table Greeter

Assign the job of **Table Greeter** to one or more team members (again, the number depends on the size of your class). The Table Greeter helps participants find seats and asks them to help themselves to refreshments (such as Herbal Tea Concentrate). **Note:** Display all served products in their original containers with the labels, so participants can check labels to be aware of what they are consuming.

### Special Instructions for Scale and Measure Stations

Each week, participants will go to the Scale and Measure Stations before class begins to weigh in and be measured. The team members assigned to the Measure Station should familiarise themselves with the “Taking Good Measurements” diagram located in Appendix 6 at the back of this manual.

Because some participants may be self-conscious about being weighed and measured in front of other people, both procedures should be done very discreetly. For this reason, when setting up the Scale and Measure Stations, keep participants’ privacy in mind. Separate these stations from the rest of the room by putting up long curtains or by setting up screens. You may also wish to put up signs so others will know not to enter.

## SECTION THREE: Getting Ready for Class

Lastly, since participants report to these two stations each week, it is important that you keep both of them in the same locations within the meeting room throughout the entire 12 weeks of the Challenge. This prevents confusion and helps the process run smoothly each time.

### Coaches

Coaches are team members who teach the classes; they are also known as “trainers.” They should always have a good attitude and make the class fun!

#### ASSIGNING COACHES

Assign each participant a personal coach. If a participant was invited by a coach, that participant, along with anyone he or she brings, will be assigned to that same coach. Participants who answered an advertisement are divided among the coaches who paid for the advertisement. Again, people brought in by these participants will be assigned to the same coaches together. So, one coach may have two people assigned to them, while another coach may have more. (It depends on the luck of the draw!)

#### WEIGHT-CHANGE SPREADSHEET

A spreadsheet that automatically calculates each participant’s percentage of weight change for each week and for the entire 12-week course is available for download in the Weight Loss Challenge section on [MyHerbalife.com/za](http://MyHerbalife.com/za) (Retailing & Recruiting ► Daily Methods of Operation ► Weight Loss Challenge). Assign one team member to be in charge of inputting this data each week.

#### TRAINER OUTLINES

Outlines for teaching the Week 1 and Week 2 classes are included in this manual. (See “Section Four: Outlines for Teaching Classes.”)

#### HANDOUTS

For Weeks 3 through 12, coaches will teach from the handout documents located in “Section Five: Weekly Topics and Participant Handouts” of this manual. Each coach should be prepared to teach their class from the handouts for their respective weeks.

The coaches teaching the following weeks will need to provide the following handouts in class for all participants:

- Week 1 (“Protein”) - All handouts for this week
- Week 2 (“Meal Plans; Snacking; Water”)
  - “Quiz: Know Your Snacks”
  - The two (2) different meal plans (Meal Plans “A”, and “B”)
- Week 5 (“Nutrition Labels; Fats; Portion Control”) - “Quiz: Portion Distortion”

## SECTION THREE: Getting Ready for Class

# PREPARING FOR WEEK 1 AND BEYOND...

(continued)

- Week 6 (“Digestive Health”) - “Quiz: What Do You Know About Digestive Health?”
- Week 7 (“Eating Out”) - “Quiz: The Ins and Outs of Eating Out”

### ADDITIONAL PREPARATION FOR WEEK 2

To determine which meal plan to give each participant, the coach presenting Week 2 (“Meal Plans; Snacking; Water”) will need to bring in a Lean-Protein Estimator(s). (For more details, see “Trainer Outline for Week 1” in “Section Four: Outlines for Teaching Classes.”)

### ADDITIONAL PREPARATION FOR WEEK 4

The coach presenting Week 4 (“Carbohydrates; Shopping and Cooking; Core Nutrition”) will need to do the following for his/her class:

- Bring in visuals of good carbohydrates, such as oats, apples, cucumbers, a Formula 1 shake, etc.
- Bring samples of food labels to read (e.g., for single servings of peanut butter, salad dressing, popcorn, etc.).

### SESSION LENGTH

Coaches should keep the total session time to 30 minutes maximum. (**Note:** The first two sessions may run longer due to registration in Week 1 and the assigning of meal plans in Week 2.)

## Giveaways

From Week 2 through Week 12, you may wish to have giveaways of Herbalife® products. Beginning in Week 2, when a participant’s weigh-in shows that they have lost weight, give them a raffle ticket for the drawing that week, when they will have a chance to win one (1) giveaway of their choice. To prepare for the giveaways, do the following:

- Purchase Herbalife products to be given away (e.g. Protein Bars, Liftoff®, Herbal Aloe Soothing Hand & Body Lotion, Radiant C® Face Quencher, etc.) Ensure that for any products that are given away the full product and ingredient details are given with the products - why not use the information in Appendix 4 which can be printed off and given to the participant.  
Calculate how each many will you need for the entire 12-week course. For a group of up to 9 people, draw one (1) giveaway per week (for a total of 12 products); for 10 to 19 people, draw two (2) giveaways per week (for a total of 24 products); and for 20 to 40 people, draw three (3) per week (36 products).
- Place product in an attractive cellophane bag and tie with a ribbon. (You can buy the bags and ribbon at a local stationers.)
- Have a festive gift bag or basket ready where raffle tickets will be placed and drawn.

**SECTION THREE:** Registration Handouts for Week 1

**WEIGH-INS AND MEASURES WEEKLY RECORD**

Name: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

	Week 1 (Starting Weight)	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10	Week 11	Week 12
Weight												
Weekly Weight Loss/Gain												
Total Weight Loss												
% Lost												
Weight- Gain Fee Paid												
Upper Chest												
Chest												
Waist												
Hips												
Right Thigh												
Left Thigh												
Right Arm												
Left Arm												
Total centimetres Lost												

### SECTION THREE: Registration Handouts for Week 1

## Weight Loss Challenge Participation Agreement – South Africa

Thank you for your interest in the Weight Loss Challenge! Through the Challenge, Herbalife Independent Distributors (also known as “coaches”) are able to help participants work toward their weight-loss goals and improve their overall wellness. We want you to have a great time as you have fun and meet new friends at our Weight Loss Challenge. Remember that any reasonable diet or weight-management program includes exercise and sensible meals, and it’s always a good idea to consult your primary physician before starting an exercise or weight-management program.

The coach(es) responsible for this Challenge:

Name(s): \_\_\_\_\_

Contact Information: \_\_\_\_\_

Please read this document carefully and sign it to confirm that you understand all of the general terms of the Weight Loss Challenge.

- In return for your Participation Fee of R350.00 and upon signing this document, you are entitled to participate in the Weight Loss Challenge identified below and you will be eligible for the various prizes and/or payouts which are awarded upon its conclusion. You will also attend weekly weigh-ins where you will have the opportunity to ask questions, receive coaching and education.
- This Weight Loss Challenge begins the week of \_\_\_\_\_ / \_\_\_\_\_, 20\_\_\_\_ and ends the week of \_\_\_\_\_ / \_\_\_\_\_, 20\_\_\_\_.
- Coaches are independent businesspersons; they are solely and exclusively responsible for the operation and details of each Weight Loss Challenge.
- The purchase or consumption of Herbalife products to help ensure good nutrition while participating is recommended, but not required.
- Herbalife products are not medicine; they are not intended to diagnose, treat or cure any disease or medical condition, but they can help ensure good nutrition while managing weight and individuals may experience overall health and wellness benefits as a result of good nutrition and healthy weight.
- Persons who are in poor or questionable health may not be suitable candidates for participation in the Weight Loss Challenge and must first consult their primary physician; by signing this Agreement you represent that you are (a) in good health, or (b) have obtained consent from your primary physician to participate after a full discussion of your current health
- Weight Loss Challenge’s is primarily a social and educational event designed to assist you in improving your lifestyle through nutrition and weight management; the contest aspect of the Challenge is secondary and you agree that you will not put your health at risk in order to win the competition.
- The *Participation Fee* of R350.00 covers all prize payouts, plus minimal operational costs.
- The *Weight-Gain Fee* is R8 for 1/2 kg gained since the last recorded weigh-in.
- The *Absence Fee* is up to the amount equal to a weekly attendance fee for each absence. One (1) absence is allowed without penalty.

### SECTION THREE: Registration Handouts for Week 1

- The Participation Fee is fully refundable if requested by the participant within the first 48 hours of the Challenge start date.
- *Weight-Loss Payouts* are paid to the top 3 weight losers as follows:
  - **1st Place:** 50 percent will be paid to the person who has lost the greatest percentage of his/her body weight by the end of the Challenge.
  - **2nd Place:** 30 percent will be paid to the person who has lost the next greatest percentage of his/her body weight by the end of the Challenge.
  - **3rd Place:** 20 percent will be paid to the person who has lost the next greatest percentage of his/her body weight by the end of the Challenge.
- An *Centimetres Payout* is paid to the participant who loses the most centimetres and is not also a top 3 weight loser; this winner receives all money collected from Weight-Gain and Absence Fees.
- You agree that the Distributor(s) listed above are the sole arbiters of the prize winners for your Challenge and that their decisions are not subject to dispute or right of appeal.
- If, after reading this document, you have any further questions about the Weight Loss Challenge, do not hesitate to ask the Distributor(s) listed above.
- As a participant, you should communicate regularly and fully about your progress and never hesitate to ask questions, so you can receive the appropriate advice and coaching.
- You must be at least 18 years of age to enter a Weight Loss Challenge.

I, \_\_\_\_\_, [print name], have reviewed and agree to all of the above.

Signature: \_\_\_\_\_ Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Email: \_\_\_\_\_

How did you hear about this Challenge? (please check)

⏮ Prior participant (name): \_\_\_\_\_

⏮ Referred by a friend (name): \_\_\_\_\_

⏮ Newspaper ad \_\_\_\_\_

⏮ Postcard (color or from): \_\_\_\_\_

⏮ Other: \_\_\_\_\_

### SECTION THREE: Registration Handouts for Week 1

# WEIGHT LOSS CHALLENGE

## FOOD/DRINK LOG

Name: \_\_\_\_\_

Week of: \_\_\_\_\_

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Amount of water (in ml) drank							
Amount (in grams) of protein eaten							
Number of calories consumed							
Amount of exercise (in minutes)–include type							

**Food/Drink Log:**  
Write down everything  
you eat and drink.

[illegible]

# WELCOME

We are pleased that you have accepted our invitation to join us for the Weight Loss Challenge, and we trust that the benefits of your participation will meet your expectations. We are excited that you have decided to make a positive change in your life. This is a 12-week programme, and your attendance at the weekly meetings is key to you learning important facts about proper nutrition and weight management.

As part of our commitment to helping you lose those unwanted kilograms and centimetres, you will each be assigned a personal coach who will monitor and guide you toward your goal. Your coach will be in touch with you prior to our next meeting in order for you to get acquainted and answer any questions you may have.

We encourage you to get involved and join in our group discussions. Some of the various topics we will be discussing in the upcoming weeks are:

- Protein intake
- Calorie intake
- Digestive health
- Making sense of carbohydrates
- The importance of hydration
- Understanding fats
- Eating out
- Exercise
- Heart health

For optimal results, we highly recommend you keep in regular contact with your coach throughout the Weight Loss Challenge.

# REFERENCES

Many of the facts that will be talked about are referenced in the following books, DVDs and websites:

**BOOKS**

- *Keep It Simple*, Author: Luigi Gratton, M.P.H.
- *The L.A. Shape Diet*, Author: David Heber, Ph.D.
- *What Colour Is Your Diet?*, Authors: David Heber, Ph.D., and Susan Bowerman, M.S., R.D., C.S.S.D.
- *NO More Heart Disease*, Author: Lou Ignarro, Ph.D.

**DVDS**

- *Personalised Nutrition Solutions* – An overview of Herbalife’s weight-management programme and nutritional products. This DVD may be borrowed from your coach.

**WEBSITES**

- [www.herbalife.com/za](http://www.herbalife.com/za) – This website is a great resource where you can learn more about Herbalife® weight-management, as well as targeted nutrition, sports, energy & fitness and personal care | outer nutrition products.

## SECTION FOUR: Outlines for Running Sessions

# TRAINER OUTLINE FOR WEEK 1

Topic: *Protein*

### 1. WELCOME PARTICIPANTS

Once all the participants are seated, welcome them to the Weight Loss Challenge. If you have held a previous Challenge, let them know how much fun it was. Be enthusiastic at every class meeting.

### 2. TELL YOUR OWN PERSONAL WEIGHT-MANAGEMENT SUCCESS STORY

### 3. PASS OUT REGISTRATION MATERIALS

Distribute the handout folders containing all of the participant registration documents, which you had prepared in “Section Three: Getting Ready for Class.” (See “Before the First Class” located at the beginning of that section.)

Read the “Weight Loss Challenge Participation Agreement” aloud, and ensure that everyone understands them. Have the participants fill out and sign the “Weight Loss Challenge Participation Agreement.” If anyone has been invited by someone, ask them to write down that person’s name in the “How did you hear about this Challenge?” area at the bottom of the agreement.

### 4. TALK ABOUT THE FOLLOWING IMPORTANT THINGS THEY’LL NEED TO KNOW:

**Participants and coaches.** Let the participants know that they will receive a call during this first week from their assigned personal coach, so they should list two preferred times when their coaches may contact them to discuss their nutritional goals. (Coaches may find the “Wellness Questionnaire” located in Appendix 5 helpful.)

Let them know that they, the participants, are responsible for their own weight loss and that their coaches are available to help them; however, after Week 1, the participants themselves should contact their coaches with any questions or concerns. Ask participants to hand in their completed and signed agreement.

**Participant standings.** Inform participants that, upon their request, you will let them know their progress at anytime during the Challenge; however, explain that you may not reveal anyone else’s progress. Each participant’s weekly Weigh-Ins and Measures results are absolutely confidential.

**“Whys.”** Each participant joined the Challenge for a reason. In other words, each of them has a “why” for being there for some it might be the support and to have someone to be accountable to; some to get healthier; and some, just because it sounded like so much fun! Emphasise that each and every one of them is a winner just for being part of the Weight Loss Challenge.

Ask them to write down their reason “why,” and keep it in their folders. Tell them to be sure to share this with their personal coach during the coach’s initial call that week. Explain that this will help keep them on track for the next 12 weeks.

**Meeting length.** Let participants know that you realise everyone is busy, which is the reason each meeting will

## SECTION FOUR: Outlines for Running Sessions

# TRAINER OUTLINE FOR WEEK 1

## Topic: *Protein*

(CONTINUED)

be approximately 30 minutes long (45 minutes maximum). To respect participants' time, it is very important you adhere to this. Let them know, however, that they should expect the meetings for Weeks 1 and 2 to run longer due to the initial Weigh-ins and Measures in Week 1, and the assigning of meal plans in Week 2.

**Weigh-Ins and Measures.** Fifteen (15) minutes prior to the start of each meeting, participants will weigh in and be measured. If the class starts at 6:15 p.m., advise everyone to arrive around 6 p.m. to be weighed. The classes themselves will consist of 20 to 30 minutes of information for healthy living. Out of respect for those who show up on time, do not wait for people to arrive after the scheduled start time. Always begin and end your classes promptly.

### 5. REVIEW THE WEEK 1 HANDOUTS

Go over each of the Week 1 handouts in the following order:

- **Welcome Letter**
- **References List.** The coach assigned to run a particular week should provide hard copies of the respective handouts for participants.
- **Weight Loss Challenge Food/Drink Log.** In this weekly log, participants will list anything they eat or drink. Tell them: "If they are biting, they are writing." Be sure they bring a completed log back each week to hand in to their coach.
- **"Introduction to Protein" and "Protein Foods At-a-Glance."** Protein is the topic for this first class meeting. Show them the "Protein Foods At-a-Glance" list. Encourage participants to get their protein from a variety of sources. Ideally, protein intake should be roughly half animal sources (like meats, fish, poultry, egg whites, milk and milk products), with the remainder coming from plant sources, such as soy protein, tofu and other soy products, and other plant proteins such as beans, peas and lentils. Vegetarians can select their proteins from various plant sources; protein powders are another way to obtain high-quality protein for the fewest calories. Non-vegetarians should still attempt to get about half of their protein from animal sources.

Ask participants to raise their hands if they have ever had a protein bar; ask them how it tasted. Then give everyone a sample of the Herbalife® Protein Bar. Prepare samples by cutting the bars into bite-sized pieces to distribute among the participants and don't forget to display the product information.

### 6. ADVISE MEAL PLANS

Talk about calorie intake for this week. Typically, women are advised to follow a 1,200-calorie meal plan with about 75 grams of protein per day; larger individuals may be able to lose on a higher calorie level. As a guideline most men can lose weight quite successfully on a 1,800-calorie meal plan. (See the Week 2 handouts for these two meal plans.)

If an individual's personalised meal plan is above or below the provided meal plans, they can add or

## SECTION FOUR: Outlines for Running Sessions

subtract to the recommended daily calorie intake by using the “Food Lists for Meal Planning,” also in the Week 2 handouts. (**Note:** It is *not* recommended that individuals follow a meal plan below 1,200 calories for women and 1800 calories for men.)

Another way of determining which meal plan would best suit an individual (apart from the rule of thumb just described) is by using a Lean-Protein Estimator. (For more details, see the “Trainer Outline for Week 2” later in this section.)

### 7. INTRODUCE THE COACHES

Tell participants that they will each be assigned to a personal coach; explain what a coach does; and then introduce the coaches to the class. Have coaches very briefly share their own weight-management success stories.

### 8. SUGGEST POSSIBLE WEIGHT-MANAGEMENT METHODS

Each participant is free to choose the way they will conduct their own weight loss. You might suggest they follow a method(s) the coaches themselves may have followed (e.g., exercise moderately, consumption of favorite foods etc.).

If they are deciding on a weight-management programme and may be interested in Herbalife products to ensure good nutrition whilst engaged in healthy weight loss, announce that a short informational meeting about Herbalife nutritional products will be held five (5) minutes after class ends, and that they are welcome to attend. (Be sure the break is no longer than five minutes.) Whether there may be other people remaining from the class, have one of the coaches start the meeting. (The coach presenting the Herbalife nutritional products at this meeting should not be the same coach who conducted the Week 1 class.)

In the informational meeting, go over the core nutrition products and other products which may support the Weight Management Programme. Ensure that any new customer(s) goes home with the proper PROMOTE! items. (See Item #20 on the “Supplies” list in “Section Three: Getting Ready for Class.”)

## SECTION FOUR: Outlines for Running Sessions

# TRAINER OUTLINE FOR WEEK 2

Topic: *Meal Plans; Snacking; Water*

### WEIGH-INS AND MEASURES

As participants begin arriving to weigh in and be measured before the class starts, welcome them back and give each one a name tag. Direct them to the Scale and Measure Stations. Weigh people as they come in. Remember to conduct Weigh-ins and Measures as discreetly as possible.

### LEAN-PROTEIN ESTIMATOR AND MEAL PLANS

After participants have been weighed and measured, assign each participant one of the three meal plans (A, B or C) located in the Week 2 handouts. As explained earlier, women, as a guideline generally tend to lose weight on a 1,200-calorie meal plan (Meal Plan "A"), while as a guideline men tend to do so on a 1,800-calorie meal plan (Meal Plan "B"). Using a Lean-Protein Estimator (LPE) is another means of determining the best meal plan.

If you use the LPE, simply follow the directions through to Step 6. If using the online LPE, enter the information requested on the form and click the "Calculate" button. For both the slide rule and the online LPE, the recommended meal plan will appear in the "Meal Plan for Weight Loss" window. (**Note:** Meal Plan "B" covers individuals whose result is either "C" or "D.")

There are two different options on how to conduct the LPE activity. You may choose to set up a special station where participants can be directed after being weighed and measured; there, an assigned team member(s) will use the LPE to perform an individual reading for each participant. (For this option, you may want to handle the reading discreetly, since the same privacy issues apply here, as with the Weigh-ins and Measures.) When a participant's reading is done, the team member(s) at this station will direct them to the Tea Station, where they may help themselves to a cup of Herbal Instant Beverage and then proceed to their seats.

Another option is to conduct the LPE activity as an in-class project, in which each participant is given their own LPE and follows along as the coach "walks" them through the steps.

### NEW ARRIVALS

If there are new participants who did not attend the Week 1 class, collect their R350.00 fee, have them weigh in and follow procedures, and ask them to wait after the session in order to measure them and take their pictures. After the session, go over the Week 1 handouts with them.

## SECTION FOUR: Outlines for Running Sessions

### STARTING THE CLASS

When all participants are seated and it is time to start the session, welcome everyone back. Be enthusiastic! Ask anyone who has lost weight to stand up. Count down amounts of weight lost. Recognize the top three people who have lost the greatest percentage of body weight, and have them state their amount of weight loss.

Ask everyone whether they received a call from their personal coach. Make up a list of those who did not, and be sure that their coach is introduced to them. Remind participants that it is *their* responsibility to call their coach from this point forward.

### TEACH THE WEEK'S TOPICS

Talk about determining meal plans, and then teach from the Week 2 handouts: "Ideas for Substituting Your Current Meals for Healthy Alternatives" article, the "Snacking Ideas" list and the article "Water Works." Give each participant a bottle of drinking water for your talk on water and hydration.

### SNACKING QUIZ

One of the activities that participants enjoy is the "Quiz: Know Your Snacks." Read each quiz question aloud, along with the three possible answer choices, and ask participants to circle their answer. Then read each possible answer aloud again, asking everyone who chose that answer to raise their hands; then reveal the correct answer. People are usually surprised by the answers, adding to the fun of this quiz!

### ENDING THE SESSION

Wish everyone a great week, and tell them you'll "see less of them next time." Remind new participants to stay after class to be measured and have their pictures taken.

# AN INTRODUCTION TO PROTEIN

*By David Heber, Ph.D.*

It seems everywhere we look someone is promoting a new diet that praises the power of protein. But whether you want to lose or gain weight, or maintain your current weight, the importance of protein goes far beyond physical appearance and muscle building.

## A NECESSITY FOR EVERY BODY

Protein is an important component of every cell in the body. It is an organic compound, composed of 22 amino acids, otherwise known as the building blocks of life. Protein is stored in muscles and organs, and the body utilises it to build and repair tissues, as well as for the production of enzymes and hormones. Protein also makes it possible for blood to carry oxygen throughout the body. Along with fat and carbohydrates, protein is a “macronutrient,” meaning the body needs relatively large amounts of it. The US National Academy of Sciences, has concluded that our daily protein requirements should be 10 percent to 35 percent of our total caloric intake, with men needing slightly more than women. A deficiency can impair important body functions and protein can cause loss of muscle mass.

## HOW PROTEIN AFFECTS YOUR WEIGHT

The widespread popularity of high-protein diets is due in large part to their ability to help manage hunger. When protein is absorbed, it sends a signal to the brain to decrease your hunger. Another benefit of protein is that it maintains muscle mass, which is known to increase metabolism.\* If we neglect to exercise as we age, muscle mass decreases, so staying fit is a key to burning fat by keeping your metabolism high. Protein also leads to a much less rapid rise and fall of blood sugar and insulin, so you avoid the “sugar highs and lows” that you might experience after eating sweets without adequate protein. Certain foods, however, provide a healthier resource for protein than others.

## CONSIDER THE SOURCE

You can obtain healthy sources of protein without high levels of saturated fat. For example, soybeans, nuts and whole grains provide protein without much saturated fat and offer plenty of healthful fibre and micronutrients as well. Another great way to obtain healthy protein is from the vegetable sources of protein found in Herbalife’s high quality Formula 1 shakes. Herbalife products may assist you in personalising your daily protein intake to match your body’s needs. Herbalife’s nutritional products may help you build or maintain lean muscle while providing healthy weight-management support.

Now that you’ve increased your knowledge of protein, you can effectively enhance your diet and allow good health to take shape.

\*muscle cells are much more metabolically demanding than fat cells, so the greater our proportion of muscle to fat, the faster our metabolic rate.

# PROTEIN FOODS AT-A-GLANCE

The following is a list of foods and their protein content in grams:

## DAIRY PRODUCTS

- Egg whites: 7 whites = 25 grams
- Cottage cheese (low fat): 1 cup = 28 grams
- Mozzarella cheese (low fat): one 1-ounce stick = 8 grams
- Yogurt (low fat): one 6-ounce carton = 5 grams
- Yogurt (low fat, plain): 1 cup = 14 grams
- Semi-skimmed milk: 1 cup = 8.5 grams

## MEATS

- Beef (lean): 3 ounces (cooked weight) = 25 grams
- Chicken breast: 3 ounces (cooked weight) = 25 grams
- Turkey breast: 3 ounces (cooked weight) = 25 grams
- Turkey ham: 4 ounces (cooked weight) = 18 grams
- Pork tenderloin: 3 ounces (cooked weight) = 24 grams

## FISH

- Ocean-caught fish: 4 ounces (cooked weight) = 25 to 31 grams
- Prawns, crab, lobster: 4 ounces (cooked weight) = 22 to 24 grams
- Tuna: 4 ounces (water packed) = 27 grams
- Scallops: 4 ounces (cooked weight) = 25 grams

## BEANS, LENTILS AND GRAINS

- Beans (black, pinto, etc.): ½ cup (cooked) = 7 grams
- Lentils: ½ cup (cooked) = 9 grams
- Quinoa: ½ cup (cooked) = 6 grams
- Tofu: ¼ block = 7 grams
- Veggie burger: one burger = 5 to 20 grams (varies by brand)

**Note:** Some ready-to-eat cereals are also good protein sources. Check the label as – some have more than 10 grams of protein per serving.

