

HEALPRENEUR

Tomorrow's
Medicine
TODAY

Risk Management for
Health & Wealth

Meet
EXOSOME
the Rising Star

Karin Mack

Giving Women the Power to be Self-reliant

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Welcome to HEALPRENEUR

The Next big thing:

Get Noticed, and Win; Experience the Power

We all crave adventures big and small that make our life complete: the venture of starting a family, obtaining a degree, beginning a career, forming a relationship, building a business, or developing an artistic talent. These can all be exciting rides with ups and downs and frighteningly scary moments, just like a carnival ride. At the end of each of these adventures, there is that reward and heightened feeling of being alive or having done something worthwhile. During the last 15 years, As an Advanced Integrative Medicine Authority I had the opportunity to work with many wonderful Integrative researchers and doctors. For each of them, their cutting-edge research or practice was their adventure. Some gave up a safe job to take on the risk of a new revolutionary research, science or practice to meet the demand and cater to an aging population and a high number of patients suffering from chronic diseases. Getting on that carnival ride was the manifestation of a dream or the search for validation that spurred them on; it was rarely about money or simple business transactions. Revealing, analyzing, inspiring people, treating people with chronic ailments, selling making the Earth and themselves healthier, harnessing the sun and wind. Many of these ventures have survived, grown and evolved into something great. Some simply served their purpose and vanished.

Adventures begin and end, for the past 4 decades I dedicated my life to finding innovations through healing adventures for myself and for thousands of sick individuals who relied on the revolutionary treatments that I provided. Finally, this particular ride landed on Cutting-edge Medical scientific discoveries that Create a Huge Impact on Worldwide Healthcare. One of the most remarkable breakthroughs is the take-off of human exosomes and peptides to regenerative medicine. Exosomes are derived from placental and adipose derived stem cells, then are flawlessly used to

a wide array of diagnostic and medicinal applications enabling better diagnosis and faster healing, stem cell differentiation and tissue regeneration.

I truly believe that health is wealth. No matter what trials and tribulations we face each day, if we don't have our health, nothing else matters. Thanks to the integrative medical professionals in our community, we have amazing resources for our well-being. As a health professional, you want to know the latest in medical science, but you also want to understand how your business can become more successful and more productive. We understand how precious your time is, we crafted The HealPreneur Platform and articles will cover Spirit, Mind and Body: how the healer can be healed. We will offer advice on how to market, sell or fund your business. We will look at a style for you and your center, we will show you how to give your patients a good experience from the second they walk in your door. We will provide access to the resources you need, from coaches and trainers to technology to artists who can supply the artwork for your center all in one place so they can grow themselves and their business.

We're excited to feature Dr. Robert Goldman, the co-creator of the 280 Billion USD\$ Anti-Aging Industry in this special issue.

We invite you to advertise in HealPreneur that is broadcasted across the globe through web-based and smartphone venues, as well as traditional print.

Enjoy this edition of HealPreneur. If you have an article, please contact us at DrDalalAkoury@healpreneur.com, we welcome your contributions. If you would like to see something featured drop us a line, we would love to hear your ideas. Read about the latest health trends. Visit www.Healpreneur.com for digital copy.

Wishing you good health, good times and the best, always.

Don't forget to wear green on March 17, and enjoy the Miracles of Exosomes and proteins

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Interview with

Karin Mack:

Giving Women the Power to be Self-reliant

Tell us who is Karin Mack?

I was born in Nuremberg, Bavaria, Germany. My father has a PHD in Engineering and was a senior official and my mother, a bank clerk.

Since I was a little girl, I always wanted to help people. My longtime dream was to become a doctor. Unfortunately, understanding the Latin language was not my strong suit. After I realized that my dream of becoming a doctor was not going to happen, I wanted to become an entrepreneur. At the age of 21, I started my first business. Later, I held corporate leadership positions for years and about 10 years ago I decided to go back and become an entrepreneur and trainer

As a teenager, I was told I was different. I had a strong inner intuition and an ability to read people and their energy. Today we call this: "sensory processing sensibility" (SPS). With this God given gift of being a highly sensitive person (HPS), I am able to interact differently with people and use this ability to an advantage for my students when I lead them to success as a business coach.

What is your Mission and Motivation to achieve what you have?

Mission: Giving women the power to be self-reliant no matter their country, culture or age; building empires through beauty and health care.

From my experience as a former sales and leadership trainer for large corporations, I was searching for a system which would give female entrepreneurs the opportunity to use their personal knowledge and commitment to achieve their financial dreams.

I believe women are very creative. As future entrepreneurs we will make this world a better place for our children and the environment. I feel driven and motivated every day to better myself, to get out of my comfort zone, to push the limits and grow our business. I want to encourage and support women entrepreneurs to the same.

