



ELEOTIN®

Just Between Us

If you would like to order books, tapes, and/or CD's on ELEOTIN® call us at 1-604-247-2100, or E-mail at biotec@eastwoodcos.com. You can also visit our website at www.eastwoodcos.com

Personal testimony of Dr. Youngsoo Kim (January 2004)

"I recently traveled to Korea. During my trip, I met three people whom I have known for a very long time: a high school buddy, my aunt, and her brother-in-law. They all had **diabetes**.

My high school buddy, who is only 47, has already reached a terminal stage in his illness. He is blind in both eyes. Both of his kidneys have been taken out. He undergoes dialysis almost on a daily basis. On top of that, he has constant diarrhea.

My aunt, who is in her early 60's, was just hospitalized. She has lost all her teeth and her kidneys have just failed. Also, she has only a little of her vision left. Both my aunt and her husband declared bankruptcy due to the mounting medical bills. They were clinging onto the end of mercy of the hospital, which would soon kick them out. Where will they go next? Probably to some filthy, dungeon-like, obscure facility, where the smell and filth is just inhumane. I once visited one. The odour of urine was just terrible. One of the patients there cried to me, "Dr. Kim. I committed too many sins, and that is why I am suffering like this!!!" I disagreed, but I also cried myself.

Lastly, my aunt's brother-in-law is the pastor who often appears in the testimonies of ELEOTIN®, about which this book is written. He was an even more serious diabetic than both my high school buddy and my aunt. But, he took ELEOTIN®, while the other two didn't. In fact, I had also told them about ELEOTIN® a long time ago. They both said, "I am fine. I am exercising and watchful of what I am eating." I just didn't have the nerve to tell them more forcefully. I was afraid to sound too much like I was "selling something." Only the third person, the pastor, took ELEOTIN®. I gave a unit to my aunt, but, I stopped giving it to her because I saw the first unit unused and sitting on the shelf with thick layer of dust.

The pastor is healthy and he is doing fine. He just retired and is enjoying his life while the other two are suffering terribly. So far, all the previous patients were just statistics to me. 40,000 users. But, so far, not one case has hit me like this. Many people have wondered why EBMR itself is reticent about ELEOTIN® while the media and many experts give praise. We kept reticent because we know it is more powerful when praised by other people, rather than ourselves. But, these personal cases have changed my attitude. I decided to tell more about ELEOTIN®, more often, and more forcefully. That is why I began to compile this handbook/manual."

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Welcome

This manual is meant to provide distributors of ELEOTIN® products, health care professionals, and consumers who want to have in-depth knowledge with detailed information in the form of Questions and Answers. But, we would like to keep this discussion on a "just between us" basis. So, we would like to have your agreement that you are going to keep the information here just to yourself.

The reason why we want to have this discussion on a "just between us" basis is that in some countries, some portions of this discussion can be very sensitive. As you know, huge diabetes establishments do not like to hear some of the things that we say here. They use various methods to block the messages. We are just a small company not yet ready to fight against them except that we have consistent theory and supporting data. We cannot be matched against those who can spend billions of dollars on marketing. In fact, the world's largest pharmaceutical company, (Not one of the largest, the largest...now you know whom we are talking about) once offered in writing to buy us out with \$25 million. When rejected, they resorted to rudeness, threats, and, even attempted to steal the secrets. In fact, that is how I, at first, became really convinced that what we have is something real, and the technology that we have is something fundamentally important. Otherwise, why did they bother us so much? There are also some important people who feel offended by what we say. Thus, we will limit the readership of this manual. That is why we titled this book Just Between Us. We just want to be cautious.

This manual will be an excellent source of information to transform you into an ELEOTIN® expert. With superior product knowledge of ELEOTIN® from this manual, a distributor will be able to confidently and thoroughly educate and convince potential customers of the numerous health benefits of ELEOTIN®. With this information, a consumer or health care professional will understand and make educated judgements. They will use this product or recommend it with more confidence. Finally, this manual will enable everyone to have consistent and accurate information. Information accuracy and consistency will lead to more satisfied consumers and greater sales for distributors.

In assisting you to become ELEOTIN® experts, we have collected from our experience numerous Frequently Asked Questions (FAQ) about ELEOTIN® and some Not So Frequently Asked But Nice To Know The Answer Questions. Please read all the questions and answers until you are familiar and comfortable in answering them. The questions are listed in sections of

key ideas or themes for easy reference. The questions are answered in a detailed way to provide you with sufficient information for a comprehensive discussion.