## HERBALIFE® FOODS

- Formula 1 shake (with 250ml semi-skimmed milk): one serving = 18 grams
- Protein Bar: one bar (1.41 ounces) = 10 grams
- Formula 3 Personalised Protein Powder

\*nutritional values are approximate and may vary depending what brand and products you use.

# MEAL PLAN “A”

## 1,200 Calories

### **BREAKFAST: 1 HERBALIFE® FORMULA 1 SHAKE + 1 FRUIT**

**Example:**

- 2 scoops (2 tablespoons) Formula 1 Shake Mix + 250ml semi-skimmed milk or soymilk + one half of a fresh mango

OR:

### **1 PROTEIN UNIT + 1 FRUIT**

**Examples:**

- 7 egg whites (hard boiled or cooked with pan spray as an omelette) + ½ grapefruit

OR:

- 1 cup low fat cottage cheese + 1 cup pineapple

### **LUNCH: 1 HERBALIFE® FORMULA 1 SHAKE + 1 FRUIT**

**Example:**

- 2 scoops (2 tablespoons) Formula 1 Shake Mix + 250ml semi-skimmed milk or soymilk + 1 cup strawberries

OR:

### **1 PROTEIN UNIT + 2 VEGETABLES + SALAD + 1 FRUIT**

**Example:**

- 3 ounces roasted chicken breast
  - AND 2 cups steamed broccoli
  - AND 4 cups of salad greens with low fat dressing
  - AND one large orange

### **P.M. SNACK: 1 PROTEIN SNACK + 1 FRUIT**

**Example:**

- Herbalife® Protein Bar + 1 medium apple

### **DINNER: 2 PROTEIN UNITS + 2 VEGETABLES + SALAD + 1 GRAIN + 1 FRUIT**

**Example:**

- 8 ounces grilled fish with teriyaki sauce
  - AND 1 cup steamed spinach + 1 cup steamed carrots
  - AND mixed green salad
  - AND ½ cup brown rice
  - AND 1 cup mixed honeydew and cantaloupe melon cubes

\*nutritional values are approximate and may vary depending what brand and products you use.



## MEAL PLAN “B”

### 1,800 Calories

#### **BREAKFAST: 1 HERBALIFE® FORMULA 1 SHAKE + 1 FRUIT**

**Example:**

- 2 scoops (2 tablespoons) Formula 1 Shake Mix + 250ml semi-skimmed or soymilk + one half of a fresh mango

OR:

#### **1 PROTEIN UNIT + 1 GRAIN + 1 FRUIT**

**Examples:**

- 7 egg whites (hard boiled or cooked with pan spray as an omelette) + ½ English muffin + ½ grapefruit

OR:

- 1 cup low fat cottage cheese + 1 slice whole grain toast + 1 cup pineapple

#### **A.M. SNACK: 1 PROTEIN SNACK + 1 FRUIT**

**Example:**

- 1 Herbalife Protein Bar + one medium apple

#### **LUNCH: 1 HERBALIFE® FORMULA 1 SHAKE + 1 FRUIT**

**Example:**

- 2 scoops (2 tablespoons) Formula 1 Shake Mix + slice whole grain toast or soymilk + 1 cup strawberries

OR:

#### **2 PROTEIN UNITS + 2 VEGETABLES + SALAD + 1 GRAIN + 1 FRUIT**

**Example:**

- 3 ounces chicken or turkey breast, fish, tuna or shellfish on one slice of whole-grain bread
  - AND 1 cup chopped vegetables
  - AND 1 cup tomato juice
  - AND 4 cups of salad greens
  - AND one large orange

#### **P.M. SNACK: 1 PROTEIN SNACK + 1 FRUIT**

**Example:**

- Herbalife Protein Bar + one medium apple

#### **DINNER: 2 PROTEIN UNITS + 2 VEGETABLES + SALAD + 1 GRAIN + 1 FRUIT**

**Example:**

- 6 to 8 ounces grilled fish with teriyaki sauce
  - AND 1 cup steamed spinach + 1 cup steamed carrots
  - AND tossed green salad with a low calorie dressing
  - AND 1 cup whole-grain pasta
  - AND 1 cup watermelon

\*nutritional values are approximate and may vary depending what brand and products you use.

# FOOD LISTS FOR MEAL PLANNING

## Protein Foods

FOOD ITEM	ONE UNIT	CALORIES	PROTEIN (GRAMS)
Egg whites	7 whites	115	25
Cottage cheese, low fat	1 cup	210	28
Herbalife® Formula 1 Shake Mix semi-skimmed milk	2 tablespoons Formula 1 Shake Mix + 250ml semi-skimmed	216	18
Beef, lean	3 ounces, cooked weight	145-160	25
Chicken breast	3 ounces, cooked weight	140	25
Turkey breast	3 ounces, cooked weight	135	25
Turkey ham	4 ounces, cooked weight	135	18
Ocean-caught fish	4 ounces, cooked weight	130-170	25-31
Prawns, crab, lobster	4 ounces, cooked weight	120	22-24
Tuna	4 ounces, water packed	145	27
Scallops	4 ounces, cooked weight	135	25
<b>VEGETARIAN</b>			
Soy Canadian bacon	4 slices	80	21 (varies)
Quorn cumberland sausage	2 sausages	120	6.2 grams
Quorn burgers	2 patties	146	19 grams
Tofu, firm	½ cup	180	20 (varies)

Note: nutritional values are approximate and may vary depending what brand and products you use.

**SECTION FIVE:** Week 2: Meal Plans; Snacking; Water

Fruits

FOOD ITEM	ONE UNIT	CALORIES	FIBRE (GRAMS)
Apple	1 medium	75	3
Apricots	3 whole	50	3
Avocado	¼ average fruit	80	2
Banana	1 small	100	3
Blackberries	1 cup	75	8
Blueberries	1 cup	110	5
Cantaloupe	1 cup cubed	55	1
Cherries	20	80	2
Grapes	1 cup	115	2
Grapefruit	½ fruit	40	2
Honeydew melon	1 cup, cubed	60	1
Kiwi	1 large	55	3
Mango	½ large	80	3
Nectarine	1 large	70	2
Orange	1 large	85	4
Papaya	½ large	75	3
Peach	1 large	70	3
Pear	1 medium	100	4
Pineapple	1 cup, diced	75	2
Plums	2 small	70	2
Strawberries	1 cup, sliced	50	4
Tangerine	1 medium	45	3
Watermelon	1 cup balls	50	1

Note: nutritional values are approximate and may vary depending what brand and products you use.

**SECTION FIVE:** Week 2: Meal Plans; Snacking; Water

## Cooked Vegetables

FOOD ITEM	ONE UNIT	CALORIES	FIBRE (GRAMS)
Artichoke	1 medium	60	6
Asparagus	1 cup	45	4
Beets	1 cup	75	3
Broccoli	1 cup	45	5
Brussels sprouts	1 cup	60	4
Cabbage	1 cup	35	4
Cauliflower	1 cup	30	3
Carrots	1 cup	70	5
Celery, diced	1 cup	20	2
Chinese cabbage	1 cup	20	3
Spring greens	1 cup	50	5
Corn on the Cob	1 piece	75	2
Aubergine	1 cup	30	3
Green beans	1 cup	45	4
Kale	1 cup	35	3
Leeks	1 cup	30	1
Mushrooms	1 cup	40	3
Mustard greens	1 cup	20	3
Onion	1 cup	105	4
Peas	1 cup	140	8
Pumpkin	1 cup	50	3
Red cabbage	1 cup	30	3
Spinach	1 cup	40	4
Sweet potato	1 cup	200	4
Swiss chard	1 cup	20	2

Note: nutritional values are approximate and may vary depending what brand and products you use.

Cooked Vegetables (continued)

FOOD ITEM	ONE UNIT	CALORIES	FIBRE (GRAMS)
Tomato juice	1 cup	40	1
Tomato sauce/puree	1 cup	100	5
Tomato soup, made with water	1 cup	85	0
Tomato vegetable juice	1 cup	45	2
Tomatoes	1 cup	70	3
Winter squash, baked	1 cup	70	7
Courgette with skin	1 cup	30	3

Note: Calorie average is 56 calories per unit.

Raw Vegetables

FOOD ITEM	ONE UNIT	CALORIES	FIBRE (GRAMS)
Cabbage	1 cup	20	2
Carrots	1 cup	50	4
Cucumber	1 cup	15	1
Endive	1 cup	10	2
Pepper, green, red or yellow chopped	1 cup	30	2
Romaine lettuce	1 cup	10	1
Spinach	1 cup	10	1
Tomatoes, chopped	1 cup	40	2

Note: Calorie average is 25 calories per unit.

Note: nutritional values are approximate and may vary depending what brand and products you use.

## SECTION FIVE: Week 2: Meal Plans; Snacking; Water

### Starches and Grains

STARCH/GRAIN	SERVING SIZE	CALORIES	FIBRE (GRAMS)	PROTEIN (GRAMS)
Beans (black, pinto, etc.)	½ cup, cooked	115-140	5-7	7
Bread (whole grain preferred)	1 slice	80-100	3	3-5
English muffin	½ muffin	80	1	2
Lentils	½ cup, cooked	115	8	9
Rice (brown preferred)	½ cup, cooked	110	2	3
Pasta (whole grain preferred)	½ cup, cooked	85	2	3
Potato, baked	½ medium	100		
Rice cakes	2 large	70	1	1
Tortilla, corn	2 tortillas	120	4	2
<b>Cereals</b>				
Bran flakes	¾ cup	100	3	5
Oatmeal, cooked	1 cup	130	4	6
Shredded wheat, bite size	¾ cup	115	3	4

Note: Calorie average is 100 calories per serving.

### Taste Enhancers

FOOD ITEM	SERVING SIZE	CALORIES	FIBRE (GRAMS)	FAT (GRAMS)
Cheese, reduced fat	1 ounce	50-80	0	2-5
Cheese, Parmesan	3 tablespoons	80	0	5
Nuts	½ ounce	80-100	0	6-11
Olive oil	1 teaspoon	40	0	4
Olives	10 large	50	0	7
Pine nuts, sesame seeds	1 tablespoon	50	1	4-7
Salad dressing, low-fat	2 tablespoons	40-80	0	0-2

Note: Calorie average is 65 calories per serving.

Note: nutritional values are approximate and may vary depending what brand and products you use.

**SECTION FIVE:** Week 2: Meal Plans; Snacking; Water

Protein Snacks

FOOD ITEM	SERVING SIZE	CALORIES	PROTEIN (GRAMS)
Cheese, mozzarella, low fat	1 ounce (1 stick)	70	8
Cottage cheese, low fat	½ cup	70	14
Egg, hard boiled	1	80	4
Herbalife® Protein Bar	1 bar	140	10
Milk, semi-skimmed	250ml	90-110	9
Soup, tomato, made with milk	1 cup	120	6
Soy crisps	1 ounce (about 17 crisps)	110	7
Yogurt, low fat	1 six-ounce carton	100	5

Note: Calorie average is 100 calories per serving.

Note: nutritional values are approximate and may vary depending what brand and products you use.

# IDEAS FOR SUBSTITUTING YOUR CURRENT MEALS FOR HEALTHY ALTERNATIVES

The examples below give you some ideas for making simple changes to your daily diet. Imagine the results you could achieve over one week just by making one of the changes below.

## **EXAMPLE 1: An Herbalife® Formula 1 shake for breakfast vs. A blueberry muffin and a medium vanilla frappuccino**

FOOD	CALORIES	FAT (GRAMS)
Muffin and medium frappuccino	930	33
Formula 1 shake with semi-skimmed milk	216	6.4
You save: 714 calories and 26.6 grams of fat. If you typically have “just a muffin and coffee” every day for breakfast as a guideline, you could lose 1½ pounds a week just by making this one swap!		

## **EXAMPLE 2: Chicken breast vs. red meat**

FOOD	CALORIES	FAT (GRAMS)
6 oz. lean sirloin steak	660	29
3 oz. chicken breast	150	4
You save: 510 calories and 25 grams of fat		

## **EXAMPLE 3: Roast beef sandwich with cheese and mayonnaise vs. Turkey sandwich with vegetables and mustard**

FOOD	CALORIES	FAT (GRAMS)
Roast beef sandwich + cheese, mayonnaise	850	30
Turkey sandwich + vegetables, mustard	350	5
You save: 500 calories and 25 grams of fat		

\*nutritional values are approximate and may vary depending what brand and products you use.

# IDEAS FOR SUBSTITUTING YOUR CURRENT MEALS FOR HEALTHY ALTERNATIVES (CONTINUED)

EXAMPLE 4: French fries vs. Steamed vegetables

FOOD	CALORIES	FAT (GRAMS)
35 French fries	560	28
1 cup courgette + 1 tablespoon Parmesan cheese	60	2
You save: 500 calories and 26 grams of fat		

EXAMPLE 5: Large restaurant a typical chinese dish such as BBQ Spare Ribs or Chicken with Black Bean sauce with fried noodles vs. 3 cups salad greens with 1 cup mixed fresh vegetables, 3 ounces grilled chicken breast and 2 tablespoons light salad dressing

FOOD	CALORIES	FAT (GRAMS)
Chinese chicken salad	Up to 1000	61
Greens/vegetables/chicken + low fat dressing	320	11
You save: up to 680 calories and 50 grams of fat each time you make this choice		

Note: nutritional values are approximate and may vary depending what brand and products you use.

## SNACKING IDEAS

Snacking doesn't have to be an unhealthy habit. It's not unusual to get hungry between meals—particularly if you have a long stretch in between. Combat hunger by planning ahead to make sure you have some healthy foods available, and ideally, you should combine some protein with a little carbohydrate to fill you up and keep you going. A protein-enriched drink, a piece of fruit, or a small pot of yogurt with a few low-fat crackers should do the trick.

### HERE ARE SOME SNACK IDEAS—THAT WON'T BLOW YOUR PLAN:

- Low fat latte made with semi-skimmed milk or soy milk
- Mini pita bread with a quarter of an avocado
- Two rice cakes with one wedge light cheese
- One 100-calorie pudding
- ½ cup low fat cottage cheese with ½ cup blueberries
- One individual pot of low fat yogurt with 1 tablespoon raisins
- One stick mozzarella cheese with one sesame breadstick
- ¾ cup tomato soup made with low fat milk
- Three hard-cooked egg whites mashed with a little Dijon mustard and a sliced tomato
- 15 baby carrots with 2 tablespoons low fat dressing
- 12 ounces tomato juice
- 10 soy crisps with a small peach
- 1 cup whole strawberries with 1 tablespoon chocolate syrup

\*nutritional values are approximate and may vary depending what brand and products you use.

## QUIZ: KNOW YOUR SNACKS

How much do you know about snacking habits? Snacking can be a healthy habit if you choose the right items and eat the right balance of foods for snacks to keep your energy level up. Unfortunately, many times we wait until we get the “snack attack,” and don’t choose as wisely as we should. Here are some questions to test how much you know about snacking.

**1. When looking for a healthier snack, the key fat to look closely at is:**

- a. Transfats
- b. Total Fat
- c. Saturated Fat
- d. All of the above

**2. When looking at the nutrition labels, choose a snack that is:**

- a. Low Calorie, low fat, low sugar
- b. High protein, low fat, low sugar
- c. Balanced with 2 of the 3 major nutrients (fat, protein, carbohydrates) with at least a couple grams of fibre.
- d. Low carbohydrate, low sugar, high fibre, with balanced protein and fat

**3. Which of the following should be part of your plan for healthier snacking?**

- a. A whole-food snack like plain yogurt with berries, nuts or vegetables with hummus
- b. A low-fat snack
- c. A snack bar or energy bar
- d. It depends

**4. All else being equal, which is the best sweet snack?**

- a. Something sweetened with sugar
- b. Something sweetened with organic cane juice
- c. Something sweetened with maple syrup or honey
- d. Something that is naturally sweet, like fresh fruit, dried fruit, or freeze-dried fruit chips

**5. Rice cakes can be the start of a healthy snack. The plain ones have only about 35 calories. To keep calories down, which of the following would be the best topping for your rice cake?**

- a. 1 tablespoon of cream cheese
- b. 2 tablespoon of ricotta cheese
- c. 1 tablespoon of strawberry jam
- d. 1 tablespoon of peanut butter

## SECTION FIVE: Week 2: Meal Plans; Snacking; Water

**6. You are craving something smooth and creamy. Which of the following choices has the fewest calories?**

- a. A single-serve rice pudding
- b. A single-serve chocolate pudding
- c. One pot of "fruit-on-the-bottom" yogurt
- d. Half a banana with a tablespoon of chocolate syrup

**7. In a healthy diet, how many snacks should you have a day?**

- a. 0
- b. 1
- c. 2-3
- d. 5-7

**8. You have several leftovers in your refrigerator that look tempting for a snack. Which of the following will use up the fewest calories from your calorie budget?**

- a. A piece of lasagna, about 3 inches square
- b. Two fried-chicken drumsticks
- c. 1 cup of homemade macaroni cheese
- d. 1 cup of prawn fried rice

**9. Sometimes when we think we're hungry, we're really just thirsty. If you think something to drink might help quench your thirst and your hunger pangs, which would be the best choice?**

- a. 350ml of lemonade
- b. 350ml of cranberry juice
- c. 350ml of grapefruit juice
- d. 350ml of canned mango juice

**10. Which of the following berries has the least amount of calories per cup when fresh?**

- a. Raspberries
- b. Blueberries
- c. Strawberries
- d. Blackberries

## ANSWER KEY: KNOW YOUR SNACKS

**1. When looking for a healthier snack, the key fat to look closely at is:**

- a. Transfats
- b. Total Fat
- c. Saturated Fat
- d. All of the above

**Answer:** d. All of the above.

While artery-clogging trans fats capture many of the current headlines about healthier eating, it is also important to limit saturated fats for good heart health. For snacks, look for products that do not contain any trans fat and have 2-3 grams or less of saturated fat. Look at the ingredients; if you see “partially hydrogenated oil” anywhere in the list, the product contains trans fat. Since fat packs in more calories per gram than protein or carbohydrates, it’s important to keep the fat content of your snacks moderate (typically less than 10 grams of fat). That may seem like a lot of fat, but snacks like nuts or seeds are rich in healthy poly- and monounsaturated fats. Plus, reducing the level of fat too much with snacks might leave you feeling less than satisfied and searching for other munchies-and that defeats the purpose of the snack.

**2. When looking at the nutrition labels, choose a snack that is:**

- a. Low Calorie, low fat, low sugar
- b. High protein, low fat, low sugar
- c. Balanced with 2 of the 3 major nutrients (fat, protein, carbohydrates) with at least a couple grams of Fibre.
- d. Low carbohydrate, low sugar, high Fibre, with balanced protein and fat

**Answer:** Balanced with two of the three major nutrients (fat, protein, carbohydrates) with at least a couple grams of Fibre.

A snack that’s going to keep your energy up for hours needs to have a balance of carbohydrates, protein, and fat-or at least two of the three. In fact, carbohydrates are your body’s main source of energy (and your brain’s preferred source). Combining carbohydrates with fat and protein will give you a balanced snack which will help sustain your energy levels. A snack containing around 150-200 calories is an appropriate snack for people sticking to a diet below 2,000 calories a day. If your calorie needs are above 2,000 per day, aim for snacks that are about 200-250 calories each. Fibre keeps you feeling satisfied for longer, so make sure your snacks pack in at least 4 grams of fibre. Fat also creates a feeling of satisfaction, so don’t be too enticed by “fat-free” snacks. Avoid going too low in calories and/or fat-it’s likely your snack will leave you hungry for more in no time.

## SECTION FIVE: Week 2: Meal Plans; Snacking; Water

### 3. Which of the following should be part of your plan for healthier snacking?

- a. A whole-food snack like plain yogurt with berries, nuts or raw vegetables with hummus
- b. A low-fat snack
- c. A snack bar or energy bar
- d. It depends

**Answer:** *It depends.*

*A healthy snack can come in many different forms. Think of snacks as a way to keep your hunger from taking over between meals, sustain your energy throughout the day and sneak in nutrients (think fibre, protein, calcium and iron) that you might not be fitting into meals. When choosing snacks, choose the option that works with your lifestyle, and be flexible. Some days, a homemade whole-food snack will work, some days a good quality protein bar eaten on the go is your only option. Think outside of the box and use the criteria mentioned in questions 1 and 2 to make the best choice.*

### 4. All else being equal, which is the best sweet snack?

- a. Something sweetened with sugar
- b. Something sweetened with organic cane juice
- c. Something sweetened with maple syrup or honey
- d. Something that is naturally sweet, like fresh fruit, dried fruit, or freeze-dried fruit chips

**Answer:** *Something that is naturally sweet, like fresh fruit, dried fruit, or freeze-dried fruit chips.*

*When you get sweetness from fruit, you get a lot more than just sweet flavour. Satisfying a craving for sweets with a piece of fruit or cup of berries delivers vitamins, antioxidants and fibre along with the sweet taste. Plus, getting into a habit of reaching for fruit when you want something sweet is a great way to prevent calorie overload (think how much easier it is to tear through a big cookie than a bowl of juicy watermelon chunks). One word of warning regarding dried fruits: Use them as accents to an unsweetened food (like adding chopping dried figs to plain yogurt or sprinkling chopped dried apricots onto unsweetened porridge) rather than on their own, since it's easier to go overboard on dried fruit (which is dehydrated into a fraction of its original size, making each piece smaller than its fresh fruit equivalent).*

## ANSWER KEY: KNOW YOUR SNACKS (CONTINUED)

**5. Rice cakes can be the start of a healthy snack. The plain ones have only about 35 calories. To keep calories down, which of the following would be the best topping for your rice cake?**

- a. 1 tablespoon of cream cheese
- b. 2 tablespoon of ricotta cheese
- c. 1 tablespoon of strawberry jam
- d. 1 tablespoon of peanut butter

**Answer:** Regular cream cheese has about 50 calories a tablespoon, as does strawberry jam. A tablespoon of peanut butter has 95 calories. The ricotta cheese is a calorie bargain, with 2 tablespoons having only about 25 calories. Spread some on a rice cake for a tasty treat.

**6. You are craving something smooth and creamy. Which of the following choices has the fewest calories?**

- a. A single-serving of rice pudding
- b. A single-serving of chocolate pudding
- c. One pot of "fruit-on-the-bottom" yogurt
- d. Half a banana with a tablespoon of chocolate syrup

**Answer:** the Banana and chocolate syrup.

Some yogurts are healthy, and if this had been a "low fat" version, it would have been the best choice. But low-fat yogurts with fruit on the bottom can have 150 or more calories per individual carton. Rice pudding and chocolate puddings have about 130 to 140 calories per serving, depending on the brand. But half a banana has only about 45 calories, and the syrup adds about 50 calories so this adds up to less than 100 calories for a delicious treat, and of course if you can manage with a little less of the chocolate syrup, so much the better!

**7. In a healthy diet, how many snacks should you have a day?**

- a. 0
- b. 1
- c. 2-3
- d. 5-7

**Answer:** 2-3

Eating 2 to 3 healthy snacks a day is an excellent way to control blood sugar, boost energy, and control your weight. Going for long periods of time without food can trigger overeating and binges. It's better to plan ahead. Eat small meals, and have healthy, high-fibre, satisfying snacks available throughout the day.

## SECTION FIVE: Week 2: Meal Plans; Snacking; Water

**8. You have several leftovers in your refrigerator that look tempting for a snack. Which of the following will use up the fewest calories from your calorie budget?**

- a. A piece of lasagna, about 3 inches square
- b. Two fried-chicken drumsticks
- c. 1 portion of homemade macaroni and cheese
- d. 1 portion of prawn fried rice

**Answer:** Believe it or not, the two fried-chicken drumsticks, even though they are fried, have the fewest calories— about 250 for the two drumsticks. If you take off the breaded coating, you still get the flavour of the chicken and can save yourself about 75 more calories. All the other selections have between 400 to 500 calories each – too much for most people as just a snack.

**9. Sometimes when we think we're hungry, we're really just thirsty. If you think something to drink might help quench your thirst and your hunger pangs, which would be the best choice?**

- a. 350ml of lemonade
- b. 350ml of cranberry juice
- c. 350ml of grapefruit juice
- d. 350ml of canned mango necta

**Answer:** Of the four choices, grapefruit juice has the fewest calories per ounce. 350ml of grapefruit juice has about 150 calories; all the others have about 200 calories in the same serving because they all have added sugar. Better yet, when you are thirsty, try mineral water with just a few tablespoons of juice. It's refreshing and tasty, but you be taking in almost no calories!

**10. Which of the following berries has the least amount of calories per portion when fresh?**

- a. Raspberries
- b. Blueberries
- c. Strawberries
- d. Blackberries

**Answer:** Strawberries.

A cup of fresh strawberries contains about 45 calories; a cup of fresh raspberries or blackberries contains 60 calories, and a cup of fresh blueberries have 80 calories. Berries are rich in vitamins A and C and contains fibre, and you may opt for a variety of berries to liven up your snacks, breakfasts, or desserts. Also, if you're snacking on dried berries, keep in mind that a half-cup of dried berries is equivalent to a cup of fresh berries.



# WATER WORKS

Drinking plenty of water is an important part of maintaining a healthy weight and a nutritious diet. Water plays an essential role in helping your body process nutrients, maintain normal circulation and keep the proper balance of fluids.

## REPLACE WHAT YOU LOSE

After each 30-minute workout, drink two 250ml glasses of water to replenish your fluids. If you find you become thirsty while working out, consider using a sports bottle to help you stay hydrated while you exercise.