My partner, Udo Klawitter, and I are venturing ahead with our international business development. Udo's background was in

“ I have an ability to read people and their energy”

international sales and marketing for several global corporations and running his own consulting company. This brings the experience needed to take our business into the global arena. His international contacts are invaluable, but together as a couple, we are able to open many doors, be more effective and create great opportunities. Running the business together is a dream.

How did you hear about JUCHHEIM?

After seeing sensational before and after "WOW" photos of a colleague using JUCHHEIM products, our curiosity was heightened. Torsten Will, a Global Success Coach and Key Note Speaker and a trusted advisor, had committed to promoting the JUCHHEIM product line, which also inspired me.

In September 2016, I became an independent partner with Dr. Juchheim. After 22 months, I reached the highest rank possible, Presidents Team Member. In 2018 I received the Top 10 Presidents Team Member award, I ranked top 10 out of 20,000 independent partners.

Tell us about a time when things didn't go the way you wanted and how you dealt with it?

In August 2016, I was experiencing hard financial losses as a sales and leadership trainer entrepreneur. I lost a big sales training contract and as a result, overnight, I had no planned revenue. I decided to take a chance, max out my credit card and fly to Mallorca, Spain for a



Dr. Juchheim – Method

The Dr. Juchheim Method is a synthesis between natural active ingredients and state-of-the-art high tech science. These components are exactly balanced to each other and are processed in the JUCHHEIM method. The result: visible instant effects, combined with impressive long-term impact. The best thing about it is that these impacts can be achieved from home without any extensive or professional cosmetic assistance.

“Several bits of the puzzle must come together before something can have an embracing impact”

This conviction is the base of the science and the complete product range of Dr. Juchheim. During his more than 30 years of experience the well-known doctor has always placed emphasis on the connection between the actual technology and traditional art of healing from distant countries. So he has been using the traditional Indian Ayurveda teachings for a long time before it became common in the Western world. During his extensive journeys through India, Asia and Africa he studied the fascinating effect of foreign medical plants and started extensive research.

Besides the work on medical and caring methods the current situation in science and research has always been included in development of the products.

Dr. Jürgen Juchheim sees his work as holistic: The active ingredients of the Effect cosmetic which carries his name, needs to be well tuned just like instruments in an orchestra in order to be as effective as possible. Any slight changes in the concentrations can lead to a different effect. Anyone who sees the effects with their own eyes, will understand that the distinction between science and art is exceeded.

JUCHHEIM Effectday. I wanted to meet and speak to the business influencer Torsten Will. I wanted to know from Torsten, whether it was possible for me to build a monthly commission of 7 - 10,000 euros with the JUCHHEIM business and if it could be done in 6 months. I also wanted to know if he supported my mission's idea to empower and inspire 1000 women to success.

Torsten Will's answer to my questions was “YES” not once, but twice and I started the business. Since then I have achieved both goals.

In August 2018, Udo and I, we started a big roadshow through Switzerland and Germany to support the local team partners in setting up their weekly business presentations. Since then we have been building our team worldwide. Last year our team achieved a turnover of €2.2 million. We have fun supporting people and at the same time improving their lives with our amazing beauty and healthcare products.

What is the single best piece of business advice which helped shape who you are now and Why?

Build a system! Over the past five years, this advice has driven me to find a business system which is duplicatable and allows me to funnel my 25 years of experience as a sales trainer and business coach, and turn it into a passive income

“ We will make this world a better place for our children and the environment”



ABOVE: Big thank you to JT FOX for kick-starting our international business in 2018

BOTTOM RIGHT: “the two men behind my success to become TOP 10: Torsten Will and Udo Klawitter



The discovery of the “3D effect”

A big advance in the cosmetic field was the common insight that herbal ingredients with lipophile parts entering deeper into the skin and become effective there.

Based on this knowledge Dr. Juchheim had the brilliant idea to combine these “sluicing factors” with activating and circulation-enhancing ingredients. He was excited to put it into practice and test this idea in his laboratory. Could a multiplied effect of cosmetics really be reached through this?

Today he implements this “3D effect” into the anti cellulite cream ByeBye Cellulite®. Even from the very first application cellulite will be visibly reduced. After 4 weeks a reduction in circumference of the thighs of up to 4 cm could be measured. The female test persons are deeply impressed and are happy about the beautiful and visibly improved appearance of their skin.

Since July 2018 the Effect Food also contains cannabis products:

CannaPur Complete Balance contains a decarboxylated hemp extract in oil with the natural spectrum of valuable ingredients. The hemp used comes from legal EU-certified Cannabis sativa L. seeds.

Apart from THC, which is virtually not present in CannaPur Complete because of its psychoactive effect, the phytocannabinoids of the hemp plant work synergistically in a natural active complex.

This natural full-spectrum active complex shows incomparable qualities and achievements.



as I build my golden goose. Now I'm able to run my business on and offline from any place in the world and make others successful.