To get full use of this manual, we also recommend that you read the scientific report published by US Research Reports on ELEOTIN® located on our website at www.eastwoodcos.com as well as www.eastwoodcompanies.com. These websites also provide additional information on the scientific testing and research conducted on ELEOTIN® by a few universities, such as the University of Calgary. Also included are the opinions of medical doctors and other experts, and evaluations and endorsements of such professional associations as the Korean Pharmacists Association, the Korean Diabetes Association, and the Chinese National Diabetes Association for verifying the safety and efficacy of ELEOTIN®. We have also included this information at the end of this manual.

For your convenience, a blank sheet of paper is attached on the next page so that you may add additional questions or write any notes. We would love to see any additional questions you have received so that these questions can be properly answered and shared in this manual. Please remember that if you require any further information, please feel free to contact ELEOTIN® headquarters at 1-604-247-2100.

Thank you.
Eastwood Bio-Medical Research Inc.
Manufacturer of ELEOTIN®

Disclaimer: Eleotin is classified as a health food in the U.S. and Canada. We make no claims, either expressed or implied, that this product will cure disease, replace prescription medication, or supersede sound medical advice.

Notes

Introduction

Why should we care about diabetes?

In America, 17 million people have diabetes. Approximately 1 million Americans are diagnosed each year, and 1/3rd of people with diabetes are unaware they have it. In the U.S, diabetes is the 5th leading cause of death by disease and constitutes 20% of all deaths.

“1 million Americans are diagnosed each year, and 1/3rd of people with diabetes are unaware they have it.”

Background Information

How serious is the threat of diabetes?

WHO (World Health Organization) states there is an epidemic of diabetes. Worldwide, there are 200 million diabetes patients, not including those who do not know that they have it. In the next decade, the projected number of diabetics is expected to reach over 250 million.

Due to these numbers, diabetes is sometimes called the Silent Epidemic. This epidemic is possibly due to changes in **lifestyle**:

- a. Type of food consumed (contains higher number of calories and purified sugars);
- b. Typical meal portion size has increased;
- c. Inadequate amount of exercise;
- d. Higher stress levels;
- e. An increase in the elderly population.

What is diabetes?

There are several definitions of diabetes, but the most commonly agreed upon definition is that diabetes is a condition when a person's ability to metabolize carbohydrates (sugar) is impaired. This results in high blood sugar levels. A person with a sugar level of above 150 ml/dl in the blood in the morning is diagnosed as diabetic. Insulin allows the body to convert sugar in the blood into energy. It is secreted by β (beta) cells in the pancreas. So, in a diabetic, either no insulin or inadequate levels of insulin is being produced. Also, in a diabetic, it is highly likely that even though insulin is produced, it is not properly consumed.