Because of their calorie content, soft drinks and fruit juices are not good choices for replacing lost fluids if you are trying to lose weight or manage your weight. You might try adding just a splash of fruit juice or a slice of lemon or lime to a glass of water if you don't like the taste of plain water.

## HOW MUCH WATER IS ENOUGH?

As a general guideline, try to drink two litres of water a day. If you exercise, you will probably need to drink more to replenish the water lost through sweating.

You can usually trust your sense of thirst to let you know when you need to drink. Your sense of thirst, combined with simply paying attention to how many glasses of water you've had in a day, can help you to keep your body hydrated.

## WHEN WATER ISN'T ENOUGH

The next time you're thirsty, it could be smart to think before you drink. While "you are what you eat," the phrase is more accurately "you are what you drink." Our bodies are about 60 percent water, and while watery foods can help meet our needs, most of our daily water needs are met from the fluids we drink. Aside from plain water, consumers are faced with a dizzying array of juices, juice drinks, vitamin-fortified waters, sports drinks, energy drinks and teas—making it difficult to choose the best beverage to help meet fluid needs.

For the average person who exercises moderately, plain water is a perfectly good choice. But many people prefer drinks with a little flavour, and tastier fluids may encourage consumption. And as exercise duration and intensity increase, it's important to not only replace fluid losses, but to replace body salts—such as sodium and potassium—that are lost through sweating.

# WATER WORKS (CONTINUED)

LOOK BEFORE YOU DRINK

When evaluating beverages, a good place to start is by reading the nutrition facts label. For instance, fizzy or fruit drinks are often high in calories and sugar, and low on nutrients. Not only can these empty calories pile on the pounds, the high-sugar concentration in fizzy drinks and fruit drinks can actually slow down the rate at which the body absorbs fluid. If you see high-fructose corn syrup at the top of the ingredient list, you may want to choose a healthier option. Sugars other than fructose, in lower concentrations, are much better absorbed.

Some energy drinks have a combination of caffeine and sugar, designed to give you a quick spike in energy. But if you aren't used to consuming caffeinated drinks, these could make you jittery or upset your stomach.

So what should you look for? It's a good idea to check labels for electrolytes, such as sodium and potassium, which are salts that your body loses when you perspire. In addition to replacing losses, electrolytes can also add some flavour, which will encourage you to drink more. Also, look for drinks with less than 100 calories per 250 ml serving. Higher calories means a higher sugar concentration; you also don't want to drink back the calories you just burned on the treadmill.

While too much sugar can be a problem, a little bit of carbohydrate in beverages can help to maintain blood sugar while you are exercising. Also, a mixture of several forms of carbohydrate in the drink helps to get carbohydrate into working muscle better than just one carbohydrate source.

## SECTION FIVE: Week 2: Meal Plans; Snacking; Water

### STAYING HYDRATED

You may become dehydrated before you feel thirsty. This is one reason that athletes learn to drink on schedule. Two glasses of 250ml of fluid a couple of hours before you start exercising should be followed with another glass or so 10 to 20 minutes before you start. An additional 30-50ml of fluid every 15 minutes or so when you are working out can help prevent excessive fluid losses. One way to monitor your hydration is to note the colour of your urine. "People who are optimally hydrated should urinate every one to two hours," says Luigi Gratton, at the University of California at Los Angeles (UCLA)\*. "And your urine should be pale yellow or clear," says Gratton. "Darker colour usually means more concentrated urine, an indication that you should increase your fluid intake."

Watch for other signs and symptoms of dehydration during exercise, such as muscle cramping, or feeling light-headed or faint. Even if you're only a weekend exerciser, adequate fluids are important for a healthy, well-functioning body. If you think you drink less than you should, a flavourful drink designed to help you hydrate might be just the thing to help meet your fluid needs.

\*Titles are for identification purposes only. The University of California does not review, approve or endorse Herbalife® products.

# REV UP YOUR METABOLISM

Put your metabolism to work for you. Now's the perfect time to incorporate some metabolic-revving tips into your daily regimen and avoid gaining weight.

## REV UP YOUR BODY'S ENGINE

We eat food for fuel. When we burn it for energy to run our bodies, the process creates heat. Nutritional supplements can assist the body's engine to burn fuel efficiently, helping our metabolism stay revved and functioning well.

## DAILY REGIMEN TIPS

Help keep your metabolism revved with these tips:

- Engage in 30 minutes of activity every day to help minimise weight gain and to raise metabolic rate.
- Tone your muscles by weight training three days a week.
- Start small – try walking with one - to two-pound weights.
- Do not eat fewer than 1,200 calories for women and 1800 calories for men a day. Eating too little may slow your metabolism.
- Never skip breakfast. It may slow down your metabolism.
- Have a supply of protein-powered healthy snacks on hand as an alternative to carbohydrate-loaded junk food.

\*These statements have not been evaluated by the Food and Drug Administration.  
This product is not intended to diagnose, treat, cure or prevent any disease.

# METABOLISM: TRUTHS AND MYTHS

By Susan Bowerman,

We hear a lot about metabolism and often blame our “slow metabolism” for our inability to keep our weight under control. But what is metabolism, exactly? And is there anything we can do to change our metabolic rate?

Metabolism basically refers to all the chemical processes that take place in the body in order to sustain life – allowing you to breathe, pump blood, keep your brain functioning and extract energy from your food. When you hear the term *metabolic rate* more accurately called *basal (or resting) metabolic rate* that refers to the number of calories your body at rest uses each day, just to keep all your vital organs functioning. You burn additional calories through your daily activities and formal exercise, but by far, the majority of the calories that you burn each day are your basal calories.

The number of calories that you burn every day is directly related to your body composition. Think of your body as divided into two compartments. In one compartment is all the body fat; in the other compartment is everything that isn’t fat (e.g., bone, fluid, tissue, muscle)–that’s the fat-free compartment. The size of your fat-free compartment determines your metabolic rate, with every pound of fat-free mass burning about 14 calories per day.

If you weigh 150 pounds and 50 pounds of you is fat and 100 pounds is fat-free, then you would burn about 1,400 calories per day at rest. If you don’t get much activity, you won’t burn much more than this throughout the day. But if you weigh 150 pounds and 25 pounds of you is fat, and 125 pounds of you is fat free, then you burn 1,750 calories per day at rest. And if you get some regular exercise and burn a few hundred calories more per day, your total calorie burn for the day might be 2,000 calories!

Since the fat-free compartment contains muscle tissue, one of the best things you can do to boost your metabolic rate is to strength-train to increase your muscle mass. If you build up 10 pounds of lean body mass, that’s another 140 extra calories that you burn per day–not to mention the calories that you burn through exercise.

## METABOLISM: TRUTHS AND MYTHS (CONTINUED)

Here are a few truths and myths about metabolism:

### MYTH: AGING SLOWS YOUR METABOLISM.

**Truth:** People do tend to put on weight as they get older, but it isn't inevitable. People have a tendency to exercise less, or less vigorously, as they age—and that means fewer calories burned per day. As activity levels and intensity go down, loss of muscle mass can occur. This then shrinks the body's fat-free compartment and leads to a lower metabolic rate. Cardiovascular exercise will burn calories, and resistance training to preserve or build up muscle are great defenses against age-related weight gain.

### MYTH: YOU'RE STUCK WITH THE METABOLISM YOU HAVE, AND YOU CAN'T CHANGE IT.

**Truth:** We all seem to know people who can “eat whatever they want and never gain weight” or those who “just look at food and put on 10 pounds.” But lifestyle plays a big part in determining the calories you burn per day. While it may appear that there are people who eat all the time and never seem to gain, chances are they make healthy, relatively low-calorie selections naturally. And many of these people burn more calories through what is called *Non-Exercise Activity Thermogenesis* (NEAT)—basically, they move around a lot during the day. They might fidget more, get up from their desks frequently during the day to stretch, or walk down the hall to talk to a colleague instead of emailing. Next time you're in a public place, for example a coffeehouse, become an obwaiter. You may notice that heavier people sit very still and hardly move. Leaner people may use more hand gestures, or wiggle a foot or a crossed leg. The point is, build more muscle and then use it by moving around more throughout the day.

### MYTH: EATING A GRAPEFRUIT WITH MY MEAL WILL SPEED UP MY METABOLISM.

**Truth:** There's nothing special about grapefruit that will speed up your metabolism. Sometimes it's recommended that you should eat half a grapefruit with each meal for this purpose. But the reason this may work is not because of anything magical about grapefruit. It's simply a watery, low-calorie food that takes up space in the stomach that might normally be taken up by higher-calorie foods. It may help weight loss, but it doesn't have any effect on your metabolism.

### MYTH: IF I CUT CALORIES, MY METABOLIC RATE WILL SLOW DOWN, SO WHAT'S THE POINT OF EXERCISING?

**Truth:** It is true that your metabolic rate can slow a bit when you cut calories. After all, your body's natural inclination will be to try to conserve calories as best it can. But these decreases are relatively small, and if people become more active as they lose weight, this can offset these small changes. By dieting and exercising, you can help to preserve the rate at which your body burns calories.

## POWER YOUR METABOLISM WITH PROTEIN

Your muscle mass works like a furnace, burning calories and stored fat for energy. The more muscle you have, the higher your metabolism, the faster you burn calories. Eating plenty of protein daily is essential to maintaining your muscle mass for good health, energy and effective weight management.

# GOOD HEALTH ON HAND

The key to getting healthy meals on the table quickly is having a well-stocked kitchen, refrigerator and freezer with the basic items that you will use frequently. Here are some suggestions for stocking up. You don't need to have all of these on hand, but these lists may encourage you to try new foods to add variety to your diet.

**STORE CUPBOARD**

**Beans**

- Dried beans such as black, pinto, chick peas, cannellini, white beans for soups and spreads

**Grains**

- Barley
- Brown rice, wild rice, brown basmati rice
- Whole grain couscous
- Millet
- Quinoa
- Buckwheat
- Whole grain pasta
- Whole grain breads, English muffins, bagels
- Corn tortillas

**Stock**

- Low-salt chicken or vegetable stock; some stores have other varieties.

**Canned Foods**

- Tomatoes
- Beans
- Artichoke hearts
- Roasted peppers
- Apple sauce to replace fats in baked goods
- Canned tuna in water, salmon, mussels, prawns, crab, chicken breast

**Protein Powder**

- Herbalife® Formula 1 Shake Mix

**Cereals**

- High-protein cold cereals
- Rolled oats
- Multigrain hot cereals

**Crackers**

- Low-fat, whole grain crackers

**Dried Foods**

- Sun-dried tomatoes
- Dried mushrooms

**Baking**

- Whole wheat white whole-wheat flours
- Dark cocoa powder
- Evaporated low fat milk
- Cornflour for thickening

**Snack**

- Herbalife® Protein Bar

## SECTION FIVE: Week 4: Carbohydrates; Shopping and Cooking; Core Nutrition

### Tea

- Green tea
- White tea
- Oolong
- Black tea
- Redbush
- Herbal blends

### REFRIGERATOR AND FREEZER

#### Nuts

- Pecans
- Walnuts
- Pine nuts
- Almonds and other tree nuts stored in the freezer

#### Fruit

- Frozen fruit loose-pack and unsweetened, frozen fruits are great for protein shakes. Also, you can thaw them quickly in the microwave and mix with yogurt or cottage cheese for a quick breakfast.
- Frozen berries
- Apples
- Cherries
- Mango
- Pineapple
- Peaches

**Frozen Vegetables—All kinds, but particularly the following, which are loose-pack and great for soups, stir-fry dishes and pasta:**

- Spinach
- Green beans
- Sliced peppers
- Mixed stir-fry vegetables
- Broccoli and cauliflower

#### Fish

- Loose-pack frozen prawns and scallops

#### Vegetarian Foods

- Veggie burgers, quorn burgers and sausages

### Dairy Products

- Semi-skimmed milk or soy milk
- Eggs or egg whites
- Low-fat cottage cheese
- Low-fat yogurt
- Low-fat string cheese
- Low-fat Parmesan cheese
- Low-fat ricotta cheese

### Grains

- Whole grain breads
- Corn tortillas

### SEASONINGS AND CONDIMENTS

#### Vinegars

- Balsamic
- Rice
- Apple cider

#### Oils

- Olive oil (cooking spray form also)
- Sesame oil
- Walnut oil
- Avocado oil

#### Spices and Herbs

- Allspice
- Ginger
- Cinnamon
- Nutmeg
- Cloves

GOOD HEALTH ON HAND (CONTINUED)

Spices and Herbs (continued)

- Coriander
- Turmeric
- Cardamom
- White pepper
- Black pepper
- Red pepper flakes
- Cumin
- Oregano
- Basil
- Rosemary
- Thyme
- Sage
- Dill
- Curry powder
- Garlic powder
- Onion powder
- Chili powder (regular and chipotle)
- Dry mustard
- Wasabi

Other Seasonings

- Dijon mustard
- Tabasco
- Light soy sauce
- Tomato sauce
- Miso paste
- Oyster sauce
- Thai fish sauce
- Chili-garlic sauce
- Salsa

Extracts

- All-natural vanilla, maple, almond, orange, lemon, mint

Fresh Fruits and Vegetables

Try to purchase your fruits and vegetables locally and seasonally. For convenience, you can use ready cut carrots; pre-washed salad leaves and other vegetables; shredded cabbage; chopped onions and garlic; and fresh-cut fruit.

# LIGHTEN UP YOUR MEALS

## YOUR WEEKLY CHALLENGE

There are two challenges this week. This first challenge is to try a new fruit or vegetable each week. Most of us eat the same foods day after day, and do our shopping almost subconsciously-buying the same things every week. If you like spinach, try another leafy green like kale, Swiss chard or spring greens. If you eat oranges or apples, try deep-red blood oranges or a new apple variety. Instead of the usual white potato, try a sweet potato for a change. Fruits and vegetables each have their own unique health benefits, and enjoying a wider variety of fruits and vegetables is a great way to make improvements in the nutritional value of your diet.

The second challenge this week is to take a favorite recipe and “lighten it up.” Look at the table of ingredient substitutions below and see how they might work with your favorite recipe. Also look at the tips for cutting down on fat and calories during preparation. You might be surprised to find that you like the lighter version better.

## INGREDIENT SUBSTITUTIONS FOR RECIPES

IF THE RECIPE CALLS FOR:	USE THIS INSTEAD:	COMMENTS:
Ground beef	Ground turkey or chicken, tofu or quorn mince	Spray pan with cooking spray before browning; drain any fat from pan after browning.
Butter or margarine for baking	Apple sauce; baby food prunes or carrots	You will need to experiment, but you can replace ½ or more of the fat in the recipe and get a nutritional boost.
Butter to sauté vegetables	Cooking spray; stock, wine, vegetable juice	Spray pan with cooking spray; sauté in wine, stock or vegetable juice. Cover pan to “sweat” vegetables.
Cheese	Low-fat cheese	Use reduced-fat cheese, and reduce the total amount in the recipe if possible.
Cream (not for whipping)	Evaporated Low-fat milk; semi-skimmed and skimmed	Evaporated skimmed milk can be used in recipes and in coffee.
Eggs in baking	Egg whites or egg substitutes	Egg substitutes are 99% egg white; you can also use two egg whites to replace one whole egg in baking.
Mayonnaise	Low-fat mayonnaise	
Nuts	Use less	Reduce amount by half, and toast first to enhance flavour.
Soured cream, cream cheese, cottage cheese	Use low-fat versions; plain low-fat yogurt can replace soured cream	Try whirling cottage cheese in the blender with a little lemon juice; it makes a smooth, soured cream substitute.

## TASTY TIPS

- Use cooking sprays regularly. Spray the pan when it is cold, then place over the flame. You can reduce fat considerably by taking this first step. Once the pan is hot, you can add a small amount of healthy olive oil for flavour.
- Replace refined starches with whole grain: Try brown rice, whole wheat pasta, whole wheat bread and crackers, whole-wheat cous-cous, and oatmeal instead of cream of wheat. You can buy quick-cooking brown rice that can be ready in 15 minutes.
- Add diced vegetables to soups, chili, stews, casseroles, tuna or chicken salad and pasta sauce to reduce overall calories and boost nutrition.
- Season steamed vegetables with lemon, vinegar, herbs, garlic, onion and spices rather than relying on butter or sauces.
- Add fruits to salad for a change. Try fresh orange or tangerine sections, apples or kiwi. Use deep-green leafy vegetables, instead of iceberg lettuce, for more nutrition.
- Frozen vegetables and fruits are just as nutritious and fresh, may be less expensive, and allow you to eat foods that might not be in season any time of the year. For example, loose-leaf frozen spinach or chopped vegetables can easily be added to soups and stews.
- Take advantage of the healthy convenience items such as ready washed salad greens, prepared fruit and baby carrots. They may cost more, but if you keep buying fruits and vegetables and throwing them away because you don't take time to prepare them, it may be less expensive in the long run. If your market has a salad bar, you can buy washed, prepared vegetables like broccoli, mushrooms, cauliflower and carrots, which are ideal to steam or stir-fry.
- Visit your local farmer's market. The produce is usually much fresher than what you find in the supermarkets, which means vegetables won't wilt as quickly and the foods retain their nutritional value. You can find new varieties of fruits and vegetables to try, and you will be eating foods that are in season.
- You can thicken soups without added butter, flour or cream. Place stock and vegetables in a blender and then stir back into the soup. Or make your own "cream" soups by cooking vegetables with stock, onions, garlic and seasoning—then puree it all in the blender with a little evaporated low fat milk or soft tofu for a delicious creamy soup.
- Try different mustards and vinegars for seasoning salads and vegetables without fat.

## SECTION FIVE: Week 4: Carbohydrates; Shopping and Cooking; Core Nutrition

- Double the recipe for dishes that freeze well, such as soups, stews and casseroles. That way, when you're tired and don't want to cook, you can pull something healthy from the freezer rather than opting for a takeaway.
- You've heard it many times, but don't shop when you are hungry. It's too tempting to pick up the wrong foods. Make a list and stick to it, for the most part, but be flexible.
- Supermarkets are carefully laid out to tempt you so don't get tempted by the sweets at the checkout. Also, studies show that people who buy large containers of foods tend to serve themselves more from those containers, so try to keep portion sizes consistent if you buy economy-sized packages.

RECIPE MAKEOVER

Here’s an example of how you can give your recipes a makeover for healthier results. Make sure to experiment with your recipes at home.

This prawn risotto is real comfort food, and with a tossed salad and fruit for dessert, it makes a great dinner. But as with many one-dish meals, the original is loaded with fats such as butter, cheese and condensed soups. The original recipe called for ½ cup of butter, a can of cream of mushroom soup, and 2 cups (8 ounces) of grated cheddar cheese.

The strategies for improving the nutritional value of the dish included reducing the cheese by half, reducing the fat from 8 tablespoons down to 2 (and replacing the butter with heart-healthy olive oil), and making a simple mushroom sauce to replace the canned soup which is loaded with fat and sodium. An additional nutritional boost was made by substituting brown rice for white. You could also add some cooked broccoli florets to this dish for a true one-dish meal.

OLD VERSION (6 SERVINGS)

- 1 large green pepper, chopped
- 1 medium onion, chopped
- ½ cup butter or margarine
- 1 pound uncooked medium prawns, peeled and deveined
- ½ tablespoon salt
- ¼ tablespoon cayenne pepper
- 3 cups cooked long-grain rice
- 1 can (10¾ ounces) condensed cream of mushroom soup
- 2 cups (8 ounces) grated cheddar cheese

Nutrition Facts per Serving:

Calories: 642  
Fat: 42 grams  
Protein: 33 grams  
Fibre: 2 grams

MAKEOVER VERSION

- 1 large green pepper, chopped
- 1 medium onion, chopped
- 1 pound uncooked medium prawns, peeled and deveined
- 2 tablespoons olive oil, divided
- ¾ tablespoon salt
- 12 ounces fresh mushrooms, sliced
- 3 cups cooked brown rice
- 3 tablespoons all-purpose flour
- ⅛ tablespoon cayenne pepper
- 1⅓ cup semi-skimmed milk
- 1 cup (4 ounces) grated low-fat cheddar cheese

Nutrition Facts per Serving:

Calories: 320 (cut in half)  
Fat: 10 grams (cut by 75%)  
Protein: 24 grams (a bit less because cheese was reduced, but still plenty for a serving)  
Fibre: 4 grams (doubled)

\*nutritional values are approximate and may vary depending what brand and products you use.

## SECTION FIVE: Week 4: Carbohydrates; Shopping and Cooking; Core Nutrition

### Directions:

Preheat the oven to 180 degrees. Coat a 25x31cm baking dish with non-stick cooking spray and set aside.

In a large non-stick saucepan over medium-high heat, sauté prawns in 1 tablespoon olive oil for 2 to 3 minutes or until prawns turn pink. Remove and set aside. In the same saucepan, sauté the mushrooms, green pepper and onion in the remaining olive oil until tender. Stir in the flour, salt and cayenne pepper, and cook for a minute or so to remove the raw taste of the flour. Gradually add the milk, and stir until blended. Bring to a boil, cook and stir for 2 minutes, or until thickened. Add the rice, ½ cup cheese and prawns, and stir until combined. Pour into the baking dish and bake for 30 to 35 minutes, or until heated through. Sprinkle with remaining cheese; cover and let stand for 5 minutes, until cheese is melted.

# PROTEIN-POWERED SHAKE RECIPES WITH HERBALIFE® FORMULA 1

## HAZELNUT DELIGHT

- 2 scoops of Herbalife Formula 1 Vanilla
- 150ml soy milk
- 2 tablespoons low fat natural yoghurt
- 1 tablespoon crushed hazelnuts

Place all ingredients in blender and blend thoroughly

## CHOCOLATE-RASPBERRY SHAKE

- 2 tablespoons Chocolate Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed milk or plain soy milk
- 1 cup frozen raspberries
- 1/8 teaspoon orange extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

## STRAWBERRY-KIWI SHAKE

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed milk or plain soy milk
- 1/2 cup frozen whole strawberries
- 1 very ripe kiwi, peeled
- 1/8 teaspoon lemon extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

## PERSIAN CAPPUCCINO

- 2 scoops of Herbalife Formula 1 Cappuccino
- 250ml semi-skimmed milk
- 3 dates

Place all ingredients in blender and blend thor-

oughly

## BANANA BREAD SHAKE

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed milk or plain soy milk
- 1/2 very ripe banana
- 1/8 tablespoon walnut or almond flavouring
- Few drops vanilla extract
- A dash cinnamon
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

## SECTION FIVE: Week 4: Carbohydrates; Shopping and Cooking; Core Nutrition

### PINEAPPLE-ORANGE-COCONUT SHAKE

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed milk or plain soy milk
- 1 cup frozen pineapple chunks
- 1/8 tablespoon coconut extract
- 1/4 tablespoon orange extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

### VERY BERRY SHAKE

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 1/3 cup semi-skimmed dry milk powder
- 1 cup low-calorie cranberry juice
- 1 cup frozen mixed berries
- Few drops vanilla extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

### ORANGE-MANGO SHAKE

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed milk or plain soy milk
- 1/2 cup frozen mango chunks
- 1/2 cup canned mandarin oranges, drained
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely

crushed.

### CHOCOLATE-STRAWBERRY SHAKE

- 2 tablespoons Chocolate Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed milk or plain soy milk
- 1 cup frozen strawberries
- Few drops vanilla extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

### ORANGE JULIUS SHAKE

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed or plain soy milk
- 3 tablespoons frozen orange juice concentrate
- 1/4 tablespoon vanilla extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

# PROTEIN-POWERED SHAKE RECIPES WITH HERBALIFE® FORMULA 1 (CONTINUED)

**APPLE PIE SHAKE**

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 1 cup semi-skimmed milk or plain soy milk
- 1 cup frozen apple slices
- Few dashes each of cinnamon, nutmeg, cloves
- ¼ tablespoon vanilla extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

**PEACH-ALMOND SHAKE**

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 1 cup skimmed milk or plain soy milk
- 1 cup frozen peach slices
- Few dashes ground ginger
- ¼ tablespoon almond extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

**CAFÉ MOCHA SHAKE**

- 2 tablespoons Chocolate Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- 250ml semi-skimmed milk or plain soy milk
- ½ medium banana

- 2 tablespoon Instant coffee granuals
- A dash cinnamon
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

**BLUEBERRY-CRANBERRY SHAKE**

- 2 tablespoons Vanilla Formula 1 Shake Mix
- 2 tablespoons Herbalife® Personalised Protein Powder
- ⅓ cup semi-skimmed dry milk
- 1 cup low-calorie cranberry juice
- 1 cup frozen blueberries
- Few drops orange extract
- 4 ice cubes

Place all ingredients in the blender, and blend thoroughly until the ice cubes are completely crushed.

**HEALTHY ADDITIONS!**

- 2 to 4 ounces Herbalife® Herbal Aloe Concentrate
- 1 tablespoon Herbalife® Personalised Protein Powder

## ADDITIONAL PROTEIN-POWERED RECIPES WITH HERBALIFE® FORMULA 1

### HERBALIFE® FORMULA 1 PIE – BASIC RECIPE

- ¾ cups Formula 1 Shake Mix (any flavour)
- 500mls semi-skimmed milk or plain soy milk
- 1 small package sugar-free or regular instant dessert mix
- 1 ready-made pie crust

Combine the Formula 1 Shake Mix with the semi-skimmed milk or soymilk; mix until smooth. Add pudding, and mix well. Place the ready-made pie crust in a 1-quart plastic storage bag and crush well. Press 1 tablespoon of crust into the bottom of an 8-ounce container. Measure ½ cup of the pie mixture, and place on top of crust. Add 1 tablespoon of whipped cream, and cover with a lid. Makes six pies.

