Volume 14, No. 8 • August 2017

### Talking Health: Safe Enough for Children

ost of America amazingly runs on an assumption our Children are resilient beings, and that they will just—for the most part—grow up healthy naturally. Nothing can be farther from the truth. In following world history and getting outside our own shell—childhood death is still a wailing torture for too many parents all around the world today, we should give thanks and be grateful that the stories that we hear in our culture usually involve children growing from birth into health as a matter of course. We want children to grow and have good lives just as much as we do not want them to enter a polluted world, growing up with tremendous challenges they did not create on this unclean planet. The health food store can be the lighthouse of best information on a concept that we can aid in the health of our little ones as they grow before our eyes!

In the future, researchers will conclude that the protocols and decisions we made to grow the next generation positively were rather primitive: and they will certainly be correct. Think about the financial millions dedicated to convincing kids to demand their choice of convenient frozen food dinners of chicken fingers, macaroni and cheese and ice cream. Add to this that researchers and experts have been warning of the deleterious effects of additives and artificial colorings and preservatives in kid's foods for twenty years: to no avail. It is almost as if the devious design was to get to them early (but no one could believe that was the reason): maybe the food scientists were just focused on taste, and were paid high salaries for a culinary goal, and so ignored the warning signs on what foods loaded with unnecessary and unnatural additives (never tested for their effect of growing human anatomy) could cause? Our recent and current heritage: Bad food. Impure Environment: good luck kid! (?)

As with every problem, a caring person will look for a solution. They should be looking to your store for those solutions. Start with the diet. First, remove the temptation: "regularly consuming fattening junk food can be addictive for children and lead to complications like obesity, chronic illness, low self-esteem and even depression,

as well as affecting how they perform in school and extracurricular activities." Fastfood, and its carry-home, frozen clones are identified as a primary precursor to obesity. Brain fog leads to stupid behavior.

Let's clarify the direct implications of the CDC (Centers for Disease Control; (www.cdc.gov/media/pressrel/2010/ r101022.html] projections published in the journal Population Health Metrics) prediction that—if things don't changeone in three US adults will have diagnosable diabetes by the year 2050. (let's see, it is now 2017: so a child born today is forecast to be 32 years old—with diabetes—by that time). Interesting! We are growing a crop of citizens who will mostly be crippled by Diabetes (heart health, stroke: Metabolic Syndrome, etc.) at a cost of care of—by today's standards—(2013 averages: "lifetime cost of treating Diabetes in US: around \$85,000 per person) an extra, raw-cost minimum of at least \$1200 per person every year through their life. I repeat: CDC—1 in 3 people!!! A lot of that bill will be shared by your families (with someone somewhere making profit on the interest). Insanity? (Obviously, the health care debate is focused solely on this.)

Don't get lost in the data: today's poorly-raised kids are tomorrow's sick adults. Look at scourges we have confronted in this century: from obesity and depression

to heroin and other drug addictions. A large part of what we





are reaping is from what we are feeding ourselves and the next generation! Yet, maybe we should not think of bankrupting sinful healthcare costs and national security, but rather of performing the most human of basic instincts—of caring for our young! A good society grows good people. The lesson should be nutrient-dense foods "in," and junk food banished. Food first. Is that part of your core message at your store, and are you speaking to the grandparents and newlyweds, and the buyer of the food for the growing family unit?

What is our responsibility? As the local community storehouse of every option for natural health, we need to show leadership in communicating the group benefit of giving the children who represent our future society the best advantage possible to thrive and rise to every color of greatness. We need to raise our voices, and teach with passion!

Every year, children around the world are taught to celebrate their birthday: the yearly calendar cycle of "growing up." One of the initial alphabets that we should also be teaching children in our locale is to understand and appreciate the "seasons." The human body alive and adjusting to the seasons (it is more than put your coat on and button up, and wash your hands): kids have to be shown how to learn and appreciate living intelligently in their environment!

Another cycle that children quickly become conditioned to is the school year. Parents too. What do families consider when the school year approaches? My observation is that the focus goes to clothes and supplies, and how to get the kids to and from school. It is amazing that the focus on health is back-seated or not considered at all!! You would consider this an issue for action from the school system, the local government or even for the budgets of public-health announcements. In large measure, there is a void, and it should be conscientiously filled by the local community resources center, the Health Food Store. Someone has to speak truth to power!

Stores say that they don't have much business from families with kids, as if this

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### Safe Enough for Children

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simple excuse is a reason for inaction. The case for new action is clear: stores can become a destination point, if they put attention into the messaging and marketing of the many tools provided in the natural channel for Children's Health and Nutrition. What is the report card on your efforts to prove your Children's Health section being a valuable solution for parent's needs? How can the new shopper learn from what you are presenting? Are you providing messaging, or just a few scattered products? Have you sharpened your own educational presentation, or have you trained your team on important necessary health lessons? School season approaches: time for a seasonal sprucing up of the classroom space.

Yes, the strongest effort may be centered on a good Children's Multiple. Oxylent® Children's Multivitamin **Supplement Drink** is bubbly, delicious easyto-encourage and sugar-free. One Bubbly Berry Punch stick-pak daily is a necessity for every child (the product is formulated for children aged 4+). Probably more important is the daily immune-support supplement that will benefit every child every day as they move up the growth chart. This month. Immune Health Basics' Children's Chewable is returning, just in time to highlight the concept and get the parents developing healthy habits: "clinically proven immune support.\*" What is your philosophy on promoting Children's

### KIDS IMMUNE FORTIFIER™

Benefit: helps prepare and restore the immune system\*. A Kids' version of the Daily Immune Builder™.

Ingredients: Certified organic extract blend:
Astragalus root (Astragalus membranaceus)^,
Elderberry fruit (Sambucus nigra)^
Echinacea root (Echinacea purpurea)^F,
Reishi mushroom (Ganoderma lucidum)^,
Cinnamon bark (Cinnamomum aromaticum)^
Additional Ingredients: Certified organic
vegetable glycerin & distilled water.

Non-GMO & Gluten-Free, Certified organic by Organic Certifiers. UPC: 090700030834 Description: = ^Certified Organic: F Fresh (undried)

**Suggested Use:** Shake Well before using Add drops to 2 oz. of water or juice, 2 to 4 times per day.

25-49 pounds: 5 drops 50-74 pounds: 10 drops 75-99 pounds: 15 drops 100+ pounds: 20 drops

Consult a physician for use with children younger than 2 years old. Best taken between meals.

### PRODUCT SPOTLIGHT: HERB PHARM®

### Three super products on-sale through September 30th!: Highlight-time!

What a versatile, and well-made product!! an Herb-Pharm-quality Turmeric extract, leading a balanced and functional formula.

Inflamma Response™ liquid extract

Proprietary extract blend:
Certified Organically Grown Turmeric rhizome
Certified Organically Grown, Fresh Chamomile flower
Certified Organically Grown Meadowsweet leaf & flower
Certified Organically Grown Licorice root & stolon
Sustainably-Wildcrafted, Fresh St. John's Wort flowering top
All of the herbs in this formula are individually extracted to ensure
a broad spectrum of therapeutic plant compounds.