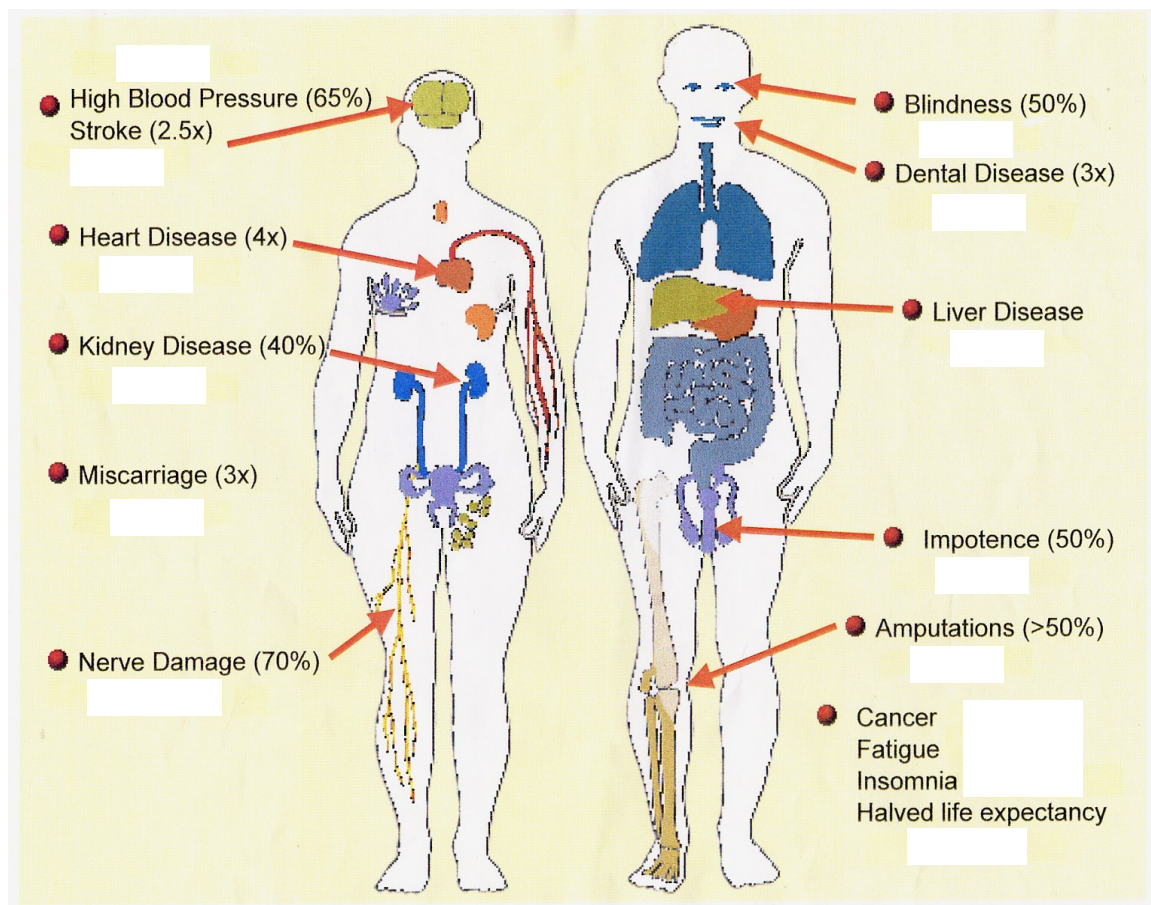
What types of diabetes are there?

There are two types of diabetes. Type I diabetes is when the body cannot produce insulin. Type I diabetics must have daily insulin shots. A more rigorous definition can be that Type I diabetes is caused by auto-immune

process: the body regards the β (beta) cell as foreign subjects and produces an antibody to kill its own β (beta) cell. Type II diabetics (NIDDM -Non-Insulin Dependent Diabetes Mellitus) produce insufficient amounts of insulin or are unable to respond to the insulin their body produces. (This is called Insulin resistance.)

How can having high blood glucose affect me?

A high concentration of sugar in the blood causes the blood to become "sticky" and does not flow as easily. This has detrimental effects on blood vessels and nerve functions. Lots of infections naturally follow. A high concentration of sugar can also cause increased fatigue and weight gain. It does not kill instantly, but more seriously, can cause long-term permanent damage with lethal complications. That is why we often take a lax attitude: it is slow and gradual—but we should know that is it's certain and fatal.



What related complications can result from diabetes?

Diabetes is not only the leading cause of kidney failure, but it is also the leading cause of blindness. Among Americans between the ages of 25 and 70, it is the number one leading cause of blindness. It also increases the chances of having and dying from cardiovascular disease and stroke. The probability of dying from stroke and cardiovascular disease is increased by 400 % in people with diabetes, and 2 out of 3 people with diabetes die from heart disease and stroke.

Diabetes also damages the nervous system. Approximately 60-70% of diabetics have some form of nervous system damage. This is especially a concern for males because diabetic males usually have trouble functioning sexually. Erections involve blood flow and nerves. Because diabetes causes nerve damage and affects blood flow, many males struggle with sexual dysfunction. The first question doctors ask when a patient complains of erectile dysfunction is, "Do you have diabetes?" According to statistics, more than half of male sexual dysfunction comes from diabetes.

In addition, diabetes is a major risk factor for amputation. Sixty percent of amputations in the US occur among people with diabetes. This means that each year, 82 000 amputations are performed on people with diabetes.

Diabetes is not only the leading cause of kidney failure, but it is also the leading cause of blindness.

Individuals At Risk

I don't have diabetes, why should I be concerned?