You can create your own variations by trying different flavours of Herbalife® Formula 1 Shake Mix and instant dessert mix, and garnishing with different fruits. These freeze well, so you can make several flavours for the freezer. Have them as an occasional treat to replace a meal, and be sure to round it out with a serving of fruit (either on the side or as a garnish).

### HERBALIFE® FORMULA 1 AND PORRIDGE

- 2 scoops Formula 1 Shake Mix (any flavour)
- ⅓ cup dry rolled oats
- ⅔ cup semi-skimmed milk

Cook the dry rolled oats in the semi-skimmed milk, and then stir in the Formula 1 Shake Mix. One serving = 1 meal replacement.

### HERBALIFE® FORMULA 1 AND YOGURT

Stir 2 scoops of Formula 1 Shake Mix (any flavour) into 8 ounces of low-fat yogurt (any flavour), and enjoy! One serving = 1 meal replacement.

### MAPLE-PECAN BAR SNACKS

- 1 cup Vanilla Formula 1 Shake Mix
- 1 cup dry rolled oats
- ½ cup peanut butter
- ½ cup pure maple syrup
- 1-2 capfuls of maple flavouring
- ½ cup chopped pecans

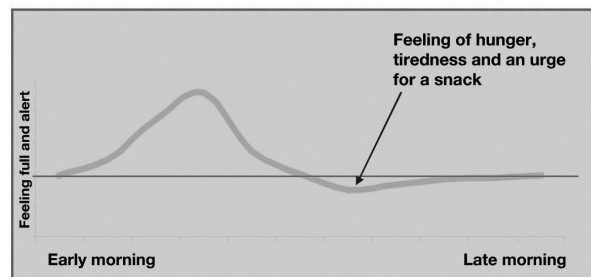
Combine all ingredients, and press mixture into an 8 by 8-inch pan. Cut into 16 pieces. One serving = 1 meal replacement.

# HEALTHY BREAKFAST

## Feel Good and Control Your Weight

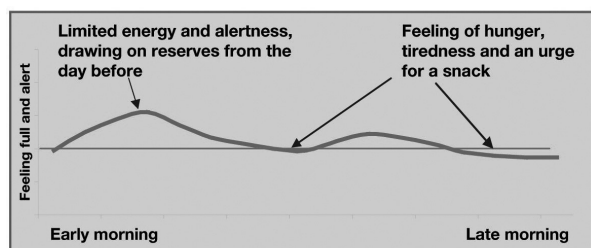
### ⊗ UNBALANCED BREAKFAST

In the morning, simple carbohydrates such as sugary refined cereals, white bread, toasts may give you a bit of energy and satisfy your hunger - but the effect isn't lasting. Your body responds with a drop in sugar levels. You are also missing all the other nutrients necessary for your body to function properly such as protein, fibres, vitamins and minerals & good non saturated fats. As a result you can soon feel tired, lose your concentration and feel hungry again before lunchtime, craving more carbohydrates. If you give in it becomes a vicious circle! Repeated excesses and drops in energy makes your body out of balance and as a result can have long term effects on your weight and well being.



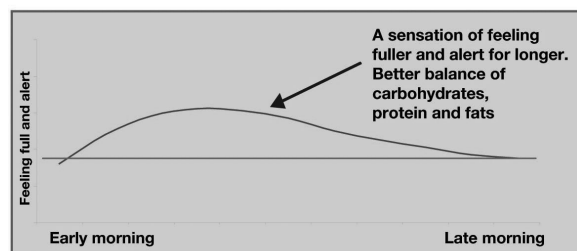
### ⊗ SKIPPING BREAKFAST

You may not feel hungry in the morning or you might be short of time. But skipping breakfast can have undesirable effects. Your body tries to draw on your reserves of nutrients and water which it needs to function properly but which have been depleted during the night. If you don't eat anything you are likely to feel tired and hungry a little later and want to snack on such things as chocolate or sweet coffee or biscuits to find some energy and raise your sugar level. Once more, the ups and downs of this vicious circle can effect your weight and well being long term.



### ☑ BALANCED PROTEIN-BASED BREAKFAST

Such a breakfast supplies our body longer lasting vital nutrients, water and energy. A healthy breakfast which includes protein can help you feel fuller for longer and helps to avoid mid morning snacking. A well balanced breakfast providing sustainable energy and the right nutrients can help keep your body in equilibrium during the day and contribute notably to better weight management and well being in the long term.



**Note:** Charts as illustration only.

## CORE NUTRITION

Through Core Nutrition, healthy nutrients help nourish your cells with our exclusive blends of nutrients that provide vitamins, antioxidants and minerals to support cell function. In this way, our products deliver healthy nutrients to cells throughout the body, as part of a healthy diet. Cells are the basic unit of the human body, providing the power for everything you do – from thinking to growing.

Herbalife maximises Core Nutrition through unique, scientific formulations. It's the select blends of high-quality ingredients and the methods used to preserve their nutrient value. It's the way we personalise programmes to address each individual's needs...it's the Herbalife advantage.

# LOOK AT THE LABEL

By Susan Bowerman

## CREAM OF TOMATO SOUP 400G

### Nutrition Facts

	Per 100g	Per 1/2 can
Energy - kJ	237kJ	475kJ
- kcal (Calories)	57kcal	113kcal
Protein	0.9g	1.8g
Carbohydrate	6.6g	13.3g
(of which sugars)	(4.9g)	(9.8g)
Fat	3.0g	5.9g
(of which saturates)	(0.2g)	(0.4g)
Fibre	0.4g	0.8g
Sodium	0.3g	0.6g
Salt equivalent	0.7g	1.4g

One of the most important skills you can master is being able to read a food label in order to figure out exactly what you are getting from your foods.

Let's look at the example to the left and take the information from top to bottom...

### Serving size per 100g and per portion:

Pay attention to this closely. Many people assume that small packages of biscuits or crackers, or medium sized cans and sachets are single servings. But this might not be the case. For this example the can contains two servings of 200g but the nutrition information in the right-hand column is for one serving which equals half the contents.

### Calories, Fat, Carbohydrate and Protein:

As with all the other nutrients, the figures in the right-hand column are the amounts per serving. In this example, one serving of Cream of Tomato Soup has 113 calories. But if you consume the whole can (two servings), you will have taken in 226 calories. This label also tells you how much of the fat is saturated fat.

"Carbohydrate" tells you, again, how much carbohydrate per serving. Keep in mind that this includes natural sources, such as natural sugars in milk or fruit, so it's not always easy to tell from the line labeled "Sugars" where the sugar is coming from without looking at the ingredients list. If a cereal has little added sugar – but contains raisins – the sugar content may look high, but it's from the natural fruit sugar.

## SECTION FIVE: Week 5: Nutrition Labels; Fats; Portion Control

Check on the ingredients list for sugar. Added sugars must be included in the ingredients list, which always starts with the biggest ingredient first. Watch out for other words that are used to describe added sugars, such as sucrose, glucose, fructose, maltose, hydrolysed starch and invert sugar, corn syrup and honey. If you see one of these near the top of the list, you know that the product is likely to be high in added sugars.

Sometimes food manufacturers use a number of sweeteners in a product – each in small amounts – so the ingredients are “sprinkled” throughout the ingredients list, but taken together they can sometimes add up significantly.

Fibre and sugars are part of the total carbohydrate count. A food with 5 grams or more of fibre per serving is a good source of fibre.

### **Recommended dietary allowance: (RDA)**

You will sometimes see RDA listed on food labels. These values are standard values developed for use on food labels. They can be useful to compare the amount of a nutrient in a food to the amount that is recommended per day. As they show the amount of energy or an individual nutrient that a group of people of a certain age range (and sometimes gender) needs for good health they can be used for guidance but shouldn't be seen as an exact recommendation. You can still look at these values to see if a particular food is high or low in a nutrient that you are interested in.

### **Here are some things to visualise when you are looking at a food label:**

- Every 5 grams of fat is a teaspoon of fat (or a pat of butter). In the example above, each serving of soup has 5.9 grams of fat – that's around 1 teaspoon or one pat of butter per serving. If you consume the whole can (two servings), then you are consuming the equivalent in fat of two pats of butter!
- Every 4 grams of sugar is a teaspoon. The soup above has 9.8 grams per serving, or just over two teaspoons. But a pint bottle of sweetened tea might have 30 grams per serving (and two servings per bottle). If you drink the whole bottle, you'll be drinking 60 grams of sugar – that's 15 teaspoons, or five tablespoons!

# THE LOWDOWN ON FATS

By Susan Bowerman

The issue of dietary fat is probably one of the most confusing to people. Should you eat as little as possible? More of the “good” fats? The answer lies somewhere in between. Ideally, you want to eat only the amount that you need to add flavour to foods, and of the fats you eat, you want to select the healthiest ones. All fats, regardless of their source, are about 120 calories a tablespoon, so most people can’t (and shouldn’t) eat them freely. Here are some things to remember:

- Fats are categorised as saturated, polyunsaturated or monounsaturated, depending on the predominant fatty acid they contain.
- Generally speaking, saturated fats (found in animal products like meats, cheese and ice cream as well as hydrogenated vegetable oils) tend to raise blood cholesterol levels. The process of hydrogenating oils, which makes them harder at room temperature, produces trans-fatty acids – which also raise blood cholesterol and should be avoided.
- Polyunsaturated fats can be “good” or “bad,” depending on whether they are primarily Omega-6 fats or Omega-3 fats.
- While small amounts of Omega-3 and Omega-6 fatty acids are called “essential,” meaning our bodies can’t make them, the amounts required are very small and can be met from plant products, which have a good balance of the two fats.
- Our diet is typically overloaded with Omega-6 fatty acids, with inadequate amounts of Omega-3.
- Monounsaturated fats, found in olive oil and avocado. These fats are “healthy” fats and can be eaten in moderation.
- Olive oil is a healthy alternative oil for cooking at a light to moderate heat or used cold. If the flavour is too strong for you, you can purchase “light” olive oils which have the same calories as regular olive oil, but are lighter in flavour.

## SECTION FIVE: Week 5: Nutrition Labels; Fats; Portion Control

### To reduce overall fat intake:

- Try using cooking sprays when you sauté foods, or you can sauté in wine or stock.
- Use reduced-fat versions of high-fat items, such as dairy products, spreads and dressings.
- If you are watching calories, keep in mind that low-fat or fat-free versions of baked goods often have the same amount of calories as the full-fat version. In many cases, fat is replaced with sugar which drives up the calories.
- Avoid fatty meats such as steaks, high-fat ground meats, chops and sausages. Eat more poultry breast, fish, shellfish, egg whites, low-fat dairy products and soy products for protein, which have much less fat than red meats.
- Avoid farmed salmon, if possible. Farmed salmon is fattier than wild salmon, but the extra fat it contains is not the “good” fat. Despite myths to the contrary, shellfish is not high in cholesterol, and is an excellent source of protein that is very low in fat.
- Flavour foods with herbs, spices, lemon, onions, garlic, chiles and other seasonings rather than relying on heavy sauces, gravies and butter.
- When you eat out, try to make smart choices. Keep sauces and gravies to a minimum, and order meats, fish or poultry grilled, poached, steamed, roasted or baked. Some people skip the starchy part of the meal, especially if it’s likely to be fatty, and order double vegetables instead.
- Order salad dressing on the side so you can control how much you eat. Restaurants often drench salads in high-fat dressings.
- Try fresh fruit or sorbet for dessert rather than pastries and ice cream.

# GOOD AND BAD FATS

By Luigi Gratton, M.P.H.

## OMEGA-3s AND OMEGA-6s

Of the many types of fatty acids, two that seem to be making all the headlines these days are the Omega-3s and Omega-6s. The Omega-3s are found in fish and linseed, while the Omega-6s are found in corn and wheat. Nutritional anthropologists believe that the diet of ancient women and men was relatively balanced between these two fats. Both are important, and a healthy ratio between the two determines health.

The Omega-3s are also found in ocean plants like seaweed algae. The fish eat the Omega-3-rich algae; the fish store the healthy fats; we eat the fish; and we store the healthy fats. Again, the phrase “you are what you eat” could never be more factual. The Omega-3s are also found in grass, which many animals naturally live on. Cows naturally eat the grass in the fields as they graze, they store the good fats, and we, in turn, get beef that is high in the good fats.

The change in the food supply has dramatically changed this process. Now most cows in the United States are corn fed to fatten them up faster for food production. This process is not what nature intended. So once again, we find a disruption of nature’s delicate balance.

## MEAL SIZE MATTERS

*By Luigi Gratton, M.P.H.*

For many of us, one of the main goals of achieving and maintaining a healthy weight is learning how to eat less. Part of the problem is that we don't have a realistic idea of what constitutes a serving. In an era of jumbo meals, super-sizing and free refills, over generous portions of food and beverages have become the norm. In addition, eating habits that you learned from a young age – that it's okay to have seconds, that you should clean your plate, that dessert always follows a meal – can be difficult to break. But difficult doesn't mean impossible. You can train your body to feel full with less, just as it has become accustomed to needing more. Try these suggestions:

- Serve meals already dished onto plates instead of placing serving bowls on the table. This allows you to think twice before having a second portion.
- Try using a smaller plate or festive party bowl to make the portion of food seem larger.
- Eat slowly and savour each bite. When you eat too fast, your brain doesn't get the signal that you're full until too late and you've already overeaten.
- Eat foods that are healthy and low in calories first. You can eat a lot of these foods without taking in a lot of calories. When at a party hit the vegetable trays first.
- When eating, focus on your meal and your company. Watching television, reading or working while you eat can distract you. Before you know it, you've eaten much more than you wanted to.
- Stop eating as soon as you begin to feel full. Don't feel as if you need to clean your plate.
- Designate one area of the house to eat meals, such as the kitchen table, and sit to eat your meals.
- If you're still hungry after you've finished what's on your plate, wait 20 minutes, and then if you are still hungry, nibble on something low in calories, such as fresh vegetables or fruit.
- When ordering at a restaurant, request a take-home container. When you receive your meal, put part of it in the container. Or ask that one-half of your meal be put into a container before the meal is served. Portion sizes in restaurants can be two to three times the amount you need.

## BE WISE TO PORTION SIZE

### ONE SERVING IS EQUIVALENT TO:

One medium-size fruit (size of a tennis ball, your fist or a light bulb). Suggestions:

- Wake up with an orange for breakfast
- Add a sweet crunch to your lunch with an apple
- A pear is a quick and easy dessert

½ cup cooked, frozen or canned vegetables or fruit (smaller than a can of tuna fish). Suggestions:

- Grab some baby carrots for a snack
- Order pizza with mushrooms, onions, peppers, broccoli or spinach – that's more than one serving
- Place canned sliced peaches or berries on low-fat ice cream

1 cup of raw leafy vegetables (a handful of greens counts as one serving). Suggestions:

- Add a handful of baby spinach to your sandwich wrap
- Have a mixed green salad with a slice of veggie-topped pizza for lunch
- Keep washed salad in the fridge for a quick salad snack

½ cup cooked dry peas or beans (think smaller than a can of tuna fish again). Suggestions:

- Add canned or frozen beans to vegetable soup
- Make a salad with a variety of lima, red kidney or green beans, diced onions and Italian dressing
- Toss pinto and garbanzo beans into a green salad

**QUICK TIP:** When dining out, here's a new way of looking at those garnishes that make your plates so beautiful: Eat them. Try that orange slice and especially that green parsley. Not only is parsley nature's secret for fresh breath, it's naturally nutritious as well.

Source: [www.5aday.org](http://www.5aday.org)

## QUIZ: PORTION DISTORTION

Portion sizes – the amount of food we choose to eat for a meal or snack – have increased over the years, and yet the standard serving sizes that are often referred to are much, much smaller. See how good you are at estimating portions, and also see how much our typical portions have grown over the years.

1. An official serving of cooked meat is 100-120g (3-4 ounces). A good way to estimate this serving would be to keep in mind that it is about the size of:
  - a. A deck of playing cards
  - b. A paperback novel
  - c. A video cassette
2. How much larger is a typical serving of pasta, compared to the recommended serving of 1 cup?
  - a. one and a half times
  - b. Two times
  - c. Three times
  - d. Four times
3. Twenty years ago, the typical cheeseburger had about 335 calories. How many calories does the typical cheeseburger have today?
  - a. 350
  - b. 450
  - c. 475
  - d. 525
4. . If you wanted to have a 30g (1 ounce) piece of cheese for a snack, that piece of cheese would be about the same size as:
  - a. A match box
  - b. Your palm
  - c. Your thumb
  - d. A stick of butter
5. The official serving of French fries has about 200 calories. How many calories are in a typical “large” order of French fries?
  - a. 325
  - b. 400
  - c. 450
  - d. 500
6. Pizza is no longer just some crust, with sauce and cheese. It’s loaded down with meats and cheeses, and some even have extra cheese in the crust. A recommended serving is a slice of cheese pizza containing about 250 calories. About how many calories in a slice of a “super-loaded” meat and cheese pizza?

# QUIZ: PORTION DISTORTION (CONTINUED)

- a. 300
  - b. 350
  - c. 400
  - d. 450
7. A small box of unbuttered popcorn at the cinema will cost you just under 300 calories. How much for a large tub of buttered popcorn?
- a. 400
  - b. 500
  - c. 600
  - d. 800
  - e. more than 1,000
8. By how much have average portion sizes increased over the last 30 years?
- a. 10%
  - b. 15%
  - c. 25-50%
  - d. 75%
9. A brownie recipe in the 1975 version of the US cookbook The Joy of Cooking stated that the recipe made 30 brownies. The exact same recipe in the newest edition of the cookbook states that the recipe makes how many brownies?
- a. 1
  - b. 8
  - c. 16
  - d. 24
  - e. 30
10. Some tricks that have been shown to work in helping you keep your portion sizes under control are:
- a. Using smaller plates
  - b. Drinking out of glasses that are tall and skinny, rather than short and wide
  - c. Eating with a teaspoon instead of a soup spoon
  - d. Eating foods that are all the same colour
  - e. All of the above

## ANSWER KEY: PORTION DISTORTION

Portion sizes – the amount of food we choose to eat for a meal or snack – have increased over the years, and yet the standard serving sizes that are often referred to are much, much smaller. See how good you are at estimating portions, and also see how much our typical portions have grown over the years.

1. An official serving of cooked meat is 100-120g (3-4 ounces). A good way to estimate this serving would be to keep in mind that it is about the size of:

- a. A deck of playing cards
- b. A paperback novel
- c. A video cassette

2. How much larger is a typical serving of pasta, compared to the recommended serving of 1 cup?

- a. one and a half times
- b. Two times
- c. Three times
- d. Four times

3. Twenty years ago, the typical cheeseburger had about 335 calories. How many calories does the typical cheeseburger have today?

- a. 350
- b. 450
- c. 475
- d. 525

4. If you wanted to have a 30g (1 ounce) piece of cheese for a snack, that piece of cheese would be about the same size as:

- a. A match box
- b. Your palm
- c. Your thumb
- d. A stick of butter

5. The official serving of French fries has about 200 calories. How many calories are in a typical “large” order of French fries?

- a. 325
- b. 400
- c. 450
- d. 500

6. Pizza is no longer just some crust, with sauce and cheese. It’s loaded down with meats and cheeses, and some even have extra cheese in the crust. A recommended serving is a slice of cheese pizza containing about 250 calories. About how many calories in a slice of a “super-loaded” meat and cheese

## ANSWER KEY: PORTION DISTORTION (CONTINUED)

pizza?

- a. 300
- b. 350
- c. 400
- d. 450

7. A small box of unbuttered popcorn at the cinema will cost you just under 300 calories. How much for a large tub of buttered popcorn?

- a. 400
- b. 500
- c. 600
- d. 800
- e. more than 1,000

8. By how much have average portion sizes increased over the last 30 years?

- a. 10%
- b. 15%
- c. 25-50%
- d. 75%

9. A brownie recipe in the 1975 version of the US cookbook The Joy of Cooking stated that the recipe made 30 brownies. The exact same recipe in the newest edition of the cookbook states that the recipe makes how many brownies??

- a. 1
- b. 8
- c. 16
- d. 24
- e. 30

10. Some tricks that have been shown to work in helping you keep your portion sizes under control are:

- a. Using smaller plates
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- c. Eating with a teaspoon instead of a soup spoon
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## WEIGHT MANAGEMENT BEGINS WITH DIGESTIVE HEALTH

Your digestive system is one of the most essential components of your entire body. According to a recent survey, people have a keen interest in digestive health issues. More than 50 percent of people surveyed have grown more concerned about their digestive health in the past two years. And a solid 80 percent feel it's important to improve their body's digestive health, although they're not doing much about it!

### HERBALIFE FOR DIGESTIVE HEALTH

Digestive health can affect other areas of our health – weight, energy and immunity – in ways we might never have imagined. It's important to understand the link between digestive health and overall wellness.

To get the most from your weight-loss programme, start off with Herbalife's Fibre & Herb as part of the Core Products. To increase your fibre intake, opt for fruits and vegetables, whole grain foods when possible. Alternatively, FibreBond or FloraFibre can help you increase your fibre intake.

### DIGESTIBLE FACTS

- The small intestine is where the majority of digestion and absorption of nutrients takes place.<sup>†</sup>
- The health of your digestive system can affect your immune function.
- The majority of the population of America and Western Europe consume only about 14 grams of fibre per day, while the Institute of Medicine recommends 38 grams for men under age 50, and 25 grams for women in the same age group.<sup>†</sup>

### CLEANSING AND NUTRIENT ABSORPTION

In your everyday life, your body may be exposed to toxins. Maintaining your digestive health can help your body eliminate them from your system.

Supporting your body's ability to absorb nutrients and eliminate toxins enhances your weight-management efforts. Improve your body's nutrient absorption and healthy elimination, and you'll see how your wellbeing improves overall.

<sup>†</sup>Source: *Body: The Complete Human* (2007) by National Geographic

## QUIZ: WHAT DO YOU KNOW ABOUT DIGESTIVE HEALTH?

1. About how long is the digestive tract in the average adult (from where the food goes in, to where it comes out)?
  - a. 1.5 metres
  - b. 3.6 metres
  - c. 9 metres
  - d. 30 metres
  
2. On average, how long does it take for food to move through the stomach and small intestine?
  - a. 2 days
  - b. 6 to 8 hours
  - c. 24 hours
  - d. 20 minutes
  
3. Which of the following foods would be most likely to cause heartburn?
  - a. Chocolate, tomato juice and mint
  - b. Chili peppers, lemon and ginger
  - c. Beer, chips and guacamole
  - d. Grapefruit, pickles and cheese
  
4. How much saliva does your body produce per day?
  - a. About ½ cup
  - b. About 1 cup
  - c. 1 to 2 cups
  - d. 2 to 6 cups
  
5. You would be considered constipated if:
  - a. You go longer than a day without a bowel movement
  - b. You don't have a bowel movement after each meal
  - c. Your stools are hard and difficult to pass
  - d. You don't have a bowel movement at the same time each day
  
6. Indigestion:
  - a. Is a general term for an upset stomach
  - b. Can include symptoms like heartburn, nausea, burping and bloating
  - c. Can be aggravated by stress
  - d. All of the above
  
7. About how much food does the average person eat in a year?
  - a. 500 kg
  - b. 180 kg
  - c. 1130 kg

## SECTION FIVE: Week 6: Digestive Health

d. 360 kg

8. Most ulcers are caused by:

- a. Eating too many spicy foods on an empty stomach
- b. A bacterial infection in the lining of the stomach
- c. Obesity
- d. Drinking too many fizzy drinks

9. The average human stomach can hold about 5 cups of food at a time. But competitive eaters can consume significantly more. How many hot dogs (with buns) did winner Joey Chestnut consume in 12 minutes in a hot dog eating contest held in America in 2007?

- a. 66
- b. 37
- c. 42
- d. 150

10. Irritable Bowel Syndrome (IBS) is difficult to diagnose because:

- a. Symptoms can vary from person to person
- b. It strikes more men than women, and men go to the doctor less often
- c. It can cause diarrhea or constipation
- d. It's the same thing as lactose intolerance
- e. Both a and c

## ANSWER KEY: WHAT DO YOU KNOW ABOUT DIGESTIVE HEALTH?

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## SECTION FIVE: Week 6: Digestive Health

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- d. It's the same thing as lactose intolerance
- e. Both a and c

# DIGEST THIS!

By Luigi Gratton, M.P.H.

**Q: WHY IS DIGESTIVE HEALTH SO VALUABLE?**

A: Most people have experienced digestive issues at some point in their lives. Many modern diets lack the sufficient nutrition, such as fibre, for good digestive health. Fibre is essential for weight management and intestinal health but most people only eat half the recommended daily dietary fibre intake.

**Q: WHAT CAN I DO TO INCREASE MY FIBRE INTAKE?**

A: I always encourage people to eat five to seven servings of fruits and vegetables each day to get their daily fibre intake. But I realise how challenging it is to do that with our modern diet and on-the-go lifestyle. That is why I recommend taking fibre supplements that contribute to promoting regularity and a feeling of fullness.

To maintain a healthy digestive system, support your healthy diet with plenty of fibre and Herbalife’s other Digestive Health products, such as Fibre & Herb, FibreBond or FloraFibre.

# EATING OUT GUIDE

## APPETIZERS

Enjoy vegetable-based soups, steamed seafood or fresh juice. Try to avoid the fried, cheesy or creamy appetizers.

## BREAD AND ROLLS

Try choosing whole grain or rye breads without butter. Limit your bread consumption by asking your waiter to remove the basket from your table.