~\*~\*~\*~\*~\*~\*~

Children's Sinus health: Seasonal support\*
All herbs certified-organic, with Certified organic vegetable glycerin & distilled water.
Non-GMO & Gluten-Free, because it matters

Kids Sinus Samurai™ alcohol-free liquid extract

Organic extract blend: Stinging Nettle herb, Eyebright flowering herb, Astragalus root, Reishi mushroom, Dandelion whole flowering plant, Ginger rhizome.

~\*~\*~\*~\*~\*~\*~

Do you want Turmeric-hype. or Herb Pharm®-quality Turmeric for your health-care needs? Extracted with herbal knowledge to access the optimal whole root benefit.

Turmeric vegetarian softgels

Each vegetarian softgel contains 200 MG of water-extracted, Certified Organic Turmeric (Curcuma longa) root providing 20 mg of curcuminoids, 25 mg of Certified Organic Turmeric root supercritical extract providing 12 mg of tumerones, and 5 mg of Certified Organic Black Pepper (Piper nigrum) supercritical extract.

\* These statements have not been reviewed by the FDA, and are not intended to diagnose or treat any illness or disease.

Immune Health? What have you been doing, and how has it been working? **Herb Pharm**® offers the perfect complement to the Wellmune® WGP beta glucan chewable from Immune Health Basics® with their Certified-Organic and alcohol free *Immune Fortifier*<sup>TM</sup>. This liquid herbal extract has what it takes to support the system before the schoolyard spreads the germs: get strong now!

The Supplemental Basics' Fantastic Four is completed with a quality Omega-3: the basics, the essentials. This month, and through the start of the school year, Nordic Naturals<sup>®</sup> is offering an excellent Q3 Promo with messaging that will speak to everyone involved in the child-support network. Let's summarize the basics: this Back to School season, we should message the perfect pack of essentials found only in your store! (1) Oxylent® fun Multi, an effervescent drink; (2) Nordic Naturals®—the other essential—a EPA/DHA-rich, natural triglyceride Omega-3; (3 + 4) daily immune support, through two purposeful systembuilding preventative health care natural supplements, that will do things unaddressed by any parent's everyday food choices. Food + Supplements = Health. You should therefore delineate the benefit of using both the Chewable Wellmune® from Immune Health Basics® and the versatile liquid herb extract *Immune Fortifier*<sup>TM</sup>from Herb Pharm®.

Math it out: yes, this is a serious investment. Admit the facts: a healthy child —growing and learning— is more important than a stacked College Fund, or shopping for the highest-priced health care package (not that these concerns should not be factored in as essential in Family

Planning). But first, deal with the child, growing in the moment. Bring health forward today! Create new habits that focus squarely on health: 1, 2, 3 + 4. \$60-a-month for prevention: worth more than that premier-movie subscription or secret-ingredient, seasonal pumpkin-spiced latte. More than designer sneakers or the hottest video game. Remind parents to act like guardians, and not shopping concierges or entertainment junkies. You have to create the message and illuminate the education! Every family deserves to be presented the optimal health protocol for optimal children's health. You of course could be smart and create additional support to the budgeting of your communities' families by offering discount incentives for Kids Health packages. Ongoing deals for the best choices in your store: and ask people to spread the word. Foundational health protocols, solid and easy to understand, in your store: and we have other good things here too!!

Talk with your BMC Rep about expanding from this nutritional core-health Pre-School package.

For kids, yes, important things come in small packages. No store is too small to dedicate 2-3 shelves—enticingly presented—so that parents can shop smartly, learn options, understand tools available to them, and buy monthly to create new health norms for the dietary supplementation needs of those living in their homes. The beauty of the Children's Health Market is that you don't need protein-sized shelves to offer an amazing spectrum of choices. Oxylent®: one SKU double or triple-faced; Nordic Naturals®:

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Nurturing Naturally Since 1987

### **AUGUST Promotions: 20% OFF** select OTC formulas

Liquid or Pellet complexes listed below $^{\wedge}$  (Qty 4+ per SKU)  $^{\sim}$  Shelf tags announcing the sale included with your order

(4) Homeopathic OTC Formulas

While the Liquid Homeopathic Extracts (1 oz.) are the bestsellers, consider Pellets too!

PELLETS: 1 oz. glass bottle of pellets.[625-675 pellets by weight]

• Breast Help • Hives ~ Rashes • Parasites • Muscle Ease

Breast Help [N064] - for symptoms associated with breast conditions as well as the discomfort experienced by nursing mothers.

Hives ~ Rashes [NO43] - for symptoms associated with hives + other allergic skin reactions such as burning, itching, redness, swelling and discomfort. Muscle Ease [N037] - for symptoms associated with muscle discomfort such as bruising, pain, soreness, stiffness, spasms and weakness.

Parasites [N053] - for associated symptoms such as bloating, fatigue, itching,

nausea, teeth grinding, increased appetite and intestinal dysfunction.

### **HAPPY ANNVERSARY!!** a Time to Celebrate Homeopathy Newton 30th Anniversary Celebration Giveaway details:

NEWTON Homeopathics is giving away prizes throughout 2017 to celebrate our 30th anniversary: open to retail customers too

Another perfect way to highlight Homeopathy during Newton's 30th Anniversary: Book release: Healing with Clinical Homeopathy: the Life, Vision, Genius and Legacy of Dr. Luc Chaltin, by Marge Roberts (2017) 200 pages print version.

\$14.99, also available as an ebook: \$7.00 wholesale in every format.

Time to stock up for the Change is Season ~ Jump Start your Health KITS buy 6 at 20% OFF always



### **AUGUST Specials-**These are Perfect summertime Promos

Mix & Match Selected items 12 min for 15% OFF 24 max for 20% OFF

Daily Greens powder 4 oz. + 8 oz.
 Daily Greens 120 tabs
 Herbal Aloe Herbal Detox PLUS 16 oz. + 32 oz.

• Herbal Aloe Ear Wash 1 oz.

JUST EXTENDED: like a summer team.... Aloe Skin Gel is added to this Promotion, extending from now through August 31st • Aloe Skin Gel & Herbs 4 oz. + 8 oz.

Start momentum for a great end-of-summer detox to strengthen the immune system for

the upcoming Winter season: Promote Prevention now Herbal Aloe Herbal Detox PLUS: Ingredients of Proprietary Formula (1 oz.): Organic Whole Leaf Aloe Barbadensis Juice Concentrate (unfiltered with no water added), Ginseng-Panax Quinquifolia extract, Pau d'Arco Bark extract, Burdock Root extract, Astragalus Root extract, Chamomile extract, Red Clover Tops extract, Sheep Sorrel extract, Turkey Rhubarb extract, Milk Thistle, Cat's Claw. Apple & Lemon Lime Juice Concentrates. Food Grade Preservatives

Sodium Benzoate & Potassium Sorbate, Stevia, Citric Acid. ActivAloe Certified. Laboratory tested for Quality & Potency. Satisfaction Guaranteed. One oz. daily!