Diabetes is the "Silent Killer". Often people who have diabetes do not know it because they cannot feel it. People must take a direct measurement of their blood glucose levels to know if they have diabetes. At the time when a patient is diagnosed with diabetes, the development of diabetes has actually started on average of seven years ago. Once the active syndromes and complications are observed, diabetes has already entered into the late stages. Early detection is good, but prevention is better. A yearly blood test is a must, even though you feel great.

Diabetes is the "Silent Killer". Often people who have diabetes do not know it because they cannot feel it.

What is Pre-diabetes?

Pre-diabetes is when a person has higher than normal blood glucose levels (hyperglycaemic) but the level is not high enough to be diagnosed as diabetic. This is a cause for concern, especially when 16 million people in the US have "Pre-diabetes". At this point, long-term damage to the body is already occurring and often leads to Type II diabetes. If the blood glucose is controlled at an early stage, the development into Type II diabetes can be prevented.

How does diabetes affect different age groups?

Approximately half of all diabetes cases occur in people older than 55 years of age and 40% of individuals over the age of 60 have impaired glucose tolerance. This means that the elderly are at high risk because the prevalence of diabetes increases with age, especially the risk of Type II diabetes. One in four individuals over the age of 60 has Type II diabetes. A main contributing factor to developing Type II diabetes is declined metabolic activity, which comes with age. Also, reduced mitochondrial activity in muscle cells underlies insulin resistance.

There is also an increasing trend in younger age groups. From 1990 to 1998, the incidence of diabetes in 30-39 year olds jumped by 76%. This

increasing trend also includes children. Today, 30% of pediatric patients in the US are Type II diabetic. Because diabetes is not regularly screened for in children, many children go undiagnosed. This is especially dangerous because diabetes is a "Progressive Disease". Once diagnosed, there is an almost unavoidable potential for it to get progressively worse. Hence, it is important to control it early on, especially in children.

This rising trend of diabetes follows with the rising trend of obesity in America's children. Sedentary lifestyle, unhealthy eating habits and various other factors have contributed to this threat to children's health. In fact, it has been estimated that 30% of 6-19 year olds are overweight. Furthermore, approximately 70% of obese adolescents are likely to become obese adults. In order to target this problem, we will soon be releasing a formula specific for children. As we know it, this will be the forerunner of treatments for children to battle both obesity and diabetes, in a gentle, safe and effective manner.



The Basics

What is ELEOTIN®?

Eleotin is a food product that we believe is more beneficial than existing hypoglycaemic drugs.

ELEOTIN® is a safe health food that restores the body's own ability to control blood glucose levels. ELEOTIN® gently helps to control blood glucose levels not only temporarily, but also results in long-term permanent or semi-permanent molecular level changes. These changes assist the body to recover glucose metabolism normalcy. ELEOTIN®'s usage may then be diminished or eliminated as the body restores its own ability to control blood glucose levels. Also, ELEOTIN® can lead to the reduction and possible total elimination for dependency on synthetic medication and insulin injections to control glucose levels. It is an all-natural, safe, and gentle herbal product with no harmful side-effects.



What our body needs is not a strong stimulus but proper balance.

Is ELEOTIN® a food or drug?

ELEOTIN® is a food product that we believe is more beneficial than existing hypoglycaemic drugs.

For some people, this answer is difficult to believe. They find it difficult to believe that such a serious lethal disease can be treated more effectively with a "gentle and safe" food product when existing "super-strong" drug treatments are available. We believe that correct use of a gentle food or herbal combination is much better than the use of strong, intrusive chemical drugs that can otherwise harmfully target certain organs. This principle is especially true for serious diseases that affect many parts of the body. It is understandable for people to believe that serious problems should be dealt with a stronger method. But, let me ask you this: when you are in an elevator, do you go to a higher floor by pushing the wrong button with more strength, or by gently pushing the right button? ELEOTIN® is like pushing the right button.