## ALCOHOL

Alcoholic beverages are often the source of many additional calories.

- Wine, 6 oz., 120 calories
- Beer, 12 oz., 146 calories
- Margarita, 8 oz., 400 calories

To cut calories try soda water or light beer.

## LOW FAT

Steamed, baked, roasted, boiled, wine sauce, grilled, stir-fried, poached

## HIGH FAT

Fried, sautéed, batter dipped, creamed, cream sauce, cheese sauce, marinated in oil, special sauce, crispy

## SALADS

Can be the source of a lot of hidden fat and calories. Try ordering low fat dressing served on the side. Beware of high-fat extras like bacon, cheese, cold cuts and mayonnaise-based salads. Avoid the crusts and shells that some salads are served in.

## MAIN COURSES

Choose meat dishes with portion sizes of 6 ounces or less. Fish and poultry breast have fewer calories than red meats. Ask your waiter to serve your main course without butter, margarine, sour cream or cheese topping, and order sauces on the side.

\*nutritional values are approximate and may vary depending what brand and products you use.

## EATING OUT GUIDE (CONTINUED)

### DESSERT

Desserts can make or break a meal. Sidestep high-calorie desserts by choosing fresh fruit or sorbet, or have a decaffeinated coffee or some herbal tea.

### TIPS FOR SUCCESS

- Have an apple or glass of water before leaving for the restaurant to curb your appetite.
- Alcohol may stimulate your appetite. Limit your consumption.
- Have your waiter remove your plate as soon as you are finished.

Remember that you do not have to finish everything on your plate. Only eat until you feel full. If you are full and there is still food left on your plate, ask for a doggie bag and you can eat it the next day.

### ORDERING GUIDELINES

- Request food to be baked, steamed, poached or grilled instead of fried.
- Try ordering two starters, or a soup and salad, instead of a main course.
- Split a large meal with a companion, and order an extra salad or vegetable.
- If portions are large, avoid the temptation to clean your plate; ask for a doggie bag.
- Ask that sauces and gravies be served on the side.
- Ask questions about meal-preparation techniques if you are unsure.
- Ask that the chef prepare your meal in wine rather than butter or oil.
- Order double portions of vegetables to replace rice or potatoes.

### COOKING METHODS

#### Example:

- 10 oz. potato, 200 calories
- 10 oz. baked potato, 235 calories with one dollop butter
- Large french fries, 400 calories
- Large baked potato with chili and cheese, 630 calories

Following these guidelines can help you make changes that will allow you to incorporate new eating habits into your lifestyle. The more consistent you are with your changes, the better your chance at achieving your goals.

\*nutritional values are approximate and may vary depending what brand and products you use.

## FAST-FOOD FRENZY

For many of us, when we go out to eat, it's tempting to let our guard down a bit. Sometimes we think, "I paid for it, so I'm going to eat it," or we reward ourselves for a hard or difficult day. But if you eat out fairly often, your choices can definitely impact your overall diet. Take a look at the examples below, and see how you can save fat and calories at some of your favorite places.

This week's tip is to help you make healthier decisions when eating out. By looking at the chart below, you can see how you can replace high-fat foods with some lower-calorie alternatives. You can try some similar changes at your favorite places, and many chain restaurants even list their nutrition information online to help you plan ahead. Just because it's fast food doesn't mean it has to be unhealthy.

FAST-FOOD	IF YOU CHOOSE:	YOU WOULD BE EATING:	IF INSTEAD YOU CHOSE:	YOU WOULD BE EATING:	AND YOU WOULD BE SAVING:
Indian	Chicken Tikka and a large soft drink	Calories:1134 Fat:40.8 grams	Hot smoked stuffed salmon slices, with crispy salad, with light vinaigrette dressing and herbal tea or water	Calories: 215 Fat: 10.9 grams	Calories: 919 Fat: 29.9 grams
Oriental	Sweet and sour chicken with egg-fried rice, spring rolls and a large soft drink	Calories:975 Fat:24.1 grams	Grilled Chicken breast on a bed of salad leaves with a light vinaigrette dressing and herbal tea or water	Calories:205 Fat:5.2 grams	Calories:770 Fat:18.9 grams
Italian	One slice of cheese pizza + One slice of pepperoni pizza and a soft drink	Calories:726 Fat:22 grams	Two slices of vegetarian pizza with seasonal salad light vinaigrette dressing and herbal tea or water and a fruit salad	Calories:347 Fat:6.6 grams	Calories:379 Fat:15.4 grams
Burger	One double burger with cheese, large fries and a large drink	Calories:1160 Fat:47 grams	Grilled Chicken salad with light vinaigrette dressing sugar free soft drink or water	Calories:285 Fat:12 grams	Calories:875 Fat:35 grams
Sandwiches	Meatball marinara on wheat bread with cheese, and salad and a large soft drink	Calories:730 Fat:22.4 grams	Low fat ham sandwich on wheat bread with salad and a sugar free soft drink or water	Calories:262 Fat:4.5 grams	Calories:468 Fat:17.9 grams

\*nutritional values are approximate and may vary depending what brand and products you use.

## QUIZ: THE INS AND OUTS OF EATING OUT

The questions below ask you to picture yourself in different settings and determine what would be the best selection in each case.

1. You decide to go to a Mexican restaurant. Which item would be the best choice?
  - a. A taco salad
  - b. A vegetable quesadilla
  - c. Grilled chicken soft tacos with salsa and guacamole
  
2. You are meeting a friend for coffee. You decide to skip breakfast so you can get something to eat at the coffee-house. What would be your best choice?
  - a. A low-fat muffin and some skimmed milk hot chocolate
  - b. Half a toasted bagel with light cream cheese and a small skimmed milk latte
  - c. A slice of coffee cake and black coffee
  
3. You are in a hurry and decide to stop at the nearest fast food restaurant. What would be your best choice?
  - a. A fish sandwich without mayonnaise and a diet fizzy-drink?
  - b. A hamburger with mustard and ketchup only, iced tea and a soft-serve children's ice cream cone
  - c. A green salad with two packets of ranch dressing and iced tea
  
4. The snack machine at work is calling to you. What would be the best selection?
  - a. A bag of baked potato crisps
  - b. A cereal bar
  - c. A bag of trail mix
  
5. You've had a busy day of shopping, and are tempted by a special offer at the Chinese food counter. Which would be the best choice?
  - a. Stir-fried vegetable chow mein
  - b. Beef and broccoli with half a bowl of steamed rice
  - c. Two egg rolls and a bowl of wonton soup
  
6. You are taking some calorie-conscious friends out to dinner. Where would you be most likely to find the most healthy selections?
  - a. A Greek restaurant

## SECTION FIVE: Week 7: Eating Out

- b. A French restaurant
- c. An Indian restaurant

7. Which of the following starters would be the most health-conscious way to begin your meal?

- a. Chicken wings with barbecue sauce
- b. Spinach dip with melba toast
- c. Sliced tomatoes and mozzarella with basil

8. You've had a pretty healthy meal, so you decide to have dessert. Which of these would have the fewest calories?

- a. A slice of strawberry cheesecake
- b. A scoop of ice cream with berries and a drizzle of chocolate syrup
- c. A slice of carrot cake

9. You're on holiday, and it's time to hit the breakfast buffet at the hotel. What would be the best meal for you?

- a. Two large pancakes with no butter (just syrup) and a glass of orange juice
- b. Two scrambled eggs with diced ham and some fresh fruit
- c. A bowl of Harvest crunch topped with raisins and low-fat milk and a glass of cranberry juice

10. You are at a barbecue, and there is a huge array of side dishes to accompany the barbecued chicken. Which of the following groups would make the best choice?

- a. Fruit salad, potato salad and traditional coleslaw
- b. Cucumbers in vinaigrette dressing, baked beans and grilled peppers
- c. Barbecued corn on the cob, creamed spinach and chopped salad with Thousand Island dressing

## ANSWER KEY: THE INS AND OUTS OF EATING OUT

The questions below ask you to picture yourself in different settings and determine what would be the best selection in each case.

1. You decide to go to a Mexican restaurant. Which item would be the best choice?
  - a. A taco salad
  - b. A vegetable quesadilla
  - c. Grilled chicken soft tacos with salsa and guacamole

*The best choice would be the grilled chicken soft tacos. A taco salad typically has a fried tortilla as the base or the shell to contain the contents, which can add several hundred calories. Even if you don't eat the shell, the salads are often loaded with cheese, sour cream and salad dressing. A vegetable quesadilla may sound healthy, but the large flour tortilla has about 350 calories, and 100g (3 ounces) of grated cheese adds another 300. The vegetables are likely to be grilled in oil, so the whole quesadilla could cost you over 800 calories.*

2. You are meeting a friend for coffee. You decide to skip breakfast so you can get something to eat at the coffee-house. What would be your best choice?
  - a. A low-fat muffin and some skimmed milk hot chocolate
  - b. Half a toasted bagel with light cream cheese and a small skimmed milk latte
  - c. A slice of coffee cake and black coffee

*Don't be fooled by the low-fat label. Many low-fat baked goods have just as many calories as traditional items – they often have less fat but a lot more sugar to make them taste good. Typical muffins can run almost 500 calories because they are so huge, and the skimmed milk chocolate still packs a lot of calories because of the sugar. A slice of coffee cake and black coffee sounds light because it's relatively small, but it could still contain at least 400 calories. A half a bagel with light cream cheese is only about 200 calories, and the latte would give you some healthy protein for about another 90 to 100 calories, so this would be the best choice. Best of all would probably be the bagel with a black coffee though!!!*

3. You are in a hurry and have to stop at the nearest fast food restaurant. What would be your best

## SECTION FIVE: Week 7: Eating Out

choice?

- a. A fish sandwich without mayonnaise and a fizzy-drink
- b. A hamburger with mustard and ketchup only, iced tea and a soft-serve Children's ice cream cone
- c. A green salad with two packets of ranch dressing and iced tea

*Some people think that fish is better than beef, regardless of how it is cooked. In most fast-food places, the fish is fried, so the calories are really high. Your best bet of the three selections above would be the plain burger and the small soft-serve cone. Why not the green salad? The salad itself has a low calorie count, but without any protein in it, you'll be hungry in no time. Add two packets of dressing, which is four servings, and you've just added about 350 calories of fat on your meal. The burger meal with the children's ice cream adds up to only about 300 calories.*

4. The snack machine at work is calling to you. What would be the best selection?
- a. A bag of baked potato crisps
  - b. A cereal bar
  - c. A bag of trail mix

*A half a cup of trail mix can log in at about 400 calories, even though it sounds healthy. The nuts and raisins add up quickly – and if you add chocolate chips and banana chips (which are fried), the calories climb. Baked potato crisps contain about 110 calories in a 35g bag, which would be less than the cereal bar at 140 calories per bar, but if the crisp bag is larger than 35g, then the cereal bar would be a better bet.*

5. You've had a busy day of shopping, and are tempted by a special offer at the Chinese food counter. Which would be the best choice?
- a. Stir-fried vegetable chow mein
  - b. Beef and broccoli with half a bowl of steamed rice
  - c. Two egg rolls and a bowl of wonton soup

*Beef and broccoli would be your best bet. Stir-fried vegetable chow mein is loaded with oil and the calories in all those noodles add up quickly. Two egg rolls and a cup of wonton soup sounds like a light meal, but the fried egg rolls are about 350 calories and the soup about the same—a total of 700 calories for such a small meal. Beef and broccoli with steamed rice will have fewer calories and much more nutrition than either of the other choices.*

## ANSWER KEY: THE INS AND OUT OF EATING OUT (CONTINUED)

6. You are taking some calorie-conscious friends out to dinner. Where would you be most likely to find the most healthy selections?

- a. A Greek restaurant
- b. A French restaurant
- c. An Indian restaurant

*Your best bet here would likely be the Greek restaurant. Mediterranean restaurants generally have good offerings in the way of fish dishes, vegetables and salads. French food is notoriously rich; Indian food may seem healthy because of its emphasis on vegetarian dishes, but there is often a lot of butter and cream lurking in the curry dishes.*

7. Which of the following starters would be the most health-conscious way to begin your meal?

- a. Chicken wings with barbecue sauce
- b. Spinach dip with melba toast
- c. Sliced tomatoes and mozzarella with basil

*Even though you'll be consuming a little cheese with your tomato salad, this is still your best bet of the three. Mozzarella is a low-fat cheese, and the sliced tomatoes add very few calories to this dish. Don't be fooled into thinking that the dip is healthy because it contains spinach. The dish is loaded with all kinds of rich and creamy ingredients and is very high in calories. Similarly, chicken wings – while small – are usually fried, and the portions are generous.*

8. You've had a pretty healthy meal, so you decide to have dessert. Which of these would have the fewest calories?

- a. A slice of strawberry cheesecake
- b. A scoop of ice cream with berries and a drizzle of chocolate syrup
- c. A slice of carrot cake

*The ice cream is actually your best choice here. The portion is relatively small, and chocolate syrup has only about 50 calories per tablespoon. The dessert seems special, but has fewer calories than the other two. In most restaurants, carrot cake has even more calories than cheesecake, which is already very high in calories. Carrot cake sounds healthy, but it's loaded with oil and is typically iced with sweetened cream cheese.*

## SECTION FIVE: Week 7: Eating Out

9. You're on holiday, and it's time to hit the breakfast buffet at the hotel. What would be the best meal for you?

- a. Two large pancakes with no butter (just syrup) and a glass of orange juice
- b. Two scrambled eggs with diced ham and some fresh fruit
- c. A bowl of harvest crunch topped with raisins and low-fat milk and a glass of cranberry juice

*Don't be fooled by the healthy sounding harvest crunch. Some are as high as 450 calories a cup, so unless you really control portions, you'll be running up a hefty calorie bill by the time you add raisins (at 30 calories a tablespoon), low-fat milk for 120 calories, and cranberry juice at 160 calories per 250ml (8 oz). glass. The pancakes and orange juice breakfast could cost you nearly 600 calories, and with almost no protein in the meal, you'll be hungry an hour later. Ham is a relatively lean meat to add to the scrambled eggs, and the fresh fruit will add bulk to your meal and keep you full, so the egg breakfast is the best choice.*

10. You are at a barbecue, and there is a huge array of side dishes to accompany the barbecued chicken. Which of the following groups would make the best choice?

- a. Fruit salad, potato salad and traditional coleslaw
- b. Cucumbers in vinaigrette dressing, baked beans and grilled peppers
- c. Barbecued corn on the cob, creamed spinach and chopped salad with Thousand Island dressing

*The best choice would be choice (b). The first grouping contains fruit, which is great, but potato salad and traditional coleslaw are loaded with mayonnaise and calories. In choice (c), the barbecued corn on the cob is a good selection, but the creamy spinach and salad with creamy dressing turn these healthy vegetables into big loads of fat. Choice (b) offers a good range of nutritious foods—the cucumbers in vinaigrette are relatively low calorie, as are the grilled peppers. The baked beans are low in fat, high in fibre and contain some protein too – making this group the best choice.*

# THE FIBRE FACTOR

*By Susan Bowerman*

More than 100 years ago, someone figured out how to separate the bran from grains of wheat, leaving only the starchy interior to be ground into flour. From this discovery, an amazing new product – white bread – was born. But the introduction of refined flour products certainly contributed to the slow decline in dietary fibre intake.

It has been estimated that our hunter-gatherer ancestors – who foraged for food for hours every day – ate about 5.5 kilograms of plant foods a day and about 100 grams of fibre. If we did that, we'd spend a good part of our day just eating. But the average person falls far short of meeting the fibre recommendation of 25 to 30 grams a day. In fact, most of us only eat about 15 grams. Fibre is the structural portion of a plant, and so it is found in whole fruits, vegetables, beans and grains (like corn and brown rice); there is no fibre in meats, fish or poultry. Different types of fibres have different effects on the body, and it's important to get plenty of fibre from a variety of sources.

Water-soluble fibres are found in the highest concentration in apples, oranges, carrots, potatoes, oats, barley and beans. These types of fibre delay the time it takes for food to pass through the system, and so they provide a feeling of fullness. They also slow the absorption of glucose (sugar) from the bloodstream and so they help to keep blood-sugar levels more even throughout the day. This type of fibre is also helpful in lowering blood cholesterol levels, which is why oats and oat bran have been popular for heart health.

Water-insoluble fibres are found in the highest concentrations in vegetables, wheat bran, corn bran, rice bran and most other whole grains. These fibres speed up the transfer of food through the intestines and also trap water, so they are particularly good in helping to minimise constipation.

The health benefits of a high-fibre diet are numerous. Most people are aware that fibre maintains normal bowel function. For those wanting to lose weight, a high-fibre diet is a great way to go. Fruits, vegetables and whole grains have fewer calories “per bite” than do foods that have a lot of fat and sugar. Also, the fibres keep food in the stomach longer and absorb water, so they provide the sensation of fullness.

Can you get too much? Adding too much fibre to the diet in a short period of time might lead to abdominal discomfort and gas, so if your diet is usually low in fibre, increase the amount slowly over a few weeks to give your system time to adjust. Also, drink plenty of liquid to allow the fibre to soften and swell. And make sure to eat a variety of fibre sources to reap all the health benefits that high-fibre foods provide.

## Tips for Increasing Fibre Intake

- Eat whole fruits with skin more often than drinking fruit juices.
- Use whole fruit as a dessert.
- Eat a variety of whole vegetables—cooked and raw—and eat them freely.
- Use wholegrain cereals, oatmeal and bran cereals more often than refined cereals, like Coco Pops or corn-flakes.
- Use 100% whole-grain breads, waffles, rolls, English muffins and crackers instead of those made with white flour.
- Try wholegrain pasta.
- Use corn tortillas rather than flour.
- Use brown rice, wild rice, millet, barley and cracked wheat as alternatives to white rice.
- Add beans to main-dish soups, stews, chili or salads.
- Add wheat bran or oat bran to meatloaf or meatballs.
- For snacks, use whole-grain pretzels, popcorn or low-fat bran muffins as alternatives to cakes, cookies and chips.
- If you have trouble meeting your fibre intake, you can use fibre supplements. But remember that fibre supplements don't replace the healthy fruits, vegetables and whole grains that you should be consuming.

### FIBRE CONTENT OF SOME HIGH-FIBRE FOODS

FOOD ITEM	PORTION	CALORIES	FIBRE (GRAMS)
Blackberries	1 cup	75	8
Blueberries	1 cup	110	5
Orange	1 large	85	4
Red apple	1 medium	100	4
Red pear	1 medium	100	4
Strawberries	1 cup, sliced	50	4
Broccoli, cooked	1 cup	45	5
Carrots, cooked	1 cup	70	5
Spinach, cooked	1 cup	40	4
Winter squash, baked	1 cup	70	7
Cooked beans	½ cup, cooked	115-140	5-7
Lentils	½ cup, cooked	115	8
High-fibre bran cereal	⅔ cup	90-120	15-18
Oatmeal	1 cup, cooked	130	4
Rye crackers	3 crackers	75	5

\*nutritional values are approximate and may vary depending what brand and products you use.

# EAT YOUR FRUITS AND VEGETABLES

By Luigi Gratton, M.P.H.

When our mothers told us, “Eat your fruits and vegetables,” they were right. They are an essential part of our diet, providing a wide range of vitamins and minerals that serve an array of important functions in the body. Many people, however, are still deficient in their fruit and vegetable intake.

## NOT GETTING THE MESSAGE

Over the last several years, the U.S. Department of Health has recommended eating at least five portions of fruits and vegetables a day. Yet, only 1-in-7 achieve this quota. In fact, one-third of American adults eat only two servings of fruits and vegetables a day and are four times more likely to choose a processed snack instead. On any given day, about half the population eats no fruit at all.

## A RAINBOW OF REASONS

There is a rainbow of reasons to eat a variety of colours from the produce aisle. Fruits and vegetables are typically fat free, low in salt and an excellent source of fibre. Some fruits and vegetables, such as carrots and cantaloupe, provide Vitamin A, which maintains eye health and immunity. Other fruits and vegetables, such as bananas and spinach, contain potassium, which is necessary for muscle functioning. Green vegetables, such as broccoli and asparagus, provide B vitamins, which are necessary for converting food into energy.

## ANTIOXIDANT PROTECTION

Current research has measured the total antioxidant power of various foods, citing fruits and vegetables at the top of the list. Antioxidants protect our bodies from free radicals. Antioxidants also boost our immunity, help make our muscles stronger and support bone and skin health. Since eating the recommended daily servings of antioxidant-rich fruits and vegetables is not always realistic, try supplementing your diet with appropriate products.

So, try to get in the habit of eating plenty of fresh produce each day. It’s one of the biggest favours you can do for your body.



## SECTION FIVE: Week 8: Fibre

# RIPE FOR THE PICKING

FOOD	SELECTION	STORAGE
Artichoke	Choose plump heads with tightly closed leaves, heavy for size. Pull back one leaf to check heart for black blemishes.	Refrigerate in plastic bag up to 1 week. Keep dry to prevent mold growth. You can freeze cooked, but not raw, artichokes.
Asparagus	Avoid limp or wilted stalks. Choose odorless stalks with dry, tight tips.	Trim stems, wash and dry thoroughly. Wrap stem ends in a wet paper towel, and refrigerate in a plastic bag for up to 4 days.
Bell peppers	Choose firm, brightly coloured peppers with tight skin that are heavy for their size. Avoid dull, shriveled or pitted peppers.	Store unwashed peppers in the refrigerator in a plastic bag for use within 5 days. If it gets a small moldy spot, you can cut out the moldy spot and use the rest of the pepper. You can also slice or chop peppers, and freeze them in an airtight container.
Broccoli	Choose odorless heads with tight, bluish-green florets.	Mist with water, wrap loosely in damp paper towels, refrigerate and use within 3 to 5 days. Don't store in a sealed plastic bag.
Brussels sprouts	Choose firm, compact, bright-green heads. Buy on stalk when possible.	Refrigerate unwashed Brussels sprouts in an unsealed plastic bag up to 1 week.
Cabbage	Choose heads with compact leaves that are heavy for their size.	Refrigerate unwashed cabbage in an unsealed plastic bag for up to 7 days.
Carrots	Choose well-shaped, smooth, firm, crisp carrots with deep colour and fresh, green tops. Avoid soft, wilted or split carrots.	Refrigerate in an unsealed plastic bag with tops removed up to 2 weeks.
Cauliflower	Choose cauliflower with compact, creamy-white florets and bright-green, firmly attached leaves. Avoid brown spots or loose sections that are spread out.	Refrigerate in loose plastic bag up to 5 days.
Celery	Choose straight, rigid stalks with fresh leaves. Avoid pithy, woody or limp stalks.	Refrigerate in plastic bag or wrap in foil for 1 week or more.
Corn on the Cob	Choose ears with green husks, fresh silks and tight rows of kernels.	Refrigerate with husks on for use as soon as possible, or within 1 to 2 days.
Cucumber	Choose firm, well-shaped cucumbers with dark green colour, heavy for size.	Refrigerate in a loose plastic bag up to 1 week.
Aubergine	Choose fruits that are smooth, unwrinkled, and heavy for their size. The flesh should feel springy and bounce back when pressed.	Aubergine bruises easily and is quite perishable. Store in a loose plastic bag in the refrigerator for 1 to 2 days.
Green beans	Choose fresh, well-coloured beans that snap easily when bent.	Refrigerate unwashed beans in a loose plastic bag, use within 1 week.
Spring onions	Choose stalks with fresh, green tops and slightly white ends.	Refrigerate in a loose plastic bag for use as soon as possible.
Iceberg lettuce	Choose heads with fresh, clean outer leaves and compact inner leaves.	Rinse head upon purchase; dry on paper towels. Refrigerate in a loose plastic bag for use within 1 week. Don't store with apples, pears or bananas.

**SECTION FIVE:** Week 8: Fibre

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FOOD	SELECTION	STORAGE
Lettuce	Choose lettuce with crisp leaves. Avoid brown edges.	After purchase, rinse well, dry with paper towels or in a salad spinner. Refrigerate in plastic bag up to 1 week. Don't store with apples, pears or bananas.
Mushrooms	Choose well-shaped mushrooms with firm texture. Avoid spots and slime	Refrigerate in original container or paper bag up to 1 week.
Onions	Choose onions that are firm and dry with bright, smooth outer skins.	Store whole onions in a cool, dark, well-ventilated place for use within 4 weeks. Refrigerate cut onions in a tightly sealed container for use within 2 to 3 days.
Potatoes	All varieties should be clean, firm, smooth, dry and uniform in size.	Store in a cool, dark, well-ventilated place for use within 3 to 5 weeks
Radishes	Choose smooth, brightly coloured, medium-sized radishes. Attached tops should be green and fresh looking.	Refrigerate in plastic bag for use within 1 week. Remove tops before storing.
Spinach	Choose fresh, crisp, green bunches with no evidence of insect damage.	Loosely wrap in damp paper towel. Refrigerate in loose plastic bag for use within 3 to 5 days.
Squash	For all varieties, choose glossy, small- to medium-sized squash, heavy for size.	Refrigerate for use within 3 to 4 days.
Tomatoes	Choose tomatoes with bright, shiny skins and firm flesh.	Store at room temperature away from direct sunlight; use within 1 week after ripe.
Apples	Choose firm, shiny, smooth-skinned applies with intact stems. Should smell fresh, not musty.	Refrigerate in plastic bag away from foods with a strong odor. Use within 3 weeks.
Avocado	Choose avocado with firm skin and no soft spots, firm but yielding-to-gentle pressure when ripe.	Store when unripe at room temperature in paper bag; place an apple or banana in the bag to hasten ripening. Refrigerate when ripe for 2 to 3 days.
Bananas	Choose fruit with slight green on stem and tip, firm without bruises. Ripens after harvest.	Store unripe fruit at room temperature. Store ripe fruit in refrigerator for up to 2 weeks; skin may turn black. To freeze, peel the banana, wrap in foil and freeze. Tastes like ice cream!
Blueberries	Choose firm, plump, dry berries with dusty bloom and uniform in size.	Refrigerate for 10 to 14 days. You can also freeze whole blueberries – rinse, pat dry and freeze in an airtight container.
Cantaloupe	Choose fragrant, symmetrical melons, heavy for size with no visible bruises and yellow or cream undertone beneath the webbing. Stem end should give to gentle pressure.	Store uncut at room temperature up to 1 week. Refrigerate cut melon in airtight container up to 5 days. Wash melon before cutting to avoid transfer of surface bacteria to the inside of the fruit.
Cherries	Select firm, red cherries with stems attached. Avoid soft, shriveled or blemished cherries.	Refrigerate for up to 10 days.
Grapefruit	Choose fruits with thin, smooth, firm blemish-free skins that are heavy for their size.	Store at room temperature for 1 week or under refrigeration for 2 to 3 weeks.
Grapes	Choose plump, firm fruits that are firmly attached to the stem.	Store in a loose plastic bag in the refrigerator for up to 1 week.