\*\*Healthy & Slim Daily Greens Formula:\*\* in powder and tablets. Contain the highest concentration of Gluten-Free Certified Organic Greens + Vegetables per tablespoon (2 servings) than other product blends on the market. A super value. The clean formula also avoids potential irritants, fillers + allergens. This great tasting alkalinizing formula is a delicious way to increase daily Veggie intake! Powder mixes great into water or smoothies. Formulated for all: adults, children, teenagers, seniors, athletes – even safe for pets! 6,850 mg of greens per 2 tablespoons from 12 Daily Greens A delicious way to nutrition: Organic Green Food Powder Blend: 70% Organic

Certified Organic Barley Grass Juice, Certified Organic Wheat Grass, Organic Parsley uice, Organic Alfalfa, Organic Chlorella-Cracked Cell, Spirulina, Certified Organic Whole Leaf Aloe Vera. Vegetable Herbal Blend: Kale, Asparagus, Watercress, Dandelion Greens & Roots, Broccoli Sprouts, Beet Root Powder. Green Papaya, Carob, Nopal Cactus, Bamboo, Atlantic Kelp, Amlaki (Vitamin C), Sesame Seed Husk, 100% Pineapple & Papaya Juice Concentrate and Stevia.

August Education opportunity: "Why Aloe for Gluten Intolerance?" 30-minute Health talk with Karen Masterson Koch. Monday August 07 4:30- 5 PM EST

Aloe Life # 1 Herbal Superfood



### Turmeric and Inflamma Response™ PROMO

Great Deals + possible deep-discounts on many items now through September 30th

### It is easy to get 25% OFF items & even easier to get 20% OFF for 60 days!

HOW TO BUY AND SAVE

PROMO PARAMETERS for the two promo brackets: featured + bonus products: Turmeric and Inflamma Response™
MIX & MATCH any 12-24 of the 'Featured Products' for a **20%** discount

MIX & MATCH any 25 + of the 'Featured Products' for a 25% discount

BONUS: Meet the parameters from the Featured Products and you can then choose from a selection of Bonus Products (listed below) that will qualify^ for the same discount as the Featured Products on your order. No minimums.

Promo applies to 1, 2 + 4 oz. sizes

GROW BUSINESS with these items:

FEATURED PRODUCTS: [through September 30TH] Turmeric and Inflamma Response™ PROMO

\* Turmeric liquid extract 1 oz., 2 oz., 4 oz.

\* Inflamma Response™ liquid extract 1 oz., 2 oz., 4 oz. **BONUS PRODUCTS:** 

Turmeric and Inflamma Response™ PROMO through September 30 WOW, look at ALL the sale items \* Liquid extracts + Formulas:

~ Arnica Oil^ ~ Trauma Oil^ ~ Joint & Muscle Rub^ ~ Cayenne extract\* ~ Ginger extract\* ~ Turmeric vegetarian softgels, 60s ~ Kids Sinus Samurai\* (Certified-Organic: alcohol-free)

~ Stinging Nettle extract\* ~ Stinging Nettle glycerite\*

~ Pollen Defense 1 oz., 2 oz. + 4 oz. liquid extracts
^ 1 oz. + 4 oz. liquid extracts/topical \* 1 oz. + 4 oz. liquid extracts

More on herbs everyday: stay tuned.

The pictures are beautiful: harvesting the good stuff

https://www.instagram.com/herbpharm/ https://www.facebook.com/HerbPharm

https://twitter.com/herbpharmoregon

Made of plants and ethical choices<sup>TM</sup>

Not represented by RMC in NII

Not represented by BMC in NJ



### Q3 2017 Retail Promotional Focus: through Sept. 30, 2017 **Every Kid Needs Omega**

Brain development. Vision. Cognition and learning. Emotional well-being. Omega-3s are ideal nutrients for children of every age. Beginning before birth, and throughout our lives, each of us deserve these for children of every age. Beginning before birth, and throughout our lives, each of us deserve these essential fats! For school aged children in particular, experts recommend omega-3 DHA to maintain optimal growth and development. Nordic Naturals® natural fruit-flavored omega-3 DHA to maintain optimal growth and development. Nordic Naturals® natural fruit-flavored omega-3 products are developed with children's unique needs – and tastes – in mind. From 100% wild-caught fish, with most products exclusively Arctic cod, Nordic's children's products are fresh, pure and potent.

Plan now + message strong: Back to School means Back to Essentials!

Back to School is the 2nd highest spending holiday period of the year. Nordic Naturals® new Q3

Retail Program is built to educate and motivate parents to buy the #1 Omega-3s and Essential Oils brand in the USI. Roll up your sleeves: the fun challenge is, how many of these sale products can you get your community utilizing? Family Health!

Children's DHA<sup>TM</sup> • Complete Omega<sup>TM</sup> Junior • Ultimate Omega<sup>TM</sup> Junior • Nordic Berries<sup>TM</sup> • Vitamin D Gummies • Vitamin C Gummies • Probiotic

 Nordic Berries™ 
 Vitamin D Gummies 
 Vitamin C Gummies 
 Probiotic Gummies Kids... and more: let's work together!!

### **EVERY CHILD NEEDS OMEGA-3S Q3 PROMOTION**

25% OFF, 5 cases minimum, 15 cases maximum, mix and match full case packs. One order per location, once a month. Must have off shelf placement. ·\*~\*~\*~\*~\*~\*~\*

### RECENT PRODUCTS: new placement deals apply!

\* Ultimate Omega® 2x mini with D3 60 softgels

\* Ultimate Omega® 2x mini with D3 60 softgels

\* Ultimate Omega® 2x with D3 60 softgels \* Ultimate Omega® 2x with

### Fish Oils Formulas, CoQ10s & Gummies

\* CoQ10 Gummies ~ strawberry-flavored gummies 60 ct.

Vitamin D3 + K2 Gummies (pomegranate taste, pectin-based and gelatin-free)

\* NEW! larger size Ultimate Omega® + CoQ10 now 60 and 120 ct.

Omega Memory® 60 softgels with natural triglyceride fish oil, Phosphatidylcholine (herring roe), Longvida® Curcumin Extract & Huperzine A

\* Omega Curcumin® (60 ct.) ~ concentrated Omega-3s + potent antioxidants with fish oil, Longvida® Curcumin extract, Reduced Glutathione and NAC

The Nordic Flora Probiotics Family!