What our body needs in this case is not a strong stimulus, but proper balance. The strong stimulus that drugs provide usually has a positive short-term effect. But drugs, in the long run, can cause drug resistance and lead

Oral Therapy for NIDDM		
Drug	Mode of Action	Side Effects
Sulfonylureas Chlorpropamide (Diabinese) Tolbutamide (Orinase) Tolazamide (Tolinase) Glyburide (Diabeta) Glyburide (Micronase) Glyburide (Glynase Prestab) Glipizide (Glucotrol) Glipizide (Glucotrol XL) Glimepiride (Amaryl)	Lowers the blood glucose by stimulating the release of insulin from the pancreas. Blood glucose lowering effect persists despite a gradual decline in the insulin secretory response to the drug. Extrapankreatic effects may be involved in the mechanism of action.	Renal and Hepatic disease Hypoglycemia Loss of Control of Blood Glucose Gastrointestinal disturbances Dermatologic reactions Hematological Metabolic Endocrine reactions Dizziness, drowsiness, and headache Increased cardiovascular mortality
Biguanides Metformin (Glucophage)	Manages hyperglycemia. Lowers blood glucose primarily by reducing intestinal glucose absorption and hepatic glucose. May also enhance insulin sensitivity at postreceptor levels. May stimulate insulin-mediated glucose disposal. Does not stimulate insulin secretion. May lower triglyceride and cholesterol levels, perhaps indirectly by improving glycemic control. Co-administration with sulfonylureas appears to be synergistic.	Lactic acidosis Increased cardiovascular mortality
Alpha-Glucosidase Inhibitors Acarbose (Prandase)	Inhibit intestinal brush-border alpha-glucosidases and alpha-glucosidases and consequently delay the digestion of the digestion of sucrose and complex carbohydrates.	Gastrointestinal side effects Hypoglycemia Combination therapy with metformin
Thiazolidinediones Troglitazone (Rezulin) Ciglitazone Pioglitazone	Improves insulin resistance directly, enhancing the effects of circulating insulin, without causing the body to increase production of insulin. Direct stimulation of peripheral glucose uptake and storage as well as inhibition of glucose production in the liver. Does not cause hypoglycemia.	Infection, headache, and pain Only effective in the presence of insulin May cause red blood cell abnormalities May cause cardiac problems

to other numerous negative side effects. We feel that proper treatment would be one that helps all the internal organs and inner mechanisms to function better. This is achieved by gently restoring balance to a body that has lost its rhythm, and its own ability to heal itself. The body can heal itself of most diseases, and in many cases the only thing we have to do is trigger this self-healing ability. In order to do this, we do not need strong chemical signals.

The same principle is true for diabetes. Overall, curative actions in our body should occur simultaneously and in harmony for successful treatment of diabetes over a long period of time. The existing drug treatments for diabetes have their limits even though they have demonstrated certain short-term strengths. Diabetic drugs have an effect on only one or two metabolic processes and are not able to help the complex metabolism associated with diabetes as a whole. Because of their concentrated focus, chemical drugs also put a serious strain on the body due to the drug's cumulative toxicity. They often cause or even contribute to permanent damage of these organs, which may be even worse than the damage caused by diabetes itself.

In conclusion, we believe that natural foods are far more advantageous for diabetes than chemical drugs. Chemical drugs provide only temporary glucose control, and in the long run, cause severe damage to a person's liver and kidneys because of their concentrated and toxic chemical actions. We strongly recommend that people use food products or herbal combinations that are gentle and safe as their first and best line of defense. ELEOTIN® offers this. The gentle, mild signaling herbs contained in ELEOTIN® often produce a much more beneficial result. We feel that ELEOTIN® is the most scientifically superior herbal combination presently on the market.

What is ELEOTIN® made up of?

All of the material used is 100% natural and we do not add any fillers, chemicals, or preservatives.

ELEOTIN® contains dried roots, stems, fruit, and leaves, all from various plants. The herbal plants are all registered with pharmacopoeias and food codes in several countries. In fact, all these ingredients are so safe that in many countries, these ingredients are classified as foods, not as drugs. In many countries, these are the herbs that appear on the table, not unlike the way lettuce and tomatoes appear on the western table. All these ingredients have been used for thousands of years in many countries. All of

the material used is 100% natural and we do not add any fillers, chemicals, or preservatives.

The ingredients for the various blends are listed on each ELEOTIN® box or bottle. The most important ingredients are Platycodi Radix (Root), Schizandrae Fructus (Fruit), Capsella Bursa (Stem), Glycyrrhizae Radix (Root), Astragalus Membranaceus Bunge (Root), Lycium Chinese (Fruit), Dioscorea Japonica Thunberg (Root) and others. Depending on the countries where ELEOTIN® is sold, some different variations are introduced in response to the local regulatory requirements and other reasons.