# RIPE FOR THE PICKING (CONTINUED)

FOOD	SELECTION	STORAGE
Honeydew melon	Choose well-shaped fruits that are nearly spherical. Should have a waxy, not fuzzy, surface and feel heavy for size. They should be fragrant.	Store in refrigerator for up to 2 weeks. Wash melon before cutting to avoid transfer of surface bacteria to the inside of the fruit.
Kiwi	Choose slightly firm fruit with a rough, fuzzy skin.	Store unripened fruit in plastic bags under refrigeration for up to 6 weeks.
Lemon, limes	Choose lemons and limes with firm, thin, smooth skin, heavy for size.	Refrigerate up to 2 weeks.
Mango	Choose slightly firm mangos with sweet aroma. Avoid sap on skin.	Store at room temperature 1 to 2 days. Refrigerate peeled, cut mangos.
Nectarine	Choose firm nectarines with smooth skin.	Store unripe in paper bag until ripe, then store at room temperature for use within 2 to 3 days.
Orange	Choose oranges with firm, smooth skins, heavy for size.	Store at room temperature for 1 to 2 days. Refrigerate for 1 to 2 weeks.
Peach	Choose peaches with firm, fuzzy skins that yield to gentle pressure when ripe. Avoid blemishes.	Store unripe peaches in paper bag. When ripe, store at room temperature for use within 1 to 2 days.
Pear	Choose firm fruit, then check the neck for ripeness daily by applying gentle pressure to the stem end of the pear with your thumb. When it yields to the pressure, it's ready to eat.	Store unripe pears in paper bag at room temperature. Refrigerate ripe pears.
Pineapple	Choose pineapples with dark-green leaves, heavy for size. Avoid soft or dark spots and dry-looking leaves.	Eat as soon as possible. Refrigerate cut pineapple for 2 to 3 days. Wash fruit before cutting to avoid transfer of surface bacteria to the inside of the fruit.
Plum	Choose plump plums with smooth skins. Avoid bruises and soft spots.	Store unripe plums in paper bag until ripe. Refrigerate ripe plums.
Raspberries	Choose dry, plump, firm berries. Avoid wet or moldy berries.	Do not wash until ready to eat. Refrigerate for use within 1 to 2 days.
Strawberries	Choose shiny, firm fruit with a bright-red colour. Caps should be fresh, green and intact. Avoid shriveled, mushy or leaky berries.	Do not wash until ready to eat. Store in refrigerator for 1 to 3 days.
Tangerine	Choose firm to semi-soft tangerines with deep orange colour, heavy for size. Avoid soft spots and dull or brown colour.	Refrigerate up to 2 weeks.
Watermelon	Choose symmetrical watermelons with dried stems and yellowish undersides, heavy for size with a hard rind.	Store whole watermelons at room temperature. Refrigerate cut watermelons in airtight container for use within 5 days. Wash melon before cutting to avoid transfer of surface bacteria to the inside of the fruit.

# SURROUNDED BY SUGAR

*By Luigi Gratton, M.P.H.*

I always encourage my patients, when shopping, to avoid sugar and instead, look for protein. Since we live in a carbohydrate-rich society, it's not always easy to find low-calorie, healthful foods, which are generally expensive and have a short shelf life. This is all too obvious when traveling. Whether it's the airport or a petrol station, high-protein foods that are low in sugar are difficult to find. The next time you walk into a petrol station, a food stop, or a snack bar in the airport, look around. You will see lots of crisps, sweets, crackers, doughnuts, muffins and plenty of fizzy drinks. Generally, the only food containing protein is pork scratchings, peanuts and milk. Now protein bars are coming into fashion, but they are not widespread. The problem with snacking on sugary foods is the empty calories. You want to make your calories count, and sugar doesn't help much. Prepackaged foods that are high in sugar generally do not have a high-nutrient density.

Protein is the nutrient of interest for most of the current diets. In the 1980s, the high-carbohydrate diet was king, but this diet has proven detrimental to most people. We do need carbohydrates – remember, it's like the fuel you add in the petrol tank of your car – but unless you're training for a marathon, you do not need that much. Generally, about 40 percent to 50 percent of your daily calories can come from carbohydrates, which means that on a 2,000-calorie-per-day diet, that is approximately 800 to 1,000 calories, which translates into the typical Western breakfast of a large latte and a muffin. Under these conditions, you're usually reached the level of carbohydrates you need for the day. Now imagine adding some pizza, a hamburger and a fizzy drink, a mid-afternoon coffee, a bag of crisps and then maybe some bread with dinner. It's not hard to quickly accumulate 4,000 calories. Cutting a significant portion of carbohydrates out of the diet is the basis of most, if not all, of the popular diet programmes today.

The idea of a low-fat diet has changed, and now a diet rich in healthy fats – such as monounsaturated fats from nuts, avocados and olive oil, and polyunsaturated fats from fish oil and flaxseed – is popular. The ideal percentage of dietary protein can vary widely, but most experts target around 30 percent.

# SUGAR HIDE-AND-SEEK

By Susan Bowerman

Say the word “sugar” and most people picture the familiar white granular stuff many of us have in a sugar bowl at home. But what is sugar exactly?

Table sugar is just one form of sugar that we get in the diet. Sugars are carbohydrates, and they exist naturally in different forms and in all kinds of foods. The granulated sugar that you might sprinkle on your cereal is called sucrose, which is produced primarily by extracting the sugar from sugar beets or sugar cane, although it is present in lots of other plant foods, too. The primary sugar in fruits is called fructose, and there is a naturally occurring sugar in milk called lactose. When you consume a fruit, a vegetable or a dairy product, you can’t avoid consuming the natural sugar that these foods contain.

All sugars ultimately end up in the bloodstream in the form of glucose, which is the form of sugar that our body prefers to use for energy. While sugars in foods end up as glucose in the bloodstream, so do the end-products of the digestion of all carbohydrate-rich foods like fruits, vegetables and starchy foods.

The concern about sugar intake from added sugars (not the naturally occurring ones) has mostly to do with the fact that they are considered to be “empty calories”—that is, sugar provides calories (which the body uses for energy) but no vitamins or minerals. So, if you consume a lot of sugary foods instead of healthier items, you are shortchanging yourself by not getting enough of the vitamins, minerals, fibre and phytonutrients that carbohydrate-rich natural foods contain.

We eat a lot of sugar—even in foods that don’t taste sweet. Aside from the obvious items like fizzy drinks, fruit drinks, sweetened cereals and desserts, sugar – in one form or another – finds its way into condiments, soups, breads and even savory snacks like crisps. The primary health hazard of eating too much sugar is tooth decay. The bacteria that live in your mouth can convert sugars into an acid that can destroy tooth enamel. Foods that are sweet and sticky, like fruit snacks or gummy sweets, are particularly a problem since the sugar stays in contact with the teeth.

Does sugar make you fat? Certainly, sugar adds extra calories to the diet, and extra calories mean extra weight. Most studies have focused on fizzy drink consumption, and several have concluded that as fizzy drink consumption increases, so does the risk of obesity. Part of the problem with these beverages is that they don’t fill us up—so we can consume a lot of calories in these sweet liquids and still consume regular solid foods, too, before we feel full.

## SECTION FIVE: Week 9: Sugar

The other issue is that many foods that are high in added sugars are also high in fats and calories – cakes, pastries, ice cream and chocolate bars are just some of the sweet foods we eat that are loaded down with fat and calories. Food manufacturers are more than happy to accommodate the consumer's sweet tooth—sugar is inexpensive and adds a lot of taste to foods. To know how much sugar you are eating, it's important to understand that many forms of sugar are added to foods. By reading the label, you may not realise how much sugar a food really contains.

Here are some other forms of sugar that you might see on a label: sucrose, fructose, glucose, dextrose, lactose, maltose, invert sugar, raw sugar, turbinado sugar, brown sugar, cane sugar, brown rice syrup, fruit juice concentrate, confectioner's sugar, maltodextrin, corn syrup, high-fructose corn syrup, honey, maple syrup and molasses.

When you look at a food label, the sugar content is listed – in grams per serving – just under the total carbohydrate listing. But this includes all sugars in the food including natural sugars, so it can be deceptive. For instance, a bran cereal with no added sugar but with raisins in it might look as high in sugar as a sugary cereal. But there is a big difference in the nutritional value of the two foods, since one might contain only the natural sugar from the fruit, while the other will contain all added sugar.

How can you reduce your sugar intake? Try to obtain your sugars naturally – which should be primarily from fresh, whole fruit.

- Fruit juices, even if they are 100 percent fruit juice, are all-natural sugar but they are very high in calories—it's best to avoid drinks with high calories, including fruit juices, fizzy drinks, lemonade and other sweetened drinks. Learn to enjoy your iced tea for its natural flavour, rather than for the flavour of the sugar that you pour into the glass.
- Rather than adding syrup or honey to foods like waffles or pancakes, try topping them with sliced fresh fruit and a dollop of vanilla yogurt.
- Look for wholegrain cereals without added sugars, and top with sliced bananas, berries or other fruit that appeals to you. This applies to both cold cereals and hot. Porridge is delicious with some mashed banana stirred in for sweetness.
- Keep healthy snacks around, like whole fruits, cut vegetables, whole-grain crackers, low-fat yogurt and low-fat cheese, so you won't be tempted to eat sweets instead.
- Instead of baked goods for desserts, try fresh fruit with a bit of chocolate syrup. One great trick is to take ripe bananas, peel and place them on a foil-lined tray in the freezer. Frozen bananas taste just like ice cream and will satisfy your sweet tooth for significantly fewer calories.
- If you add sugar to cereals, drinks and fruits routinely, try to gradually reduce the amount you use. You may not really know the true flavour of these foods because you have "masked" the flavour with sugar. Fresh fruits in season should be deliciously sweet – no added sugar necessary.

# SHAPE UP YOUR LIFE

By Luigi Gratton, M.P.H.

Anytime is the right time to get outdoors, get in shape and renew our commitment to a healthy lifestyle. Here are some helpful hints to keep in mind as you shape up.

1. TAKE TIME TO WARM UP

Spending 5 to 10 minutes warming up prepares your body for exercise. Walk before jogging. Jog before running. Just warm up at a pace that gradually gets your heart beating at 50 to 60 percent of your maximum heart rate. And don't forget to stretch. Moving from side to side warms your muscles and prepares them for exercise. Warm muscles allow for a greater range of motion for your joints and make injuries less likely as well.

2. THINK VARIETY

Have you ever started a fitness programme and then let it fizzle out? The reason could have been boredom. A programme that includes several fitness activities – for example, walking or cycling on Mondays and Wednesdays and playing tennis or swimming on Fridays and Sundays–will help maintain your interest and keep you motivated. Need a change of scenery? Try varying the place you exercise with a new route for walking or cycling. Having different options can allow you to pick the one that suits your mood and keeps your fitness programme feeling fresh.

3. GET YOUR ANTIOXIDANTS

Don't forget about the important role that proper nutrition plays in supporting an active lifestyle. Since exercise can increase the formation of free radicals, it's always good to have some extra protection. Try to get at least five servings of fruits and vegetables a day, as they are packed with powerful antioxidants. Some of our targeted nutrition products also provide key antioxidants. So, remember to add antioxidants to your diet and get the most out of your fitness programme.

# SEVEN WAYS TO LOOK GREAT

## Target These Major Muscle Groups

By Luigi Gratton, M.P.H.

What is the easiest way to work the whole body? Very simply, I developed what I call “The Simple 7”—the seven main muscle groups we work on throughout the week. The Simple 7 includes:

1. Chest
2. Biceps (Front of arms)
3. Triceps (Back of arms)
4. Abs (can be worked daily)
5. Back
6. Front of legs
7. Back of legs

Generally, I split a workout between alternating days: The first day I will work upper body, the next day lower body. Again, work abs every day to help strengthen the core. Doing some healthy cardio means a good 15 minutes of elevated heart rate. There is plenty of evidence to support the notion that 15 minutes of cardio daily has profound impact on heart health.

Don’t worry about trying to spend an hour on a treadmill; the added benefit is minimal and may actually work against you.

There are approximately 260 muscles in the body. So, why just work on seven, and why these seven? Well, it’s all about getting the most out of your effort. When exercising, it’s best to work on large muscle groups. It’s as if you are fine-tuning a regular car engine as opposed to an engine in a toy boat. The larger the muscle, the more metabolic benefit, and the bigger the payoff when it comes to weight maintenance. The Simple 7 group consists of the fewest number of muscle groups one has to work on to achieve maximum benefit in an exercise routine. You can exercise with more or less, but if you attack these particular muscles, then you will achieve maximum benefit. Also, it’s important to realise that the body is a balanced machine, and you must work the lower with the upper, and the back with the front. The seven muscle groups provide total balance in an easy way.

# HOW OFTEN SHOULD YOU WORK OUT?

By Luigi Gratton, M.P.H.

How much you work out depends on your schedule, but I recommend three to five times a week. I work out daily, but I incorporate tremendous variety into my routine for a number of reasons. One reason is to always keep it interesting. Another reason is to move the stress around the body. You don't want to repeat the same exercise every day, because that will wear on the joints, bones, muscles, tendons and ligaments.

I generally recommend splitting up the week. For those of you who can only work out three days a week, which I consider the minimum, either rotate Monday, Wednesday and Friday. Or you can do Tuesday, Thursday and Saturday. This allows one day in between for rest. This rest time gives the body an opportunity to grow and repair from the damage caused by exercise. Within those three days, you can rotate exercises, so Monday would be upper body and abs, Wednesday, lower body and abs, then Friday, upper body and abs again. The following Monday, you could rotate so that Monday is lower body and abs, Wednesday is upper body and abs, and then Friday is lower body and abs again.

This allows that necessary rest time between exercises for optimal muscle health. Three days a week is the basic minimum routine. On each day, the workouts should be split between cardio and resistance: 30 minutes of each is perfect. The cardio exercises should be rotated as well, so that Monday is the treadmill, Wednesday is the bike, and Friday is the elliptical trainer. This again allows variety so that you're not bored, and it spreads the stress around the body's tissues so as to avoid overuse injuries that are so common.

If you prefer to exercise more, then five or even six days a week is recommended. With more days, you can split up your workouts more. For example, Monday, instead of just doing upper body, you do very specific upper body such as chest and biceps with abs. Remember, abs are done every day to strengthen your core. Then Tuesday you could do specific lower body such as quads, calves and abs. Going on to Wednesday, you're back to upper body so that you're doing upper back, triceps and abs; Thursday, hamstrings and abs. Then Friday you can repeat your Monday workout so that you've come full circle and have given your body ample time to rest. This is the best workout for the individual who does not have time to spend two hours in the gym every day.

The cardio exercise should be done after your strength workout. I prefer this for a couple of reasons. First, you will not be as tired for your strength training, for which it is important to be well rested. A second reason is sweat. After running on a treadmill or stair stepper for 30 minutes, your body's sweat and salts are coming out of your pores, which makes for a more challenging weight workout. The bar may be slipping from your grasp; you'll be sliding around in the machines, and so forth. So try to do weights first, then cardio. The only reason I recommend some people start with cardio is that those individuals are very tight and tell me that their muscles are cold in the morning. For these people, I think cardio beforehand may actually improve their workouts. It tends to make them more limber and gets the blood circulating around the body.

# CALORIE BURNERS: ACTIVITIES THAT TURN UP THE HEAT

By Susan Bowerman

When it comes to burning calories, most of us want to get as much mileage out of our exercise as possible. For many, the more calories we burn, the better we feel about our workout. While energy expenditure should not be the only measure of a good workout (remember, it's good for you and it makes you feel better, too), it is helpful to know what a given activity might be costing you in terms of calories.

A word of caution, though, about counting calories: Simply burning more calories will take you only so far down the road to better health. A well-balanced, diets with good fats, plenty of rest and a positive attitude are also essential. And, of course, all things in moderation – including exercise.

## READING THE CHART:

The numbers of the chart on the next page correspond to how many calories individuals burn per hour during different activities. There are a few things you should keep in mind as you review this chart. With exercise, it really is true that you get out of it what you put into it. Simply showing up for class and going through the motions is not going to do you much good. To get the most out of your exercise session, give it your all, even if your all is less than what others might be doing. And don't forget to look for little ways to increase the number of calories you burn each day. You might be surprised to learn that it is possible to burn more calories simply by becoming more active in your everyday life. Doing things like using the stairs, walking to the mailbox instead of driving, and doing active chores around the house are great ways to burn additional calories.

# Calorie-Burning Activity Chart

As an example for how to use this chart, look up how many calories you’re burning by engaging in different activities. The more active the exercise, the more calories you burn.

MODERATE PHYSICAL ACTIVITY	APPROXIMATE CALORIES/HOUR FOR A 154-POUND / 70 KG PERSON*
Hiking	370
Light gardening	330
Dancing	330
Golf (walking and carrying clubs)	330
Cycling (<10 mph)	290
Walking (3.5 mph)	280
Weight lifting (general light workout)	220
Stretching	180

VIGOROUS PHYSICAL ACTIVITY	APPROXIMATE CALORIES/HOUR FOR A 154-POUND / 70 KG PERSON*
Running/jogging (5 mph)	590
Cycling (>10 mph)	590
Swimming (slow freestyle laps)	510
Aerobics	480
Walking (4.5 mph)	460
Heavy gardening work (chopping wood)	440
Weight lifting (vigorous effort)	440
Basketball (vigorous)	440

\*Calories burned per hour will be higher for persons who weigh more than 154 pounds (70 kg), and lower for persons who weigh less.  
Adapted from: *Dietary Guidelines for Americans 2005*.

# THE RELATIONSHIP BETWEEN EXERCISE, FATS & CARBOHYDRATES

By Kunle Odetoyinbo, MSc BSc (Hons) CN Med.

Accredited Sport and Exercise Scientist (BASES) British Association Of Sport And Exercise Sciences

The relative contribution of both fats and carbohydrates will be dictated by the intensity, duration, preceding diet, substrate availability (how much carbohydrate and fat is readily available), levels of fitness and environmental factors. Although amino acid oxidation also occurs to a more limited extent it is a minor fuel source in most exercise and sporting situations but can be very important.

These are important considerations in sports and exercise nutrition. Below is a general guide but suffice it to say, each circumstance must be taken on its own merit.

Activity	Foods
• Walking	Mostly Fat and a little Carbohydrate
• Jogging	Mostly Fat and some Carbohydrate
• Striding	Carbohydrate and Fats
• Sprinting	Mostly Carbohydrate
• Tackling	Mostly Carbohydrate
• Lifting-Weights	Mostly Carbohydrate

Please note that this is not the whole picture as the body has other means of creating energy ATP via the use of phosphates.

There is an old saying that has stuck with me since my undergraduate days;

## **‘Fats Burn In A Carbohydrate Flame’**

What this essentially alludes to is that in order to use our almost limitless fat stores there must be some carbohydrate present. In other words when carbohydrate stores are restricted, which can occur during many forms of sport and exercise, you will not be able to rely on fat alone. In this instance, fatigue becomes evident in those individuals concerned and they become less able to perform the task at hand. This is because carbohydrates are somewhat limited in supply and are the body's preferred fuel source. Much of the advice to sporting individuals, centre around the need to have considerable glycogen stores by way of an elevated carbohydrate diet. This has been the take home message for over two decades and has taken up a significant chunk of sports nutrition research.

# EXERCISE FOR BODY AND MIND

By Kunle Odetoyinbo, MSc BSc (Hons) CN Med.  
Accredited Sport and Exercise Scientist (BASES) British Association Of Sport  
And Exercise Sciences

There are so many benefits to exercise, and every day, we are discovering new ones.

Over the last few decades, for many individuals, physical activity has become a much reduced part of their daily lives. This has been the basis for an increased incidence of chronic disease amongst the population at large including; Cancer, Diabetes, Arthritis, Cardiovascular Disease, Osteoporosis and Mental Illness. The World Health Organisation (WHO) has reported that physical inactivity is one of the leading causes of deaths in developed countries accounting for 1.9 million deaths per year. For those that choose a healthier lifestyle, there is a reduced likelihood of a premature death and this must be coupled with appropriate nutrition. Of course the picture is a little more complicated than this in that there is our inheritance to consider also. We all have certain genetic factors at work which will influence our overall health. If both of our parents have suffered from heart disease then we too may carry some inherent risk. In this instance it is important to adopt a lifestyle which best counteracts this inherent risk and work on those factors that we can change. We may choose to be more careful than our colleagues in amount of food we eat so that intake closely matches expenditure. In this instance we are likely to maintain a healthy weight. We can incorporate exercise into our daily lives moving away from a sedentary style life which is of benefit to our wellbeing. Many other lifestyle factors including; smoking, alcohol consumption and stress levels all make a further contribution in maintaining an appropriate level of health given our inherent risk factors.

So, we know the benefits of exercise for all types of health. Not only does exercise help with chronic conditions, it also promotes wellness.

## FITTING IN FITNESS

- Take the stairs instead of the lift or escalator, for at least a few floors. If you have to take the escalator, make it a point to walk up it.
- Walk or cycle to nearby destinations instead of always driving.
- When at the shops, park your car farthest from where you intend to shop.
- Get off the bus a few shops early, or park further away from work.
- Exercise while watching television, especially during commercials.
- Hide your remote control and get up to change TV channels or adjust the volume.
- Busy yourself with housework, such as vacuuming, washing the floors, polishing furniture or washing the windows.
- Take the dog for a walk.
- Work in the garden – raking the leaves or sweeping the patio.
- Go for a short walk before breakfast and after dinner.
- Spend half your lunch hour eating and the other half walking around the building or car park. Get your coworkers to join you.
- Walk up and down the stairs on your breaks at work.
- Several times a day, take a few moments to move around and stretch your legs, regardless of what you're doing.
- When on your mobile phone or cordless home phone, walk around while you talk.
- Clean up the garage or organise your wardrobes or kitchen cupboards.
- Go shopping. You don't have to buy anything, just walk the aisles and look at the items.

# DO YOU HAVE THE HEART OF A CHAMPION?

*By Luigi Gratton, M.P.H.*

Do you want to enjoy a long, active life full of energy and vitality? You'll have to put your heart into it. Maintaining a strong, healthy cardiovascular system is essential to your overall health and quality of life. So why wait? Start making life choices today that will give you the heart of a champion – and the life of a winner. Here are a few ideas to get you started:

## 1. STEP UP YOUR GAME

Get your body moving. Studies show that moderate physical activity can strengthen the heart. Regular exercise – jogging, weight lifting, playing sports – is key to a healthy heart and a rich and fulfilling life. Not interested in playing sports or joining a gym? Try walking. Taking 6,000 to 10,000 steps every day is terrific for your heart. A pedometer, available at most sports shops, can help you keep track of your steps throughout the day. Try different types of exercise, find the ones you really enjoy, and make them a regular part of your life.

## 2. EAT LIKE A WINNER

Forget the fast food. Junk the junk food. Create a heart-healthy diet. That means healthy protein, healthy fatty acids like Omega-3s, lots of water and plenty of fruits and vegetables. The way you eat is important, too. So don't skip meals. Schedule regular times for meals and snacks. And try not to eat anything within a few hours of going to bed.

## 3. REST, RECHARGE AND REJUVENATE

And speaking of going to bed... it's time to get some shut-eye. Sleep deprivation has been linked to an increased risk of heart problems. We're busy people, and it can be tempting to shave off an hour or two of sleep to "be more productive." Resist that temptation. Think of it this way: For eight hours of every day of your life, the most productive activity you can engage in for your health is sleeping. So, have a good night – and you'll have a great life.

# HEART OF THE MATTER

*By Luigi Gratton, M.P.H.*

There are nearly 100,000 miles of arteries, veins and capillaries in your body. They allow nutrient-rich blood to nourish the cells and organs of your body. But when they're blocked, it can result in heart attack or stroke, the No.1 and No.3 leading causes of death in the United States.

Obesity is a major risk factor for heart disease. Your heart health alone is reason enough to lose any extra weight you're carrying. But is there anything else you can do to support your heart health?

Take a closer look at the food choices you're making. It's also important to eat enough protein to maintain or build your lean muscle mass, and watch your intake of "good fats" and "bad fats." Fish is a good source of Omega-3 fatty acids – "good fats" that support heart health.