\* Nordic Flora<sup>™</sup> Probiotics (shelf stable + in boxes w/ plenty of info); MAP-compliant

\* Dairy-Free \* Vegan (AVA certified) \* non-GMO verified

~ Nordic Flora<sup>™</sup> Daily ~ Nordic Flora<sup>™</sup> Comfort ~ Nordic Flora<sup>™</sup> Probiotics Woman

Not represented by BMC in NJ, NC, SC, VA, WV & Philadelphia area





# Encourage the practice of instant Picnic′

Organic, raw + freeze-dried; No matter what the temperature outside! A good meal should always be within reach. Especially, at the check-out counter

### JUVO Raw Meal packets

(10 packets per box)

- \* Organic Raw Meal packets \* JUVŎ Fantastic Berry packets
- \* NEW JUVO Raw Meal Green Apple \* NEW JUVO Raw Meal Vanilla Ċhai

wholesale \$23.99 MSRP \$39.99 {or, a \$4 "Truly Happy~meal"}

\* Raw Green Protein packets Wholesale \$25.79 MSRP \$42.99. USDA Certified Organic + Circle K kosher-certified. 23 grams of protein per serving, from plant proteins: brown rice, hemp, spirulina, quinoa, millet, amaranth, flax seed

All JUVO products are protected by MAP-pricing

Raw, Organic, Whole, Non-GMO. Oncologist Formulated

# **AUGUST Promotion:**

# Back to School 15% OFF

\$150 minimum<sup>3</sup>

- Children's Oxylent®
- Sparkling Berries 30 ct.
- Sparkling Mandarin 30 ct.
   Sparkling Blackberry Pomegranate 30 ct.
   Sparkling Berries 30-day canister

- Sparkling Mandarin 30-day canister
   Sparkling Blackberry Pomegranate 30-day canister

### MORE DEALS: NEW PROMO OFFERS through Aug. 31

For Independent Retailers Only (Offer can be combined with another order to achieve free

shipping, discounts cannot be combined)

A. Immune Oxylent® 25% OFF Promo

### Immune-Boosting Effervescent Supplement Drink Boost, Maintain & Support your Immune System Buy 3 of Each Immune Oxylent® Flavors & Receive 25% OFF!

30-single serving stick packet boxes; MSRP \$25.95
• Tangerine Lemon Boost • Raspberry Lemon Boost Blackberry Lemon Boost

Albion® Minerals! Vitamin C, as calcium ascorbate + acerola

fruit juice powder Minimum 3 of each or 9 total to receive the discount; Maximum 9 of each or 27 total. Free Shipping at \$200. 25% OFF cost is \$11.53. Order Total of 9 boxes = \$103.77 Order Total of 27 boxes = \$311.31 + FREE SHIPPING

B. Adult Canister 25% OFF Promo (Sparking Berries & Sparkling Blackberry Pomegranate ONLY)
Buy 3 of Each Oxylent® Berries + Blackberry
Pomegranate 30-serving Canisters ONLY & Receive
25% OFF!

Minimum 3 of each or 6 total to receive the discount; Maximum 9 of each or 18 total. Free Shipping at \$200. 25% OFF cost is \$13.48. Order Total of 6 boxes = \$80.88 Order Total of 18 boxes = \$242.64 + FREE SHIPPING

hese statements have not been reviewed by the FDA, and are not intended to diagnose or treat any illness or disease



### A VERY GOOD READ!

If you work in natural health, you need to understand the advancements in Glutathione. If you understand Glutathione, you will embrace Lactobacillus fermentum ME-3 found in Reg'Activ®

http://essentialformulas.com/products/reg-activ/

Dr. Ross Pelton wrote an article titled Lactobacillus fermentum ME-3: A New Era in Glutathione Therapy, which was published in the June 2017 issue of the Townsend Letter. In this article, he reviews the discovery of Lactobacillus fermentum ME-3 which is a strain of probiotic bacteria that synthesizes glutathione. The article also reviews the following important features of glutathione: the body's most important antioxidant, its regulation of detoxification and its requirement in immune function.: http://www.townsendletter.com/ June2017/glutathione0617.html

#### A Probiotic Strain that Makes Antioxidants

Discover Lactobacillus fermentum ME-3: Powerful Effects for Cardio, Detox, and Immune System Wellness.<sup>3</sup>

### Reg'Activ® Detox & Liver Health™ Reg'Activ<sup>®</sup> Immune & Vitality™ Reg Activ<sup>®</sup> Cardio & Wellness™

#### What's In A Name?

The brand name Reg´Activ® was created from the words "Active Regeneration." This expresses what occurs when the patented probiotic Lactobacillus fermentum ME-3 remarkably produces and recycles Glutathione, the "Master Antioxidant," resulting in higher levels of active glutathione functioning in the body for a longer period of time.

these statements have not been reviewed by the FDA are not intended to diagnose or treat any illness or disease

### **Farewell**

We say Goodbye to Bluebonnet Nutrition, and thank them for the opportunities they offered BMC to promote optimal health for 14 years through their product: excellent products for our industry.

Thanks for helping to raise Blue Moose Consulting from humble beginnings to the status of the most driven and store-oriented Brokerage in the country. You provided me my first opportunity, and I will always be grateful You took a chance on me as I started BMC and I hope that I proved myself by helping to grow your company

We will now carry our mission forward, with a smile, and with thanks for the experiences and friendships.

The Hair Doc Company since 1979, the oldest + largest provider of Finest Quality Natural Hair, Body & Skin Ćare Products!

### GO GREEN WITH US^ 100% BAMBOO Wood used for most of our styles in Wood-handle Products.

Makers of The Green Brush® by Bass Brushes® ^All Paper Packaging is Biodegradable + made with Recycled paper.

Also providing Styling Brushes, Cosmetic Brushes, The Shaving Brush Collection, The Baby Collection, The Foot & Back Collection. Manicure Implements ... + Power Hair Clamps + The Bass Pet Grooming Collection EMAIL ADDRESS: for sending in orders or credit requests: orders@

The Hair Doc Company: makers of The Green Brush® by Bass Brushes® Manufacturer. Importer. Distributor

bassbrushes.com

The best lip balm for the world

### August Independent-store **Promotion: Back to School** 15% OFF invoice direct orders only

### • Specialty Lip Balms

organic, fair trade and non-GMO Convertible Displays 36 ct. ~ Gold w/baobab oil

~ Hemp w/Manitoba Harvest hemp seed oil. Vanilla Medicinal w/tea tree, camphor, lemon balm + calendula ~ Bee Free Vegan Lip Balms.

.15 oz tube: candelilla wax with organic, Fair Trade Certified $^{\text{TM}}$  cocoa butter and coconut oil

\* Bee Free Lemon-Lime, 36 ct. convertible display \* Bee Free 24 ct. convertible displays: 4 flavors \* Sweet Mint \* Superfruit \* Unscented \* Lemon Lime

### Pure & Simple Lip Balms

Organic 100% edible 3 flavors!
.15oz lip balm tubes contain 30% less plastic than regular lip balm tubes helping us all to reduce our plastic footprint.1% of sales will be donated to Pencils of Promise. www.pencilsofpromise.org. This is communicated on pack and on each lip balm label. Convertible displays, 24 ct \* Coconut \* Raspberry \* Vanilla

Eco Tint in a choice of six [6] shades.