Who developed ELEOTIN®?

ELEOTIN® was initially developed by the scientists at the Julia MacFarlane Diabetes Research Center (JMDRC) at the University of Calgary, in Alberta, Canada. The JMDRC is a leader in the research on the cause, cure, and prevention of Type I and Type II diabetes. After initial development by the above mentioned research institute, continued research and development has been done by Eastwood Bio-Medical Research Inc. and other researchers.

The original formula has been continuously improved for more convenience and increased efficacy. Also, new effects provided by ELEOTIN® are constantly found. Its effects on cholesterol, weight control problems, and other chronic degenerative diseases are the new research topics and new findings these days. New variations and versions are constantly added for more variety and more convenience for the various needs of consumers. Newer products include weight control products, preventative products



Its effects on cholesterol, weight control problems, and other chronic degenerative diseases are the new research topics and new findings these days.

and children's diabetes products. These products are sold sometimes under different names in different countries.

Why ELEOTIN® Is Better

Why is ELEOTIN® the best health food product for my blood glucose control problem?

There are many reasons.

The components of ELEOTIN® make it an excellent health food for everyone, even for individuals who do not have high blood glucose levels. ELEOTIN® increases the body's own ability to purify or cleanse impurities through urination. This cleansing function also leads to the strengthening of a person's immune system. This 'cleansing' is the most often used mode of treatment in Traditional Chinese Medicine (TCM). ELEOTIN® (tea form) is also an excellent source of high quality fiber and provides essential nutrients to a person's pancreas.

These reasons may already be sufficient to convince anyone that ELEOTIN® is a great health food and a must buy. ELEOTIN® is good for everybody whether one has diabetes or not. It is a good, safe, health promoting substance. Of course, since ELEOTIN® was designed for diabetics in mind by the world's leading diabetes experts, diabetic patients receive additional health benefits than people without diabetes (explained in detail later) because they are in most need of the support that ELEOTIN® provides.

ELEOTIN® is good for everybody whether one has diabetes or not. It is a good, safe, health promoting substance.

How does ELEOTIN® compare with other herbal health food products?

The notion that it is possible to manage diabetes with components extracted from natural medicinal herbs has been widely accepted by both Asian and Western countries. There are approximately 1,500 to 2,000 natural substances that clearly have an effect on controlling blood sugar levels and diabetes. There are hundreds and hundreds of research projects currently being conducted on these natural substances. The beneficial effects of medicinal herbs are now widely accepted by even a great number of

western health professionals. Up to 10 years ago or so, traditional western medicine was impervious to the idea of 'just herbs helping diabetes.' Now, it is common sense that there are thousands of herbs that are helpful for diabetes. Now the question is which herbs, or which herbal combinations. ELEOTIN® is the answer to those questions.

ELEOTIN® is a health food made of processed medicinal herbs that have substantially beneficial effects on restoring glucose normalcy. ELEOTIN® contains gentle restorative medicinal herbs. These medicinal herbs and their extracts are combined in such a way that they mutually strengthen the curative powers of each component while diminishing the potential toxicity by way of mutual cancellation. This kind of combination approach is based on Bülgi's principle, which states that certain combinations of herbs exist whose total beneficial effects are synergistically larger than the sum of each herbal component's individual beneficial effect.



Also, this superior combination effect may also reduce adverse side effects while diminishing potential toxicity. This is achievable by way of mutual cancellation. The question, according to this principle, is how to find such a combination. The same was true for ELEOTIN®'s development process. In order to find the right combination of the approximately 1,500 natural substances with known beneficial and toxic effects, we had to rely on endless testing. The current version of ELEOTIN®, we feel, is the best natural food product for diabetics presently marketed. ELEOTIN® enables the body to naturally control blood glucose levels so that in the long run, the body can return to more normal blood glucose levels. In the meantime, ELEOTIN® also provides temporary relief and a gentle treatment to sufferers. Do you know that each year more than a hundred herbal diabetes products appear on the market, and most of them disappear in six months? ELEOTIN® was first produced in 1997 and by 2003, it has approximately 40,000 users. There are numerous other reasons why we consider ELEOTIN® to be superior to other

natural food products, so please read on.