## COLOURFUL CHOICES

Make sure to include plenty of colourful fruits and vegetables in a nutrient-rich diet. Some foods are considered particularly heart healthy – garlic, almonds and certain fruits and vegetables. A great way to choose your fruits and vegetables is to use colour as a guide. In general, the deeper the colour, the more nutrient rich it is. Different colours indicate variety of nutrients. See the chart below for the phytonutrients each provides.

## SUPPLEMENTATION

With our busy lifestyles, we're often tempted to reach for fast food, which is often unhealthy food. That's why so many people have discovered the benefits of supplementation. If you're not meeting your daily requirements through food, supplements can fill in the gaps in your diet, helping you meet your nutritional requirements.

Losing weight is one of the most important steps you can take for your cardiovascular health. But don't stop there. Make sure you're doing everything you can – eat right, exercise, get regular medical checkups and take supplements.

<b>Orange-yellow</b> (terpenoids, Vitamin C)	Oranges, tangerines, peaches, papayas, nectarines
<b>Orange</b> (alpha- and beta-carotene)	Carrots, mangos, apricots, cantaloupes, pumpkin, winter squash, sweet potatoes
<b>Red-purple</b> (anthocyanidins, resveratrol)	Red grapes, fresh plums, cranberries, raspberries, blackberries, blueberries, strawberries
<b>Red</b> (lycopene)	Tomatoes and tomato products, pink grapefruit, watermelon
<b>Yellow-green</b> (lutein)	Spinach, avocado, honeydew melon, collard greens, mustard greens, yellow corn, green peas
<b>Green</b> (glucosinolates)	Broccoli, brussels sprouts, cabbage, Chinese cabbage, bok choy
<b>White-green</b> (allyl sulfides)	Garlic, chives, onions, celery, leeks, asparagus

# HEART TO HEART

*By Lou Ignarro, Ph.D.*

## HEART HEALTH: A GLOBAL CONCERN

Heart disease is one of the leading causes of death today. According to the American Heart Association's estimates, 1.2 million Americans will have a first or recurrent heart attack in 2008; approximately 452,000 of cases will be fatal.

Worldwide, heart disease touches approximately 17 million people per year—that's almost one-third of all deaths globally. The *Atlas of Heart Disease and Stroke*, released by the World Health Organization, estimates that by 2020, heart disease and stroke will be the leading cause of both death and disability, with the number of fatalities projected to increase to more than 20 million a year.

In Mexico, heart disease has been the leading cause of death for the last 20 years, while in Europe, cardiovascular disease kills 4 million people each year. About half of the world's cases of cardiovascular disease occur in the Asia Pacific region; 1.3 million people die of cardiovascular disease annually in Russia; and, according to a study released by the *New England Journal of Medicine*, cardiovascular disease is the leading cause of death in China.

While these statistics paint a bleak picture, they also present a huge opportunity to promote the benefits of a healthy, active lifestyle. When I think about optimal cardiovascular health, here's what comes to mind:

- Maintaining a healthy weight
- Making sure you get lots of antioxidants from your diet (fruits and vegetables)
- Participating in some form of aerobic exercise on a daily basis
- Making sure you are well hydrated and get plenty of sleep – much of the repair and regenerative work of the body occurs while we sleep

Herbalife's Omega 3 containing product is Herbalifeline contains both sources of Omega 3 fatty acids EPA and DHA, which help support a healthy heart, as part of a healthy lifestyle.

# CARDIOVASCULAR HEALTH

## Q & A with Lou Ignarro, Ph.D.

### Q: WHY IS CARDIOVASCULAR HEALTH SO IMPORTANT?

**A:** Your cardiovascular system is literally at the heart of your overall health. Maintaining it is crucial for a variety of reasons. It gives you energy and the ability to keep up with the daily demands of life. A healthy cardiovascular system is also essential for mental clarity and protecting you against stress. Additionally, cardiovascular health contributes to overall vitality.

### Q: WHAT KINDS OF THINGS CAN I DO TO IMPROVE MY CARDIOVASCULAR HEALTH?

**A:** There are several things you can – and should – incorporate into your life to maintain a healthy cardiovascular system. Exercise is crucial. Brisk walks, sit-ups, light weight training, swimming and cycling are all excellent, low-impact and efficient exercises for any fitness level. The important thing is to do something every day. Another important factor is proper eating – and that means getting the right amount of essential vitamins and other nutrients, as well as antioxidants.



## TIPS FOR STAYING ACTIVE

*By Luigi Gratton, M.P.H.*

Here are some simple strategies for enjoying a healthy, active lifestyle outdoors.

### 1. DRINK PLENTY OF WATER

When it comes to physical activity, don't forget the importance of water. You've probably heard this a hundred times, but there's a reason for it. Your body uses water in almost every function, including the process of burning fat. Water helps every cell and organ in your body work. It cushions your joints, and helps keep your body cool. Water also helps flush toxins out of your system and rehydrates the body. Plan ahead. Make sure to carry a water bottle and hydrate with water or a fitness drink. Drink before, during and after physical activity to replace the water you lose when you sweat. Even a small water deficiency can affect how you perform, so drink up!

### 2. TRACK YOUR PROGRESS

Keep a journal of your physical activity to chart your progress. Whether you're interested in losing weight, building muscle or just getting active again, keeping a log will help motivate you. Record all the information for each workout, including time, intensity and performance. It's a good idea to record your baseline measurements and find out your body-fat percentage, so you can set attainable weight-loss goals. You may not feel like you're making progress, but when you look back at where you started, you may be pleasantly surprised. Remember that small steps matter. Tracking even a slight amount of improvement on paper will inspire you to keep going with confidence.

### 3. PROTECT YOUR SKIN AND HAIR

Do you play sports or spend time working out at the beach? Being outdoors means being exposed to the elements, such as sun, wind and pollution. For example, it's a good idea to wear sunscreen and a hat to protect your skin and hair. Use products that help support against the signs of from daily environmental stresses and that can help protect your skin and hair from the elements. For example, Herbalife's Nouri-Fusion® skincare line is great for daily cleansing, toning and moisturizing, while Herbalife's Skin Activator® skincare helps protect skin against the signs of aging.

# KEEP FITNESS ON TRACK

*By Luigi Gratton, M.P.H.*

There's a good chance you or someone you know is resolving to lose weight or get in shape. Part of what makes these such difficult resolutions is that we expect to see results quickly, and when we don't, we tend to give up. Getting in shape and becoming healthier isn't a sprint; it's a marathon (but without all the sweating and fatigue of an actual marathon). Staying active, maintaining a healthy weight and eating the right foods are lifelong activities. Here are some ideas to help you make being fit a part of your life:

## 1. GET SPECIFIC

The more detail you include in your plan, the better your chances of success. If you've decided to simply "exercise" and "eat better," you might not have the success you'd hoped. That's because "exercise" isn't for a specific plan. Set aside 25 minutes each morning, say between 6:45 and 7:10, to stretch, walk or jog around the block—whatever. Just be specific. To eat better, schedule specific healthy meals and snacks for specific times throughout the day.

## 2. MAKE IT ROUTINE

One effective way to introduce a new behavior is to make it part of your day. For exercise, set up a routine – maybe a walk around your neighbourhood each morning. If you've resolved to lose weight, replace lunch with a healthy protein shake every day. The key is to establish a routine of things you do at specific times. The sooner it becomes part of your day, the sooner it will become part of your life.

## 3. CELEBRATE YOUR SUCCESSES

If you create specific plans for exercise and healthier eating, and you make them part of your daily routine, chances are you'll be seeing positive results. Celebrate! You've earned it. Treat yourself to something you've been wanting to do – instead of splurging on unhealthy foods. And a reward, like taking yourself out to a film or pampering yourself with a trip to a spa, is a great motivator to keep the good results coming.

## TIP THE SCALE IN YOUR FAVOUR

- If after-dinner snacking is a problem for you, try brushing your teeth after dinner. It works as a great signal to stop eating.
- If your main course at a restaurant is served with the typical “starch and vegetable,” ask to omit the starch and double the vegetables instead. Vegetable side dishes are usually small, so this will help to increase your day’s intake.
- Afternoon snacking is a tough time for people – but there often is a long stretch between lunch and dinner, and so healthy snacking may be appropriate. A cup of cottage cheese with some fruit makes an ideal snack or try a Herbalife Protein Bar or Roasted Soybeans. Then do your cutting back at dinner time.
- Breakfast foods often include items that might be lacking the rest of the day – whole grains for fibre, dairy products for calcium and fruit. A Herbalife® Formula 1 shake (made with fruit) and a slice of wholegrain toast helps to meet a lot of your nutritional needs and starts the day off right.
- Coffeehouse fanatics beware – some of those coffee drinks are low in nutrition and high in calories. Try a semi-skimmed latte, which provides a full serving of dairy and about 10 grams of protein, and couple it with a piece of fresh fruit for a quick, nourishing breakfast.
- Add fruits to your salad for a change. Try fresh orange or tangerine sections, apples or kiwi. The sweet fruits go well with tangy vinaigrette dressings. Use deep-green leafy vegetables, too – instead of iceberg lettuce – for more nutrition.
- Frozen vegetables and fruits can be just as nutritious as fresh, may be less expensive, and allow you to eat foods that might not be in season that time of the year. For example, loose-leaf frozen spinach or chopped vegetables can easily be added to soups and stews.
- Try not to rely on fats, sugar and salt to flavour foods. Instead, try grated lemon, lime or orange zest on fruits, vegetables, fish or chicken, and experiment with herbs, spices, onions and garlic in your dishes.
- Calories in cold beverages like fizzy drinks, juices and juice drinks can add up fast. Instead, try sparkling mineral water with a slice of lemon or lime or a tiny splash of juice for flavour. Tomato or mixed vegetable juices are filling, nutritious and low calorie.
- Find an exercise buddy to work out with and who will commit to a regimen with you. If you walk together, for example, you and your buddy can take each other’s shoes home with you. You’ll be obligated to show up

## TIP THE SCALE IN YOUR FAVOUR (CONTINUED)

for your next workout!

- Regular exercise will induce better sleep at night. You'll get into deeper sleep stages more quickly, so you feel more rested in the morning. You might even be able to sleep a little less, and use the extra time to work out.
- Need more fibre? Load sandwiches up with lots of vegetables, including lettuce, tomato, cucumber and carrot, and use 100 percent wholegrain bread.
- Make a hummus spread in the blender with chick peas and a touch of olive oil, lemon juice, pepper and garlic and use as a sandwich filling or a replacement for mayonnaise.
- Try to balance animal protein with vegetarian protein sources. Herbalife Formula 1 contains soy protein. Try marinating firm tofu slices in teriyaki sauce and then roasting in the oven. The tofu gets dense and meaty, and is great tossed into a salad, as a sandwich filling in a whole-grain pita bread, or as a main course with brown rice and vegetables.
- It's true – using smaller plates will help you to control portions. Foods take up more room on smaller plates and will make you think you have a larger portion than you actually do.
- Another portion control tip: No matter what you are eating, put it on a plate. Don't sit down with a bag of crisps, a box of crackers or a can of mixed nuts—you're bound to overeat. Determine ahead of time what your portion is going to be, then put it on a plate or in a bowl.
- Current recommendations for exercise are that we should aim for 30 minutes of activity 5 times per week. Don't have enough time? Break it up into two or three shorter sessions. Take a short walk at lunch, one at break time and another one after dinner.
- For a change from canned tuna, try wild canned salmon. It makes a great burger, too: Mix flaked canned salmon with some chopped onions and peppers, some breadcrumbs and egg whites, shape into burgers and grill on both sides before placing on a wholegrain bun.
- Boost the nutritional value of canned soups by mixing with semi-skimmed milk or soy milk instead of water. As the soup is heating, toss in some frozen mixed vegetables, or some loose-packed spinach to add nutrition, flavour and bulk.
- Try mixing canned tuna with mashed avocado instead of mayonnaise for a tasty sandwich filling. Avocado has less fat per tablespoon than mayonnaise, and the fat it contains is heart healthy.

## SECTION FIVE: Week 12: Maintenance; Long-Term Wellness

- You can reduce the fat in homemade baked goods by replacing half the fat in the recipe with apple sauce, plain yogurt or baby food peaches. Peaches match well with quick breads, and yogurt and apple sauce work well in spicy treats like coffee cakes.
- Make it a goal to try new healthy foods on a regular basis. Visit your local farmers' markets to find new foods such as different fruits, vegetables or whole-grain products. Keeping your meals healthy *and* interesting will keep you on track.
- Read nutrition labels carefully. All the nutrition and calorie information given is for one serving, not one package. Beverage containers can have two to three servings; small bags of snack foods are often several servings, too. That bag of pretzels you thought had 140 calories could have closer to 500.
- Stay hydrated throughout the day and pay particular attention to fluid intake after exercising. Weigh yourself before and after a workout. For every pound of weight lost, drink two to three glasses of water to replace the fluids you lost during activity.
- Whole grains are important, but many side dishes require long cooking times. So, try foods that take less time such as quick brown rice, quinoa or wholewheat couscous.
- You can eat healthy even if you're on the run. Try to steer away from the fast-food burgers and more toward deli-style chains for healthier, lighter sandwiches and wraps, or Mexican-style grills for soft tacos, fajitas and salads.
- Keeping a journal of your food intake and exercise is a great tool. Even better, try to pre-plan your meals and exercise into your daily journal – you'll feel more committed that way.
- Protein powders are great in meal-replacement shakes, but you can also add them to other foods. For a high-protein breakfast alternative, cook rolled oats in semi-skimmed milk or soy milk, and stir some Heralife Personalised protein powder once cooked. The extra protein will help you stay fuller for longer.

# THE DECIDING FACTOR

Sometimes we don't realise that we have mixed feelings about making changes in our behavior. Take a few minutes to think about and list the benefits and drawbacks of changing your nutritional habits and losing weight.

Here are some examples:

**BENEFIT OF NOT MAKING CHANGES**

I can keep eating the way I want without having to work on making any changes in my life.

**BENEFIT OF MAKING CHANGES**

I won't have to worry about the health risks of being inactive and eating poorly.

**DRAWBACK OF NOT MAKING CHANGES**

If I don't make changes now, things might get worse.

**DRAWBACK OF MAKING CHANGES**

It might be hard for me to get support from my family and friends to do this. They're used to me the way I am.

Now rate each of your answers on a scale of 1 to 5:

- 1 = Not important
- 2 = Somewhat important
- 3 = Important
- 4 = Very important
- 5 = Extremely important

After doing this exercise, can you see why making a decision is an important factor in losing weight?

# CALCIUM CHALLENGE

## Not Just for Your Bones

Most people associate the mineral calcium with healthy bones. And a lot of people also think that adequate calcium intake is more of a concern for women than it is for men. The primary function of calcium in the body is to maintain healthy bone structure.

Some people don't like dairy products, or think they are fattening, (Some products, like cheese, are high in calories and fat, and certain yogurts are high in calories because of the sugar content.) Other people think "milk is for kids." And some people cannot tolerate the sugar in milk (called lactose) so they shy away from dairy products. The good news is that calcium is found in other foods besides dairy products. But even so, most people have a hard time meeting the Recommended Daily Allowance of 800 mg for men and women. In fact the World Health Organisation recommends 1300mg of calcium per day for men and women which for many is a challenge to achieve. This is where supplements can help to meet your needs – not as a replacement for a poor diet, but as a way to supplement a nutritionally well-balanced one.

*This week's challenge is for you to keep track of your calcium intake and see how it compares to the recommendation. Look at the food and supplement sources in the chart on the next page. It lists the amount of calcium per serving. Located after the chart is a log for you to record the foods and drinks you consume that contain calcium. Pay attention to how much calcium you get compared with how many calories the food has. Keep a list for three separate days, and add up your total intake. If you fall short of the recommendation, see how you can increase your intake from foods and supplements to meet your needs.*

## SECTION FIVE: Week 12: Maintenance; Long-Term Wellness

# CALCIUM CHALLENGE

## Not Just for Your Bones

(CONTINUED)

Food Source	Serving Size	Calories	Calcium per Serving
Yogurt, plain, low-fat	230 g	140	450 mg
Milk, semi-skimmed or low-fat	250 mls	90-120	350 mg
Soy milk, plain, fortified	1 cup	100	300 mg
Spring greens	1 cup	60	300 mg
Cooked spinach	1 cup	40	230 mg
Yogurt, fruit flavoured	1 cup	250	200 mg
Okra	1 cup	50	170 mg
Mozzarella cheese, low-fat	30 g	1 ounce (1 stick)	150 mg
Cottage cheese, low-fat	1 cup	210	140 mg
Some fortified cereals	Varies	Varies	100 mg or more
Herbalife® Formula 1 Shake Mix*	250 ml	217	412 mg
Herbalife® Formula 2 Multivitamin Complex	1 tablet	-	167 mg
Herbalife's Xtra-Cal®	1 tablet	-	333 mg

\* with 250 ml of semi-skimmed milk

## SECTION FIVE: Week 12: Maintenance; Long-Term Wellness

**DAY 1: I need 800 mg of calcium per day**

WHAT I ATE	SERVING SIZE	CALCIUM PER SERVING
TOTAL CALCIUM FOR THE DAY:		

**DAY 2: I need 800 mg of calcium per day**

WHAT I ATE	SERVING SIZE	CALCIUM PER SERVING
TOTAL CALCIUM FOR THE DAY:		

**DAY 3: I need 800 mg of calcium per day**

WHAT I ATE	SERVING SIZE	CALCIUM PER SERVING
TOTAL CALCIUM FOR THE DAY:		

\* nutritional values are approximate and may vary depending what brand and products you use.

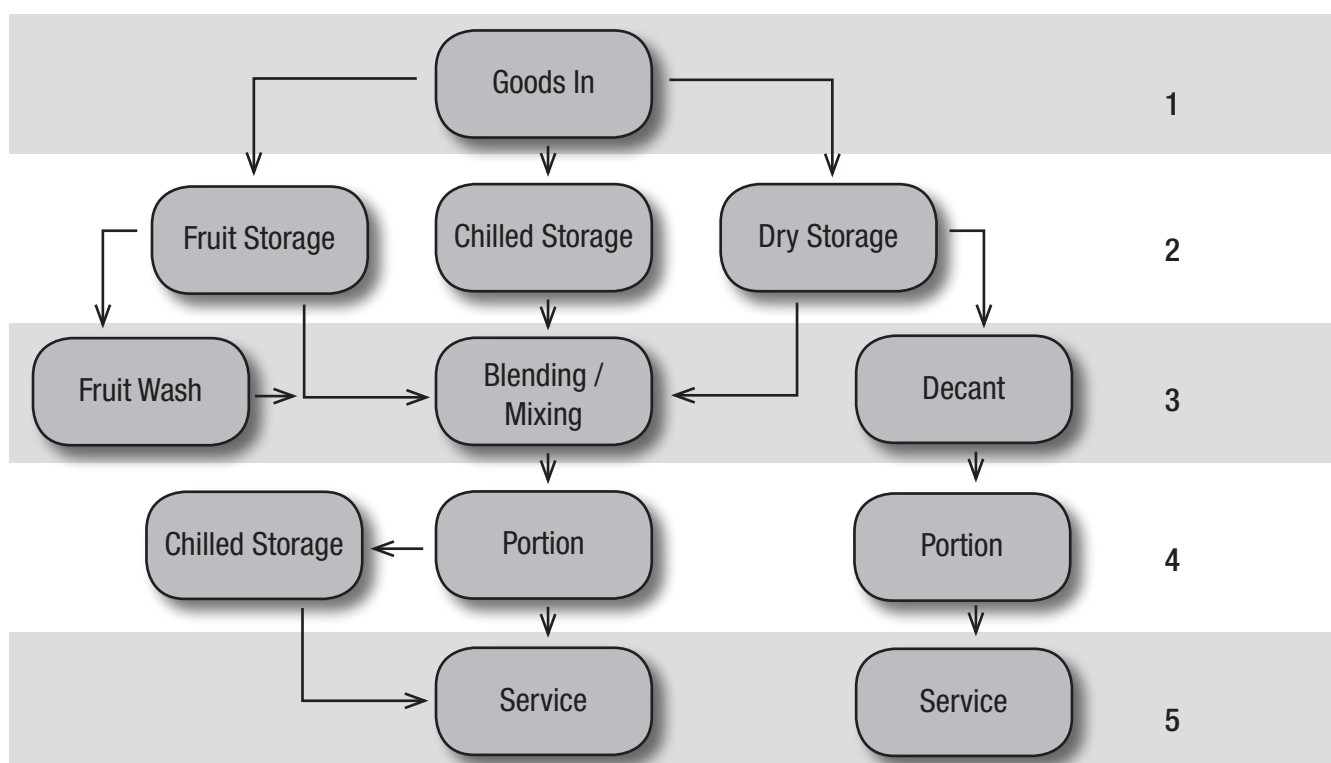
# HACCP GUIDELINES

Within this section are the core guidelines that you should follow when preparing to service foods for consumption to members of your Weight Loss Challenge Meeting. In fact they're really straightforward and much of the detail below will seem like simple common sense. However, for your protection we have included several guidelines on things that you should take in to account at various important points in the 'food service chain'. Additionally we have included some simple log sheets which you should consider using to be able to show, if asked, that you have taken proper account of hygiene and good practice in handling foods.

Take a look at the flow chart below:

**Process Flow Diagramme**

**Step No.**



For each of the steps listed above there are a few important things to take in to account. Please review the procedures that follow which outline what these things are. Again you will see that they are all very simple and straight forward but we hope that you find these procedures simple and easy to follow.

## APPENDIX 1: HACCP

### Step 1: Control of Goods In

**Purpose** Control product temperature and product / packaging quality at goods in

**Scope** This applies to any additional ingredients that you may use in your Weight Loss Challenge Meeting such as fruit, milk, fruit juices etc.

#### General

All incoming goods should be free from signs of infestation. Packaging should not be damaged with no product visible. Fruit should have no signs of spoilage and be fresh.

**Critical Limit** All Use by or best before dates should be checked.

#### Chilled Product

All milk should be pasteurised.

Chilled product to be transferred to chilled storage immediately on receipt and within 45 minutes of purchase.

#### Monitoring

Visual examination to assess quality of packaging and product.

Use by and best before date to be checked

#### Frequency of Monitoring

All incoming goods to have packaging checked.

Every batch of bought in product.

#### Immediate Corrective Action

1. If packaging shown sign of damage and product is exposed or evidence of pest activity, product should be rejected.

2. If chilled product cannot be held in refrigeration within 45 minutes of purchase then product should not be bought.

3. If the use by or best before date has expired then product should be rejected.

#### Preventative Action

Use good quality trusted suppliers.

Any non-conformances to be reported back to suppliers immediately with corrective actions.

#### Responsibility for Monitoring and Corrective Action

Weight Loss Challenge Organiser

APPENDIX 1: HACCP

Step 2: Control of Food Storage Temperature

Purpose Prevent deterioration of chilled products during storage

Scope Applies to all food required to be stored in fridges (e.g. milk etc)

Critical Limit Target temperature 0-5°C  
Chilled storage temperature maximum 8°C

Monitoring Refrigeration temperature—it is advisable to use the attached monitoring **Monitoring (CCP2a)** form, or similar, to demonstrate that you have checked fridge temperatures regularly.  
Minimum of every 8 hours (working hours). Herbalife has provided all registered clubs with a fridge thermometer for this purpose. **Frequency of**

Immediate Corrective Action If refrigeration temperature exceeds 8°C, close door and re-check after 30 minutes.  
If still above 8°C discard food.

Preventative Action Preventative maintenance (cleaning / defrosting)

Responsibility for Monitoring and Corrective Action Weight Loss Challenge Organiser

APPENDIX 1: HACCP

Step 3: Use of Potable Water

Purpose	Reducing the risk of bacterial contamination in the incoming water supply
Scope	Applies to all water used for blending / mixing and cleaning processes for Weight Loss Challenge Meetings
Critical Limit	Blending / mixing and cleaning water should be mains fed 'potable' at all times or if such supply is unavailable should be bought in drinking water
Monitoring	Billing information will confirm the continued use of potable water. Nb. If you are using a rented facility you should simply obtain confirmation from the venue that taps you intend to use are mains drinking water and are not fed from storage tanks etc
Frequency of Monitoring	Provided you have confirmation from the venue owner you need not take further action. If you are running the club from your own home you should retain water service bills on file.
Immediate Corrective Action	If water supplier informs the premises of possible contamination, all possible contaminated products must be disposed of.  Alternative supply of potable water (bottled) should be used.
Preventative Action	Should water supplies be unusable for any period bottled water should be used
Responsibility for Monitoring and Corrective Action	Weight Loss Challenge Organiser

Step 4: Control of Service Time

**Purpose** To prevent excessive microbial growth during service of foods.

**Scope** High risk ready to eat products

Once made, any ‘high risk’ products which are left at room temperature (this **Critical Limit** would include shakes made with milk) should be consumed within 2 hours or thrown away. If a large quantity is being made then to prevent waste, a portion should be refrigerated once produced

**Monitoring** Record batch times of product if stored at ambient temperatures. This may not be necessary if you are only making up one batch of shake at a time. The important point is that you are able to monitor and throw away any product that has been left out at room temperature for 2 hours.