Convertible display: 36 ct.~ 6 of each color all 0.15 oz recyclable plastic tubes **Be an eco-beauty!** Sleek, black oval tube packaging Fair Trade Certified™ Organic Cocoa Butter, Fair Trade Certified™ Organic Coconut Oil, Organic Argan Oil + Aloe Vera harmonize with natural earth minerals to provide a smooth glide & a beautiful shimmering glow. The entire line is Fair Trade Certified™, carmine free, GMO free, gluten free, cruelty free and made with 100% renewable energy offsets. Perfect for that switch from work to evening, or any time to freshen up. Eco Tints by

Eco Lips moisturize lips and provide a sheer tint:

\* Rose Quartz \* Plush Red \* Mocha Velvet

\* Moonstone \* Coralyte \* Sugar Plum



# **body**ceuticals

### **Make 2017 Vacations Healthy & Beautiful** 30% OFF

- Beach Essentials Travel Set, • Pineapple Kukui Body + Tan Oil
  - After Sun Skin Rélief Oil

Beach Essentials Travel Set contains: Coconut Tan Oil, Essential Salve & After Sun Relief

4 ml. \$9.50/MSRP \$15.95

### ~\*~\*~\*~\*~\* **AUGUST HOT BUY**

\$5 Hot Buy on all Bodycocktail Flavors **BodyCocktails Calendula Body Serums** 

- Organic Almond Marzipan
- Organic Coconut Chi Chi
- Organic Key LimeOrganic Pink Grapefruit
- Organic Vanilla Crème

^ Free shipping on orders \$75 & up! ^ Must use code to receive discount pricing. Valid through August. Code: BMCAugust

www.bodyceuticals.net https://www.facebook.com/Bodyceuticals https://www.instagram.com/bodyceuticals\_ calendula/

http://www.pinterest.com/bodyceuticals/ https://twitter.com/bodyceuticals\_ www.calendulaskincare.com



Enter the CBD market with a company trusted through 31 years of business in the natural channel to health food stores. Introducing

### **C-Verified Hemp Extracts**

### by Aromaland Wellness

Check out the new website: http://cvhemp.com/

- Always THC Free ["no-T"]

   Batch-verified levels of non-GMO CBD [C-Verified]
   Legal hemp, grown in America (Colorado)
   Environmentally friendly extraction process

  - State-of-the-Art Laboratory
- Quality Assurance via 3rd Party Analysis • Full Traceability through every step of the process

### Ask for new July Price Lists C Verified Full Spectrum C Hemp Extracts 1 oz. dropper bottles 3 flavors: Unflavored, Orange, Peppermint

125 mg., 250 mg., 600 mg., 1000 mg.

C Verified Hemp Extract Cream tubes: 3 sizes ~ 0.25 oz. [25 mg. C] ~ 2 oz. [200 mg C) ~ 4 oz. [400 mg C]

### C Verified Hemp Extract Balm jar, 6 options

- ~ 50 mg Verified C per glass 1 oz. jar ~ 100 mg Verified C per glass 2 oz. jar 2 dosages: 3 formulas
- Balm-Cool Balm-Warm Balm-Soothing

Aromaland: established 1986. Aromaland Wellness specializes in a variety of CBD products (extracts, creams, balms, vapes). We are branded as Aromaland Wellness, which is a division of Aromaland—a fine purveyor of essential oils and essential oil-based bath and beauty products for 31 years.

August-September Bodycare Promo Enjoy the smells of late Summer. 50%-margin bodycare line!

The Bodycare Collection

### Lemongrass & Sage

12 oz. bodycare

100% Pure Plant-Based ingredients Exceeds EU Cosmetic Directive Guidelines

- Shampoo Conditioner Shower Gel • Hand & Body Lotion • Massage & Body • Bath Salts 20 oz.
- Scented and enhanced with an exclusive blend of pure therapeutic-grade Essential Oils of Lemongrass, Sage, and Vetiver that offers a clean, slightly spicy, invigorating aromatherapy experience

Buy 3 ea. per SKU = 10% OFF Buy 6 ea. per SKU = 15% OFF Buy 12 ea. per SKU = 20% OFF

### More deals!

- Lemongrass & Sage Glycerin bar soap 6 ea. • Sage Dalmatian essential oil (10 ml. 1/3 oz.) 10% OFF
- Summer Candle Sale 10% OFF in units of 4 each style. Lemongrass & Sage soy candles Cup Terracotta 7.6 oz. • Amphora Terracotta 7.4 oz. Classic Terracotta 7.1 oz.

Elegance Terracotta (2 wicks) 8.1 oz. Terracotta candle container hand crafted in our ceramic workshop in Santa Fe, NM. Hand poured using natural soy wax grown by American famers. Natural, lead-free, cotton wick burns clean Burns for approximately 50 hours, with a beautiful handmade container as keepsake. \* must ask for "BMC monthly deal" when placing order

### *immune*

HEALTH BASICS

CLINICALLY PROVEN IMMUNE SUPPORT

August Promotion: Wellmune® by Immune Health Basics®

### **BUILD Your Immune Shelf** Now: 10% OFF

• 125 mg • 500 mg
"I took my Immune Health today!" The Single Most Important thing you can do for your health is Strengthen your Immune System Must mention BMC Discount when placing order

# NEW Opportunity: Rev•Up Wellness

(pack of 30 Tablets in a box) featuring Abigenol® European Silver Fir Bark extract

- Rev Up Wellness DEFENSE w/Wellmune®
- Rev•Up Wellness ENDURANCE
  - Rev•Up Wellness VELOCITY . w/Wellmune®

### Ask your BMC Rep for excellent opening order discounts

Rev•Up Wellness products exclusively contain Abigenol®! ~ contains 6 phenolic acids, three flavonoids and four lignans

~ Abigenol® - isolated from the bark of the Fir Needle (Abies alba) - low molecular weight polyphenols, proanthocyanidins + oligophens.

### **Product notes**

Children's Chewable 25 mg 60 ct. returning before Back to School product will now be in a delightful orange flavor... a product perfect for the little ones..

### **MushroomScience**

Two-month August-September Promo Best deals of the year: deeper discounts Chaga + Shitake

deals offered per Sku The best-margin mushroom line with GREAT SAVINGS: both are 90 veg caps

4 ea. = 15% 8 ea. = 20% 12 ea. = 25%

### Chaga mushroom extract caps Immune Support\* + Antioxidant Support\*

Organic Chaga mushroom (Inonotus obliquus) 300 mg. hot water extract 15% polysaccharides Chaga is unique: along with other like medicinal mushrooms, Chaga contains the beta glucan-rich polysaccharides for potent immune supporting properties\*. However, Chaga also contains other active compounds, betulinic acid + polyphenols, providing powerful anti-oxidant properties with a high ORAC score if manufactured properly!