Also, get out of your comfort zone, use social media, go public and create a following. I started with Facebook Live at a time when it was new and unusual for women. It was very hard to be Live and not have any idea who is watching you. Now, because I stepped out of my comfort zone and conquered fear thru courage, my first Facebook followers are my strongest supporters.

I want to encourage women to be authentic. Show who you are and where you are.

What “dream” could you fulfill thanks to network marketing?

My dream has always been to combine our business with worldwide travel. In 2017, I was already on the go in all five continents, while I continued to run my business successfully online and offline.

What was your biggest achievement?

Our Team. We now have empowered over 1000 women. Today we run an international team of over 1200 entrepreneurs. Men and women. The products work for everyone. Making our team successful means running and leading a successful business. 90 per cent of the time women start with the products, but once their partners see an income increase of 3-5000 Euros, they are keen to follow.

How do you recruit new team members?

Online via Facebook and offline at international events and wherever we are. You feel our passion, energy and honesty.

“I want to encourage women to be authentic”

**What advice would you give a new team member?**

a) Become an Example of the Product you promote. Have your own before and after “Wow-Effect” photos. Because JUCHHEIM products are sensational, enjoy the process, have fun and document your results.

b) Just Do It! Don't just plan... Start!

c) Create a one-year clear business plan with measurable and realistic goals.

d) Invest in yourself; your mind, character and personality.

e) Give yourself and your business three years to rise to the top.

Why should people work with you?

Walt Disney once said, “If you can dream it you can do it.” Udo and I show this together as a team to our partners, every day. Your dreams do come true and you can live as you dreamed, with fun and ease, and most importantly, as a couple.

What are your next goals?

To support many of the team on their way to 5- and 6-figure yearly incomes. In addition, of course, to continue to build the international business. We have currently started our teams in the US, Canada, Australia, New Zealand and England. There are many more countries to follow. The business is still a start-up, and, has a huge potential world-wide. Nevertheless, JUCHHEIM is the fastest growing beauty label in Europe ever.



“You must focus on selling the best version of yourself” and “How you present yourself is really important”. She also said, “We are all in sales, all the time, whether you think you are or not. Any time that you are pitching for a partnership, for investment, trying to recruit great people to work with you, you’re selling.”

Randi confirmed what I am teaching my clients – that nothing contributes to success faster than self-presentation! Therefore, it should be your top priority.

If you are still not sure what you’re selling? It’s yourself. And you don’t have to be Oprah to think of yourself in this way. The most successful entrepreneurs and business owners do create and, in fact, become brands. Their brands are based on the experience they promise and the values they live by and share. What are the values that YOU live by and that YOU want the world to see?

It is also crucial to differentiate yourself to stand out from the crowd. Be remarkable and extraordinary to grab attention and get noticed.

Tip #1: Have A Signature Style

We all know that we need a USP – Unique Selling Proposition - in business. When it comes to appearance and image, you need a “Unique Styling Proposition”, a.k.a. a signature style that is YOUnique.

Signatures don’t work for everyone, so don’t feel limited. Celebrities often have a signature style, only to change it again and again for the next movie role or album release. A signature is

memorable and can be almost anything — for example, a red lip, unique hats, patterned scarves or ties, high heels, vintage jewelry. Whatever you choose, DO think it through and what it will say about you.

Tip #2: Use Color to Convey a Message

Color can be quite powerful when it comes to how you’re perceived. Too much color can be overwhelming while the wrong color won’t support you. Colors also convey emotions. Bright colors and big prints work for a brand that’s cheerful, while black and white suit a more chic, upscale style and blue comes across as serene and intuitive. Take a look at logos and colors, you’ll see that similar businesses use the same colors. That’s not an accident as color speaks loudly.

Tip#3: Be True to You

Last but not least, it’s all about authenticity. It’s about taking the great things about you – your personality, values, brand message and your whole true self – and expressing them through your appearance. The brand is you, so own it! It’s never too late to become who you want to be if you are willing to put in the work. So, I encourage you to see your appearance as a very powerful Business Tool to achieve your goals and to magnetically attract more of what you want in life and business. Be bold and dare to be the best dressed person in the room. It will pay off!

Read in the next edition of Healpreneur about the psychology of fashion and how our clothes impact our emotions. Find out why I believe that one day we may even see clothes prescribed as therapy, as an alternative to medication.



Alexandra Stark is a Personal Brand Strategist from Düsseldorf, Germany. She is the founder of “Branded by Results”. Her mission is to facilitate freedom, fulfillment and success for business professionals in the areas of personal and professional style and image transformation. Her coaching approach is a holistic process that embraces the “whole person”, inside and out, including mindset, style, image, personal branding and etiquette. Alexandra teaches the importance of branding and positions herself as an authority using different stages to either talk in front of thousands of entrepreneurs around the globe about the importance of Personal Branding, or interviewing celebrities and successful entrepreneurs about these topics. www.brandedbyresults.com - hello@alexandrastarkcoaching.com