**Frequency of Monitoring** This applies to every batch produced and stored at ambient.

**Immediate Corrective Action** If product is stored at ambient for over 2 hours, product should be discarded

**Preventative Action** Store product in refrigerated conditions

**Responsibility for Monitoring and Corrective Action** Weight Loss Challenge Organiser

# APPENDIX 1: HACCP

## Typical Operating Procedures

Below you will find the typical operating procedures that you should use in relation to the handling of foods in your nutrition club:

### 1. Food Storage Procedure

#### Storage in fridges

- Product should be used on a FIFO (First In First Out) basis, to maintain good stock control.
- Planned periodic cleaning, deep clean monthly with a daily wipe down.
- All products should be covered.
- All fridges (if more than one) should be readily identifiable by name or numbering system.
- In order to allow for good air circulation fridges should not be over filled.
- Regular temperature monitoring of fridges with a target temperature of 0-5°C (see appendix 2).
- Fridge temperatures should be visible on opening by using a hanging fridge thermometer.

#### General Storage

- All incoming material should be free from signs of damage or infestation. Inspection should be carried out at point of delivery. Any product rejected due to non compliance should be recorded on the delivery note and a copy kept.
- None of this material should be stored externally (open to the elements).
- All materials should be stored with no direct contact with the floor.
- Storage areas should be part of planned cleaning schedules with records kept.
- Storage areas should be in a good state of repair and proofed to prevent any pest access.
- All products should be covered.

#### Date Marking

- All products must have a clear use by or best before date.
- If a product has been opened and it will not be used completely, it must be labelled with an opened on date and used within the manufacturers instructions. If no instructions are available then a 48 hour shelf life should be applied as long as this is within the original shelf life.

### 2. Cleaning Procedures

Daily cleaning activities should be carried out on all food contact surfaces, wiping with an antibacterial cleaner. Any spillages and spot cleaning should be carried out immediately in any area.

All utensils used should be cleaned after use, using soapy water and air dried.

Any cleaning wipes used should be disposable.

## APPENDIX 1: HACCP

Deep cleaning should be carried out monthly on food contact surfaces, storage and preparation areas. Soapy water should be used followed by an antibacterial surface cleaner.

All cleaning agents are to be stored away from food storage areas.

### **3. Physical Hazard Control Procedure**

#### **Procedure**

To ensure potential physical contamination is minimised.

#### **Glass / China Breakage Procedure**

When a breakage of glass / china occurs in a food preparation, storage or service area:

1. All food preparation activities within the immediate vicinity should be suspended.
2. Check for any contamination of already prepared foods.
3. Using designated glass breakage cleaning equipment, the area should be cleared of all broken glass.
4. All broken glass should be placed in a designated bin for broken glass.
5. Production may commence once the area has been re-inspected and declared clear.

#### **Pest Control Procedure**

Rodents, crawling and flying insects should be prevented from entering production and storage areas. Animals such as birds and dogs should also be excluded.

#### **Control Measures**

- Any openings (doors, windows) within production and storage areas should be kept closed.
- Proofing of all entry points should be carried out.
- Regular inspections should be carried out by a competent person.
- Any baits and traps installed should be checked regularly.
- Where necessary insecticides should be installed, but not directly above food preparation areas.
- Any pest sightings should be recorded.
- If risk is high or a persistent problem exists, then a pest control contract should be notified.

#### **Cleaning**

During planned cleaning any potential contamination hazards should be identified, such as damaged blades in blender or damaged knife.

#### **General**

Remove as much packaging that is possible during good in, so as to avoid having cardboard in food preparation areas.

## APPENDIX 1: HACCP

Ongoing visual checks should be carried out on all utensils used, to identify any damaged components that could become a physical hazard.

Any potential hazards should be recorded in the daily compliance sheet.

### **4. Personal Hygiene Procedure**

#### **Personal Hygiene**

All people involved in food preparation and storage must maintain good standards of personal hygiene. Smoking, eating and drinking should only be permitted in areas away from production or storage.

#### **Hand Washing / Hygiene**

Effective hand washing should be an integral part of all people entering production or storage areas. Hand wash basins should have running hot water and be equipped with soap and disposable towels. It is also advised to provide a hand disinfectant.

Hands should be washed at regular intervals, but at the very least:

- When entering a preparation area.
- After entering a toilet area.
- After handling any waste.
- After eating or drinking.
- After smoking.
- After touching face or hair.

Any cuts should be covered with a brightly coloured plaster.

#### **Personal Health**

People who handle food have a duty to maintain good levels of personal hygiene.

Any person involved in the preparation and service during a nutrition club must be omitted from those areas if they are suffering from food poisoning symptoms, such as:

- Vomiting; Diarrhoea; Stomach pains; Fever

Or other symptoms / illnesses such as:

- Severe sore throat; Discharge from nose or ear; Skin infection; Large open cuts or boils; Eczema; Jaundice

A person with a skin disorder or boil may continue to work if the area affected can be covered by a disposable glove.

#### **Personal Restrictions**

Smoking, eating and drinking should be restricted to designated areas away from food preparation and must be followed up by hand washing.

APPENDIX 1: HACCP

5. Food Safety Training Procedure

It is a requirement that all people receive basic food safety training .A minimum requirement would be basic food hygiene principles. Everyone should be refreshed annually.

6. Facility Requirements

Any area chosen should comply with the following:

- Facilities for waste management (disposal)
- Waste containers with fitted lids
- Washing and cleaning facilities
- Staff facilities
- Separate service area
- Refrigeration and storage facilities
- Little if no pest activity
- Hygienic work surfaces and equipment that aid cleaning
- Floors are easy to clean with no exposed drains
- All doors to exterior should be able to close with no gaps

The flow of the facility should aid the process flow of the nutrition club, ideally with no reverse flow.

## APPENDIX 2: TESTIMONIAL RELEASE FORM

### HERBALIFE WEIGHT LOSS CHALLENGE GENERAL RELEASE & ASSIGNMENT

1. In consideration of the potential publicity I may receive, and for other good and valuable consideration, receipt of which is hereby acknowledged, I grant to Herbalife International, Inc., its affiliates, subsidiaries, successors and assigns, (collectively "Herbalife") the right, but not the obligation, to use, publish, republish, sell, distribute, and reproduce, and/or otherwise exploit my name, likeness, photograph, performance, biographical data, personal characteristics and/or other personal identification (collectively, "Personal Characteristics") and any Statements (as such term is defined in Paragraph 4, below) made by me, and to grant others such rights, in connection with the advertising, promotion and marketing of Herbalife's products and services, in all media for trade, advertising and all other purposes whatsoever, without any compensation to me.

2. I agree that all photographs of me used by Herbalife are owned by Herbalife and that Herbalife may copyright material containing those photographs. If I should receive any print, negative or other copy thereof, I will not use such photograph or material other than directly in connection with my Herbalife independent distributorship, should I have such a distributorship, or for personal or private use, nor will I authorize its use by any other person or entity.

3. I agree that no advertisement or other material need be submitted to me for any further approval and I expressly waive any right that I may have to inspect or approve such advertisement or other material.

4. I further agree that the statement(s) delivered to Herbalife from time to time (the "Statement(s)") are expressions of my personal experience and beliefs and that Herbalife has the right to attribute the Statement(s) to me (or to attribute statements to me which may restate or rephrase such Statement(s) in different words, but which have substantially the same meaning). In connection therewith, subject only to my non-exclusive license to use the Statement(s) solely in connection with my Herbalife independent distributorship, should I have such a distributorship, I hereby irrevocably grant and assign to Herbalife all right, title and interest in and to the Statement(s), including, without limitation, all trademark and copyrights therein, in perpetuity, (including, without, limitation, any and all so-called "rental rights" and/or "lending rights" now known and hereafter devised in and to the Statement(s)). I hereby waive any and all rights of "droit moral" or "moral rights of authors" or similar rights which I may now or hereafter have in or to the Statement(s) and/or any other works now or hereafter created that contain all or any part of, or are otherwise derived from, the Statement(s) and agree on my own behalf, and on behalf of my heirs, successors and assigns, not to bring any claim, suit or other legal proceeding against Herbalife in connection therewith.

5. I acknowledge and agree that, from time to time, Herbalife may make my Personal Characteristics and/or Statements available to Herbalife's independent distributors for use in connection with the advertising, promotion and marketing of Herbalife's products and services (including, without, limitation, via download from Herbalife's Internet website or by other means of electronic, digital, telephonic or on-line transmission) in accordance with Herbalife's established policies and rules in connection therewith, and that such uses by Herbalife's independent distributors are included within the uses authorized and rights granted to Herbalife under this agreement.

6. I warrant and represent to Herbalife as follows: (a) I am at least 18 years of age (or, if not, that my parent or legal guardian has agreed to the terms hereof and signed below); (b) I have the full right and authority to enter into this agreement and to grant the rights granted hereunder, and that this agreement does not in any way conflict with any existing commitment on my part; (c) I have not previously authorized, nor will I authorize or permit, the use of my Personal Characteristics and/or other personal identification or any testimonial statements made by me in connection with the advertising or promotion of any product, service or business that may be competitive with Herbalife, in any way disparage Herbalife or may otherwise conflict with Herbalife's business concerns; and (d) I am the sole author and owner of the Statement(s) and of all rights herein granted and assigned and that the Statement(s) are original with me and do not infringe or violate any rights of any other person or entity. I hereby irrevocably release and discharge Herbalife from any and all claims and liability of any kind whatsoever arising out of or related to the exercise of any of the rights granted to Herbalife hereunder and waive all rights to injunctive or other equitable relief.

7. I agree that Herbalife may assign this agreement and any or all of the rights granted hereunder. If any provision of this agreement is held by a court of competent jurisdiction to be illegal, invalid or unenforceable, such provision shall be deemed severable from the remainder of the agreement and shall in no way affect, impair or invalidate any other term or provision hereof.

8. I acknowledge that this agreement constitutes the entire understanding between Herbalife and me with respect to the subject matter hereof and cannot be terminated, rescinded or amended hereafter, except by written agreement signed by me and Herbalife. This agreement shall be exclusively governed by and construed in accordance with the laws of [Insert Country (England)] applicable to agreements entered into and wholly performed therein and shall be subject to the jurisdiction of the [Insert Country (English)] Courts. The parties may execute a facsimile copy or copies of this Agreement and, upon full execution thereof, such documents shall constitute fully executed and enforceable agreements and may be used in lieu of an original, if any, for any purpose.

Name: \_\_\_\_\_ Date: \_\_\_\_\_ Signature: \_\_\_\_\_

APPENDIX 2: TESTIMONIAL FORM

Weight Loss Challenge Testimonial Form

Participant's Name Contact Number Email

Participant's Name Contact Number Email

TESTIMONIAL

Please don't worry about your grammar, spelling or punctuation. We are not looking for fantastic writing skills; we are interested in you and your story. Please use additional paper if necessary.

Handwriting practice lines for the testimonial section.

## APPENDIX 2: TESTIMONIAL FORM

You may wish to attach photographs depicting you at the beginning of the Weight Loss Challenge and on completion of the Challenge. If so, please submit a selection of colour, high resolution photographs - ideally 300dpi. If possible please ensure that photographs are of good quality with sharp images. Photographs are not returned unless requested.

Please submit your result and testimonial to Herbalife's Sales, Strategy and Support Department

Email: [ssssafrica@Herbalife.com](mailto:ssssafrica@Herbalife.com)

Any submissions must include a copy of a completed and signed Herbalife WLC general release and assignment form

### Points to remember:

- References to weight-loss must relate to the Herbalife Weight Management Programme, a healthy active lifestyle supported by Herbalife Products. Herbalife products used for the purpose of nutritional supplementation and to ensure good nutrition may be referred to in the testimonial. For example 'I controlled my weight with the Herbalife Weight Management Programme using Formula 1' is appropriate but 'Formula 1 got rid of my weight' is not.
- Avoid referring to a rate or amount of weight loss. Try to refer to the outcome you have experienced as a result of the weight loss, rather than the loss itself:

### Good Examples

I lost the most weight of anyone on the challenge, I lost the highest percentage body weight, I can fit into those jeans I haven't been able to wear for years, I've finally got a beach body, I've achieved my weight loss goals, I love my new image, I've lost my muffin top, my six pack is back, I can keep up with the kids, walking the dog has become a pleasure, I've regained my confidence.

- All weight-loss representations, including testimonials, must be accompanied by the following disclaimer, placed prominently, using a font size no less than 10-point type on every page on which the claims appear:

*All references to weight control relate to the Herbalife Weight Management Programme which includes, amongst other things, a balanced diet, regular exercise, an adequate daily fluid intake, nutritional supplementation where required and appropriate rest, individual results will vary.*

- All references to Herbalife Products must make it clear that they were used for nutritional supplementation and/or to ensure good nutrition and not for any other purpose

### Avoid the following claims as they can't be used:

- (a) claims which suggest that health could be affected by not consuming Herbalife products;
- (b) claims that Herbalife products have medical benefits;
- (c) claims which make reference to the rate or amount of weight loss;
- (d) claims which make reference to recommendations of individual doctors or health professionals.

# WEIGHT LOSS CHALLENGE FEEDBACK FORM

Dear Weight Loss Challenge Participant,

Congratulations on completing the 12-week Weight Loss Challenge course! We hope you have learned things that will help you achieve your desired weight-loss and nutritional goals.

Please help us improve our delivery of Weight Loss Challenge materials for future challenges by completing this feedback form.

We wish you continued success as you work toward your own personal wellness.

Sincerely,

The Weight Loss Challenge Team

<b>WHAT I EXPECTED:</b>	<b>WHAT I GOT:</b>
<b>WHAT I VALUED:</b>	<b>WHAT I WOULD CHANGE:</b>

## APPENDIX 4: Product & Ingredient Details for Sampling

# WHY NOT SAMPLE HERBALIFE PRODUCTS?

### What is it

Sampling is a great way of generating interest in Herbalife products by offering customers a trial size version of a product. When customers try products and they work, they are more willing to order them.

### The Benefits

- **Flexible Approach** – You can hand samples out to people you meet at events and send them in the mail as a follow-up.
- **Entice Customers** – it encourages the trial and purchase of your products.
- **Cross Sell Products** – It's one of the most effective methods to get a wide range of products into the hands of your customers.
- **Scalable** – It can reach a large audience, or can be uniquely targeted, depending on your goals.
- **Efficient** – It can help you grow your retail base faster, allowing you to spend more time in other areas of your business.

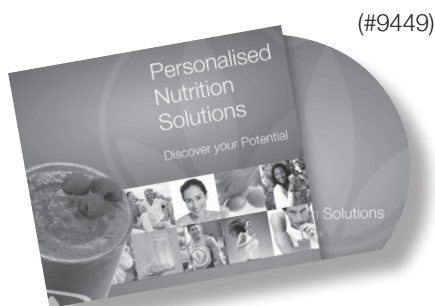
You can sample a range of products:

- Protein Bars
- Liftoff
- NouriFusion products

### Personalised Nutrition Solutions DVD

This is an interactive way to watch the Herbalife products that personally interest you, in action, and learn about their key benefits to help your wellbeing.

We invite you to experience a sense of wellbeing that will energise all aspects of your life. Just ask your Distributor for more information.



(#9449)

# WELLNESS QUESTIONNAIRE

- 1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?
- 2. Do you eat a variety of colourful fruits and vegetables and do you eat at least five servings a day of these?
- 3. Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread?
- 4. Do you eat ocean-caught fish at least three times a week?
- 5. Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine?
- 6. Is your digestive system free of indigestion or irregularity?
- 7. Do you get a minimum of 30 minutes of exercise three to five days a week?
- 8. Do you maintain a stable and appropriate weight?
- 9. Do you usually have time to prepare balanced meals, rather than takeaways or eating on the run?
- 10. Do you stay away from fizzy drinks and typical snack foods throughout the day and after dinner?
- 11. Are you free of water retention and bloating?
- 12. Do you have the energy and focus you need to meet your daily challenges?
- 13. Do you drink at least eight glasses of water a day?
- 14. Are you getting your recommended daily allowance of Calcium? You should have a minimum of 800mg of calcium per day

# WELLNESS QUESTIONNAIRE

How did you answer?

**1. Do you eat more meals with poultry, lean meat, fish and plant (soy) proteins rather than steaks, roasts and other red meats?**

White meat of chicken or turkey and ocean-caught fish provide less fat and saturated fat than most cuts of red meat or pork. It is important to eat more of these “better-for-you” meats rather than high-fat meats such as hot dogs, steaks and roasts and to balance your proteins by eating some plant proteins such as soy every day.

**2. Do you eat a variety of colourful fruits and vegetables and do you eat at least five servings a day of these?**

It is important to eat at least five servings per day of fruits and vegetables to get the fibre, vitamins and minerals these foods contain. Eat a wide range of different coloured fruits and vegetables to get a variety of the thousands of substances only found in plants that help keep you healthy.

**3. Do you consume primarily whole grains (100% whole wheat bread and pasta, brown rice) rather than regular pasta, white rice and white bread?**

Processed and refined grains provide mainly starch as empty calories. It is important to get whole grain baked goods so that you get all the goodness from whole grains including the vitamins, fibre, and protein found in these important foods.

**4. Do you eat ocean-caught fish at least three times a week?**

Ocean-caught fish have healthy fish oils that may help to maintain a healthy heart when eaten as part of a healthy diet. They are also generally lower in fat than other meats and can help you maintain a healthy body weight.

**5. Do you avoid the intake of fried foods, dressings, sauces, gravies, butter and margarine?**

Fried foods, dressings, gravies, sauces, butter and margarine add lots of calories and saturated fat to your diet even when eaten in small amounts. Since it is difficult to control the portions you eat, it is best to avoid these foods as much as possible.

**6. Is your digestive system free of indigestion or irregularity?**

Indigestion or irregularity can be avoided by eating 25 grams of fibre per day from fruits, vegetables and whole grains, drinking 6 to 8 glasses of water per day and reducing stress through mild exercise or meditation.

**7. Do you get a minimum of 30 minutes of exercise three to five days a week?**

Getting exercise that stimulates your heart at least three to five times per week for at least 30 minutes will help keep your cardiovascular system healthy, help maintain a healthy body weight and can help reduce stress.

**8. Do you maintain a stable and appropriate weight?**

Maintaining a healthy and appropriate weight can be achieved with regular exercise and following a diet that is based on low-fat proteins, fruits, vegetables and controlled portions of whole grain foods. Many people go through cycles of weight gain followed by quick weight loss, which can lead to loss of lean tissue and reduced metabolic rate.

APPENDIX 5: Wellness Questionnaire

9. Do you usually have time to prepare balanced meals, rather than takeaways or eating on the run?

With our busy lives, it is tempting to pick up prepared foods or fast foods, and we often eat while we are doing other activities. There are many convenience items, such as ready washed salad greens, frozen vegetables, pre-prepared fruits and quick-cooking poultry portions that make healthy meals quick to put together.

10. Do you stay away from fizzy drinks and typical snack foods throughout the day and after dinner?

Snacking on healthy fruits and vegetables is one thing, but high-fat, high sugar treats are foods people may turn to out of stress, boredom or habit. Try replacing these foods with healthier snacks, or enjoy a hot cup of tea to help you relax.

11. Are you free of water retention and bloating?

Excess weight can sometimes simply be retained water. Bloating and swollen ring fingers are clues that this may be happening, and it is important to maintain normal water balance.

12. Do you have the energy and focus you need to meet your daily challenges?

We all want to perform at our best during the day. Regular exercise and stress management can help you sleep better and feel rested and energised for the day.

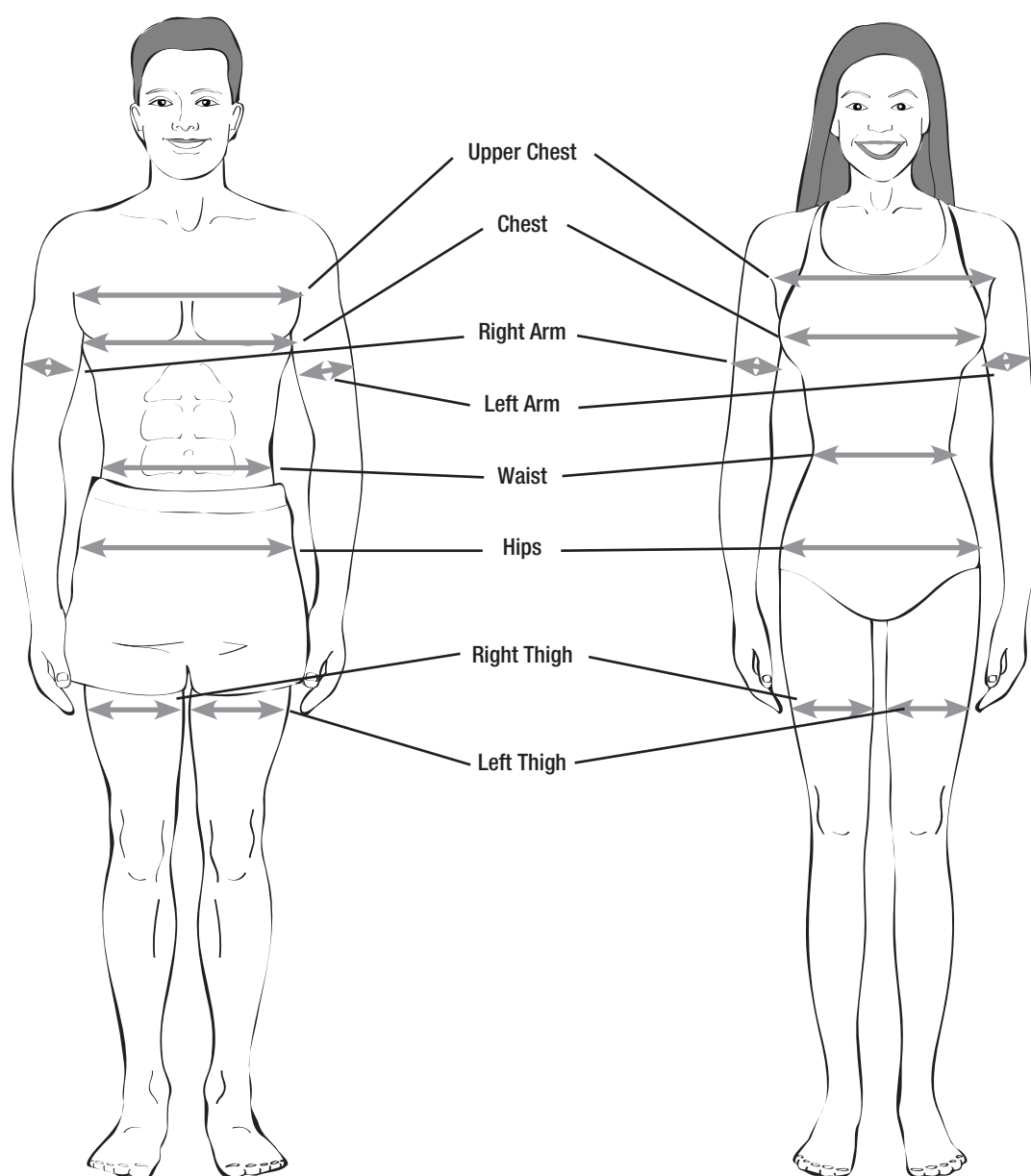
13. Do you drink at least eight glasses of water a day?

If you wait until you are thirsty before you drink water, you may already be slightly dehydrated. Your body requires water for many functions, and being well-hydrated helps keep your skin and other tissues healthy.

14. Are you getting your recommended daily allowance of Calcium? You should have a minimum of 800mg of calcium per day

Calcium is important for bone health, and also helps to keep blood pressure in check. The best dietary sources are non-fat dairy products and calcium-fortified foods. If you are having trouble achieving your daily requirements, try food supplements.

## TAKING GOOD MEASUREMENTS



APPENDIX 7: Products by Week

PRODUCTS BY WEEK

	Topic	Product Samples	Product Focus
Week 1	Protein	Protein Bars (all flavours)	Advanced programme with F3 Personalised Protein Powder
Week 2	Body Composition; Snacking; Water	Formula 1 shakes	Formula 1 Healthy Meal Nutritional Shake Mix, Personalised Protein Powder, H3OPro®, Herbal Complex
Week 3	Metabolism	Herbal Concentrate tea	Instand Herbal Beverage
Week 4	Carbohydrates; Shopping; Cooking Core Nutrition		Formula 1 Healthy Meal Nutritional Shake Mix, Herbalife protein snacks (e.g., Protein Bar), Cell Activator®
Week 5	Nutrition Labels; Fats; Portion Control	Mixed nuts (almonds, walnuts, cashews)	Herbalifeline®
Week 6	Digestive Health	Formula 1 shake with Herbal Aloe	Herbal Aloe Drink
Week 7	Dining Out	Formula 1	
Week 8	Fibre	Formula 1 shakes	Fibre and Herb, Lipobond
Week 9	Sugar	Protein Bars	Formula 1 Healthy Meal Nutritional Shake Mix,
Week 10	Exercise	H3OPro® or Liftoff®	H3OPro®, Liftoff®
Week 11	Heart Health	Niteworks®	Niteworks®, Herbalifeline®
Week 12	Maintenance; Long-Term Wellness	Formula 1	Core Nutrition products (Formula 1 Healthy Meal Nutritional Shake Mix, Formula 2 Multivitamin Complex, Fibre and Herb) RoseOx®†

†RoseOx® is a registered trademark of Zuellig Botanicals, Inc.

NOTES

Handwriting practice lines consisting of 28 horizontal lines.

[illegible]This image shows a full page of blank, lined paper. It features approximately 20 evenly spaced horizontal grey lines across its entire width, typical of notebook or composition paper. The background is white, and there are no margins, text, or other markings present.

[illegible]This image shows a full page of blank, lined paper. It features approximately 28 horizontal blue or grey lines spaced evenly apart, typical of notebook paper. The lines extend across the entire width of the page, leaving small margins at the top and bottom. There are no vertical lines, text, or other markings on the page.



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