### Shiitake mushroom extract caps Immune Support\* + Liver Health

Organic Shiitake mushroom (Lentinula edodes) 300 mg hot water/alcohol extract 5% polysaccharides 90 veggie capsules Shiitake was the 1st medicinal mushroom to be scientifically studied for its immune support properties.\* It was also the source of the first beta glucan isolate used for immuno-modulation in human clinical studies and medical practice; Lentinan.

Mushroom Science®: best quality, best price, best value!!

### PRODUCT NOTES: Due back in stock 2nd week August Immune Builder™

~ not combined with other specials ~ must mention 'BMC Summer Promotion' when placing order

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



### **August Hair Renewal** LINE DRIVE the best-sellers 15% OFF

- Color Fixation Line: color support for all hair
- Henna Powders: 8 shades of beauty • Henna Creams: 15 flawless shades

### **COLOR FIXATION LINE**

Restorative Mask 7.6 fl. Oz. Single Application 1.05 floz. Leave-in Cream Conditioner 10.14 fl. Oz. Restorative Shampoo 8.45 fl. oz. Restorative Conditioner 8.45 fl. oz.

### HENNA POWDERS 1.76 oz.

 Burgundy
 Swedish Blonde
The healthiest & safest way to cover your grey or change your hair color. A complete beauty hair treatment

### **HENNA CREAMS** 2.3 fl. oz.

- Light Brown Dark Brown Golden Brown
- Ash Blonde Golden Blonde Light Blonde
- Swedish Blonde Reddish Dark Blonde Red • Black • Silver Fox • Mahogany • Burgundy

Black
 Silver Fox
 Mahogany
 Burgundy
 Copper
 Chocolate
 While coloring gray on 1st application, Surya Brasil Henna
 Cream Color does NOT contain ammonia, PPD, parabens,
 peroxide, resorcinol, heavy metals, artificial fragrance, mineral
 oils, GMO's or gluten. Like all of Surya Brasil's products the
 Henna Cream is 100% vegan + cruelly free. ~ Your Healthiest
 Hair Color Ever
 High Performance and Safe Botanical
 Ingredients
 Easy-to-Use



carry them all and let the parents tell you which are the best sellers. 25 SKUs that can shine, and bring people in. Consider Nordic Naturals® generous Coop advertising program as a conduit to match your revamped Omega-3 set and you can carry them all because they all sell, once you define the market and reinvigorate commitment.

Nordic Naturals® *Nordic Berries*<sup>TM</sup> is quite simply the best-selling and besttasting Children's Multi available anywhere. Kids will love this new habit! Ambitious stores will stack a mountain of these three SKUs—the sweet-and-sour Citrus gummy berries in 120 and 200 count sizes, and the newer Cherry Berry Gummy—and let the word get around that health is easy with a treat at the end of the daily stop at the kitchen supplements table. Many stores will find new, larger business just by announcing the merits of this basic daily Multi for Kids.

As I have always said, an Omega-3 supplement is the most important thing to present to the little loved one every day: so leverage these essentials this Back to School season by marketing Nordic Berries<sup>TM</sup> as an ideal companion to any Nordic Naturals Omega-3 product. Nordic-quality, natural triglyceride form Omega-3 fish oils (with algal oil options for vegetarians), combined with a chewable, pectin-based multivitamin (for ages 2+) that provides essential nutrients—including zinc and vitamins A, B, C, D3, & E. All, of course, with NO artificial coloring, flavoring, or preservatives.

Now, the beauty of it all. You can make a veritable health apothecary while capitalizing on minimum space by building out your set with the small-bottle powerhouses from Herb Pharm® and Newton Homeopathics<sup>TM</sup>, carrying every product in the space that it takes to side-byside twenty-seven (27) 1 oz. bottles of health support, made the best way possible.

You can do it! And every year you can reinvent the message, gaining new health advocates and expanding the health everywhere. These are the core products to help you with this quest.

Now, I want to share what I have learned more fully since the last Season when BMC offered to work with you to make your Children's Health section work, because our mission should always be to constantly understand healing more fully and to share the knowledge that we learn. Homeopathy is really an essential for the heath care of every young soul.

How much have you delved into the theory and the practice of the Medicine of Homeopathy? It is really a most beautiful and precise view of the world around us. Homeopathy acknowledges and appreciates the interconnectedness of all that defines functioning physiology. Homeopathy does

not force the limitations of specialization, or tunnel visions professing that a one pill/ injection/surgery fits all can magically resolve an isolated issue without damaging other simultaneously integrated chemical, neurological hormonal systems. Homeopathy would never demand compliance while shuttering a truth—if one were present—about contraindications. Fortunately for Homeopathy, it is so gentle that safety is an underlying assumption. Homeopathy accepts the science that the body is an integrated system of reactions, but it also understands the art and music that the best answers often come from listening and observing in the moment. Homeopathy can work faster than any other imaginable medicine, and it can work effectively on the most deeply-held and chronic concern—where allowing the body to respond is necessary for true healing. Homeopathy works best in the absence of a sterile attitude, and Homeopathy has been shown to perform miracles on the battlefield in mud and brackish water for lifesaving events: as long as one has the knowledge and observes the patient. Finally, homeopathy is the best choice for humanity when the next pandemic appears. We must do everything in our power to make sure that the skillset of Homeopath is passed down from generation to generation.

But ask the Doctors who employ Homeopathy to save children's lives if they believe that this 21st Century Medicine is hocus pocus? People who have learned to employ homeopathy to change a child's disposition or allay fear while calming a disruption have to show great compassion as they deflect the arrogance of the so-called scientific class. The music of healing is most beautifully presented in the inner-sounds of homeopathy at work. Forgetting the loud banter of the authorities, Homeopathy is the perfect conduit for Children's Health.

A few points I have learned from being open to the study of Homeopathy, and especially the wherewithal that Dr. Luc Chaltin taught as he worked to bring Clinical Homeopathy to America. First, whether you agree as to the main causes of illness and disease or not (and too many people have not even opened up their minds to the fact that there is not consensus on this basic consideration), the Immune System must be strong enough to respond. If that premise is not addressed, then problems will fold upon themselves layer by layer, and the sick Child will never become a fully healthy Adult. So, we should all be searching for the best ways to affect the development of the immune system of a growing body. As a society, we have completely ignored this basic foundation, The Single Most Important Thing you can do for your Health is Strengthen your Immune System. A growing body is a grown body in development, so we need to spend time understanding safe systems to

continued on page 7

### YOUR COMMUNITY'S **FUTURE:** YOU HAVE THE SPACE.

Each of these SKUs will certainly help one family this year if they are found in your store!

### **NEWTON FOR KIDS**

1 oz. + 2 oz. liquids & 1 oz. pellets All 50%-margin line MSRP 1 oz. \$16.00; 2 oz. \$26.00

Homeopathic OTC Allergies Homeopathic OTC Airway Ease (formerly Asthma Rescue~Cough)

Homeopathic OTC Fever~Infection

Homeopathic OTC **Detoxifier**Homeopathic OTC **Bowel~Digestive Care** Homeopathic OTC Hypercalm~Mental Focus

Homeopathic OTC Bedwetting Homeopathic OTC Constipation Homeopathic OTC Diarrhea

Homeopathic OTC Sniffles

Homeopathic OTC Teething~Colic Homeopathic OTC Tummy Upset

Homeopathic OTC Vaccination~Illness Assist Homeopathic OTC Bangs~Scrapes

Homeopathic OTC Kids Ear Care

While checking out the site, sign up for the newsletter and to be registered for Prizes for the Newton 30th Birthday Celebration!! www.newtonlabs.net/ComplexesKids/

### **HERB PHARM'S CHILDREN'S HERBALS**

Expertly Formulated, Doctor-Recommended Formulas

all 50%-margin line

1 oz. MSRP either \$13.50 or \$14.00

~ available in 1 oz. + 4 oz. sized glass

~ made with certified organic + sustainably wildcrafted herbs

purity, identity & potency tested https://www.herb-pharm.com/herbs-for-kids

~ Kids Captain Concentrate™

~ Kids Cough Crusader™

~ Kids Immune Fortifier™

~ Kids Fast Asleep<sup>TN</sup>

~ Kids Sinus Samurai™

~ Kids Throat TLC ™ ~ Kids Immune Avenger™

~ Kids Tummy TLC™

~ Kids Mullein Garlic Ear Oil

~ Kids Black Elderberry Glycerite

~ Kids Echinacea Glycerite

~ Kids Lemon Balm Calm Glycerite™

#### Looking for social media support?

Remember that these formulas are recommended by MD. and author, Dr. Aviva Romm

You can also direct parents to https://www.healthiestkids.com/

You can gain understanding of herbs everyday: so stay tuned The pictures are beautiful: see Herb Pharm® harvesting the good stuff: https://www.instagram.com/herbpharm/ https://www.facebook.com/HerbPharm https://twitter.com/herbpharmoregon

Support for kid's needs don't have to come in day-glow colors or in chemically coated cartoon shapes. Break away from the OTC aisle and explore options for your kids you can feel good about.



### Safe Enough for Children

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assist the maturation of a growing Immune System. Homeopathy already does that.

At every stage of life, the immune system must be strong enough to respond. How humble can we be in doing the basic things to make this happen? Well, long after Hahnemann passed and his teachings survived him to help the world, theories of Homeopathy developed to treat body systems, especially to create a response that "cleared the terrain." The presumption is that if homeostasis can be attained, then the body should be able to keep itself functioning well, specifically in regard to eliminating toxins and their build up which obviously can interfere with the proper function of every body system. How to get the body to respond and perform this basic health function? As the natural health movement has always embraced Detox and Tissue Cleanings, certain branches of Homeopathy have been exploring this phenomenon for decades with research into how to assist the body to perform optimally by means of homeopathic support. Dr. Luc was a student of the potential of this therapy, and he advanced it through Clinical practice and through teaching. The beauty of this subtle science is that it is both purposeful and mild/gradual, the way the best healing occurs.

And I now believe that this is most applicable for Children. Our poor progeny: they are being asked to grow and live in consistently more polluted times. Artificial colors blossomed when I was a kid eating the marvel foods of the 60s. Preservatives have become so oblique and sinister that their names do not accurately define what they are anymore. There are more manmade, untested and unregulated chemicals in our atmosphere than there are habitable planets in the universe. Breathing is a liability. So, when you see that Child

lying still asleep and you well up with thoughts of perfect peacefulness, realize that the sweet innocent little being is working overtime to process a chemical soup of toxins that we were not exposed to when we were young. Add to that the fact that the Child's developing internal filters are being asked to do the heroic against the unknown without any support (lollipops only work at banks). Again, we should turn to food: living and Organic food—that is the best present that could ever be given to a Child. That, and teaching the Child to appreciate cooking real food properly, and farming.

Every one of Newton Homeopathic<sup>TM</sup> OTC products in their Newton for Kids line is better than any other product of its kind on the market, because the formula was built with this concern in mind. Since the whole body is being considered, and there is an attempt to assist the body to heal and cleanse, the formulas work efficiently for the greatest number of people. And the Formulas are always safe (as recommended).

So, as you move towards building a legoish endcap of things good for kids—and things that parent's will appreciate and consider for their little joys—please consider learning all the applications of Newton Homeopathic<sup>TM</sup> products, but especially the Kids Detoxifier.

As Newton enters a shared celebration of 30 years of manufacturing superior, effective and safe Homeopathic products, I ask you to explore the potential of this Newton Kids Detoxifier formula. The product was made as an adjunct to every formula in the line: as obviously when a body is working well, then it can most effectively accomplish other self-healing actions. If Kids Detoxifier reduces symptoms and accelerates healing response, you will then naturally feel empowered to further promote the Kids Detoxifier with marketing and shelf space; maybe even offering register placement during the Back

Detoxifier

continued on page 8

Detoxifier

### **PRODUCT SPOTLIGHT:**

If you are expecting any hot weather this summer, then you have to know you can sell oceans-worth of Oxylent®! Call your BMC REP today and ask about creating a Summer **Hydration Station** 

### Oxylent® PRODUCT NOTES:

Everyone needs new customers, REMEMBER! the Clean Athlete LOVES Sport Oxylent®!

- Sport Oxylent® Blueberry Burst
- Sport Oxylent® Lemon Lime Burst Both available in:

30-day supply canisters [7.8 oz.] for the avid Oxylent® lifestyler (100%-recyclable canisters) + 15-count single serve boxes

### A great-tasting effervescent offering:

• **Energy** The amino acid Citrulline Malate & B vitamins enhance energy & blood flow† Creatine MagnaPower® boosts ATP in muscles†

#### • Stamina

Electrolytes & minerals promote hydration† Sustamine® combines Glutamine & Alanine to sustain energy†

SOD (superoxide dismutase) inhibits muscle fatigue & breakdown†

Recovery

Powerful antioxidant enzyme SOD Superfruit AuroraBlue® blueberry (in Blueberry Burst) Vitamins C and D

**DRINK**OXYLENT**FUEL**LIFE<sup>TM</sup>

### ~\*~\*~\*~\*~\*~ **OXYLENT® REBRAND:**

Enjoy the exciting Oxylent® label REBRAND SAME great Award-winning Formula with a Brand New Look

- Superior multivitamin & mineral content, including Methyl Folate
- High-quality Albion® Chelated Minerals
- NO gluten, dairy, caffeine, soy, GMOs or sugar. O total carbohydrates: O sugars
- "More money from other places". Let Oxylent® help you market to new customers: Ask your BMC Rep about opportunities with the Oxylent® Water Bottle clip-Sampling Programs.

### **Promote Community Health NOW** KIDS OXYLENT® for the best of all habits

KIDS need basic nutrition all summer long: and Oxylent® makes it fun...a brief list of the benefits of taking Children's Oxylent® Supplement Drink:

- Nurtures, strengthens & supports†
- Superior Children's Multivitamin & Mineral content
- Best-quality Albion® Chelated Minerals, value backed by science
- Optimal bioavailability via effervescent delivery
- Healthier alternative to sugary drinks, chewables & gummies!
- NO gluten, dairy, soy, GMOs or sugar— sweetened with pure Stevia Available in a 30-single serving stick packet box
- † these statements have not been reviewed by the FDA, and are not intended to diagnose or treat any illness or disease.

### NEWTON HOMEOPATHICS™ KIDS DETOXIFIER

Formulated for symptoms associated with toxicity such as hypersensitivity, sluggish elimination and other related symptoms.

**Directions:** Children, ages 0 to 11, give 3 drops or pellets by mouth (ages 12 and up, give 6 drops or pellets) at bedtime or as directed by a health professional. Under age 2, crush/dissolve pellets in purified water. Sensitive persons begin with 1 drop or pellet and gradually increase to full dose.

Active Ingredients: Equal parts of Carduus marianus 3x, Cynara scolymus 3x, Solidago virgaurea 3x, Taraxacum officinale 3x, Benzoicum acidum 10x, Berberis vulgaris 10x, Bryonia 10x, Cantharis 10x, Carduus benedictus 10x, Ceanothus americanus 10x, Chelidonium majus 10x, Chionanthus virginica 10x, Cinchona officinalis 10x, Dioscorea villosa 10x, Dolichos pruriens 10x, Iris versicolor 10x, Juniperus communis 10x, Nux vomica 10x, Ptelea trifoliata 10x, Taraxacum officinale 10x, Uricum acidum 15x. Liquid Inactive Ingredients: USP Purified water; USP Gluten-free, non-GMO, organic cane alcohol 20%.

Pellet Inactive Ingredients: Gluten-free, non-GMO, organic beet-derived sucrose (lactose free) pellets.



### **Blue Moose Consulting**

P.O. Box 557 Falls Church, Va. 22040-0557

**GOT EMAIL?** 

IF YOU'D LIKE TO RECEIVE INFORMATION BY EMAIL, SEND YOUR REQUEST TO MICHAEL@BLUEMOOSECONSULTING.COM

# VISIT US AT OUR WEBSITE! WWW.BLUEMOOSECONSULTING.COM

"If you don't read this newsletter every month, you are missing something."

### **Safe Enough for Children** continued from page 7

to School season. Let's consider: if a child goes to school with a body system that is clogged and sludgey with toxins, then of course that child will be more prone to opportunistic infections. If a child has seasonal allergies, then Newton Kids Allergies will work better complemented with the Kids Detoxifier (check out this magnificent formula!!). If the need for Newton Kids Airway Ease (formerly Asthma Response~Cough) is obvious, then it seems logical that Newton Kids Detoxifier would be a smart part of a protocol. Digestive issues? Add Newton Kids Detoxifier. Newton Kids Ear Care: if people see results, your store will become a destination! Explain the benefits of adding the Kids Detoxifier, and children of all ages will experience happier childhoods, Finally, as you realize that all of these formulas have been giving satisfaction to parents and children for decades, just image the benefit of adding Newton Kids Detoxifier—so easy to administer, so safe and so economical—to the Newton Homeopathics<sup>TM</sup> Kids Hypercalm~Mental Focus. We are trying to do something good here, folks! Thank you Dr. Luc: you did an amazing job, and future generations will benefit from your research and dedication. Happy 30th Newton Homeopathics<sup>TM</sup> a true Made-in-America gem!

This year, make sure that as many Children are going to school with healthy bodies as possible. Encourage parents to do their best. Parents talk to parents, and share successes: now all you have to do is talk to some parents. Natural Children's Health: promote that foundation. Make sure that the home Kids Health Cabinet is filled with the best tools possible, and understand that today's growing bodies will function best when they are detoxing daily. Newton: safe enough for Kids. •

### **How to Reach Blue Moose Consulting**

Call as often as necessary: we want to be of assistance
Blue Moose Consulting • Michael Hennessey
office: 202-588-8238 • cell: 202-236-3735 • fax: 202-986-9501
Michael@bluemooseconsulting.com • www.bluemooseconsulting.com
PO Box 557 • Falls Church, VA. 22040-0557
3509 Connecticut Ave., NW, #150 • Washington, DC 20008

### **COMPANIES REPRESENTED:**

### **Newton Homeopathics**

www.newtonlabs.net 800-448-7256 770-922-2644 fax: 1-800-760-5550 Conyers, GA 30013

### The Hair Doc Company

www.thehairdoccompany.com 800-7 hair doc 702-331-4440 fax: 702-331-2484 Las Vegas, NV 89115

#### Aromaland, Inc.

www.aromaland.com 1-800-933-5267 Santa Fe, NM 87507

### Vitalah, LLC

www.vitalah.com 831-724-6300 fax: 831-761-3648 Watsonville, CA 95076

### Mushroom Science

www.mushroomscience.com 888-283-6583 • 541-344-8753 fax: 541-344-3107 Eugene, OR 97405

### **Herb Pharm**

www.herb-pharm.com information: 541-846-6262 orders: 800-348-4372 fax: 800-545-7392 Williams, OR 97544

### **Aloe Life International**

www.aloelife.com 619-258-0145 1-800-414-ALOE (2563) fax: 619-258-1373 San Diego, CA 92107

#### Essential Formulas, Inc.

www.EssentialFormulas.com 972-255-3918 fax: 972-255-6648 Farmers Branch, TX 75234

#### Portals Pharma, Inc.

www.PortalsPharma.com Ph: 651-5050-IHB fax: 267-695-5181 Basking Ridge, New Jersey

### Eco Lips, Inc

www.ecolips.com Ph: 1-866-326-5477 fax: 1-319-364-3550 Cedar Rapids, IA 52401

### Nordic Naturals: Pure and Great Tasting Omega Olls

www.nordicnaturals.com 800-662-2544 831-724-6200 fax: 831-724-6600 Watsonville, CA 95076

### Surya Brasil

www.suryacosmetics.com 516-328-0021 fax: 516-328-0760 New Hyde Park, NY 11040

### Erom, Inc./Juvo

www.gojuvo.com 714-562-1515 800-558-Juvo (5886) fax: 714-562-1516 Buena Park, CA 90620

### **Bodyceuticals**

Ph: (425) 333-5480. Orders & fax: (425) 491 8354. Carnation, WA 98014

Support all the lines we represent: Independence, Quality, Strength

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**Note:** The BMC newsletter sale list is available by the first day of each month as a one-page faxable form that easily fits on the wall for quick viewing/decision-making. Want to receive all the deals on the great BMC lines this via fax early every month? Call your BMC Rep and put in your request now.