ELEOTIN®'s herbal combination provides a long-term solution along with short-term benefits.

Why is ELEOTIN® better than other herbal products?

Here is a list of reasons:

1. The Scientific Developers - ELEOTIN® is scientifically developed and tested vigorously at the world-renowned Julia MacFarlane Diabetes Research Centre at the University of Calgary. There are other universities and research institutes around the world that have tested and studied ELEOTIN®. The list of such universities and research institutions constantly grows. Many herbal products do not have clearly identifiable developers/inventors. Most herbal products rely on anecdotal evidence.

2. Scientifically Tested - ELEOTIN® is verified as both safe and effective in animals and humans. These scientific tests made it possible for ELEOTIN® to be patented. Many herbal products have never been tested for their safety. ELEOTIN® was fortunate since it underwent thorough testing by the University of Calgary and JMDRC prior to its commercial release. After the commercial release, a few government institutions tested and approved the safety of ELEOTIN®. Also, renowned professional organizations such as Nanjing Diabetes Association, Korea Diabetes Association, Korea Pharmacists Associations, etc. concluded that ELEOTIN® was both effective and safe. Some even praise ELEOTIN® as an "ideal cure." Quite a strong statement, isn't it? Also, there are many medical doctors and diabetes experts who studied and wrote reports and analysis in journals and books regarding ELEOTIN®. Since we cannot show all the studies here, please refer to our website. There are no herbal products that we know of that have been scientifically studied and professionally praised the way ELEOTIN® has been.

Another huge advantage that ELEOTIN® has over other herbal products is that the modes of actions of ELEOTIN® are clearly identified and scientifically supported. In other words, we know why and how ELEOTIN® works, while the claims of most other herbal products are "they believe that there can be somebody that may say that this may work somehow." Our body is too precious to be tested on for such vaguely claimed products. Diabetes is too serious a disease to play with such a shotgun approach. Being an herbal product is not a license to be unscientific or irresponsible.

As far as we know, there are no herbal diabetes products on the market that are more scientifically tested and its effects and safety are more rigorously proven than ELEOTIN®. As we are still doing a lot of research and development to make ELEOTIN® even better, we believe that we can maintain this claim for quite a long time in the future.

3. Best Herbal Combination - There are more than 1,500 herbs and herbal products that have hypoglycemic effects. To the best of our knowledge, no herbs or herbal products other than ELEOTIN® show a clear ability to assist in the gentle restoration of β (beta) cells or insulin receptors. Most herbal products have 'sugar lowering' effects by blocking sugar from being digested. That is, they slow down the digestion process. In other words, they simply artificially induce indigestion. Artificially induced indigestion can be 'temporarily' relied upon for blood glucose control. But, we cannot rely on 'artificial indigestion' for a long time. 'Leaky gut' problems, a lower immune system, and so on, are just a few of potential problems when this is relied upon too long.

Other herbs stimulate insulin secretion, often straining the already damaged pancreas. These herbs provide only temporary relief and not a long-term solution. ELEOTIN®'s herbal combination provides a long-term solution along with short-term benefits.

There are numerous other reasons why we think ELEOTIN® is the best herbal treatment available. Hopefully, you are now a little closer towards creating a more comprehensive list of the ELEOTIN® advantages for yourself.

Why is ELEOTIN® better than other herbal products?

1. Scientific Developers
2. Scientifically Tested
3. Best Herbal Combination

How does ELEOTIN® differ from Asian Herbal Medicine?

People often ask us whether ELEOTIN® is a Kanpoyaku - an Asian Herbal Medicine, or Traditional Chinese Medicine (TCM). In fact, ELEOTIN® and Asian Herbal Medicines are based on a similar medical methodology, and similar philosophy. They both try to restore the body's own capability to heal, rather than chemically overpower the symptoms. They both try to work on the root of the problems rather than symptoms. They both selectively

adopt the most appropriate signals that will promote general health and natural healing.

Most traditional Asian herbal restoratives have a profound association with diuresis. ELEOTIN® and Asian medicinal herbs are similar in this regard, too. It is found that diuretic functions are strengthened both by ELEOTIN® and TCM. In addition, when ELEOTIN® was in tea form, they are similar in terms of appearance and intake methods. As well, both emphasize the importance of giving a gentle and mild stimulus to the body, instead of delivering intrusive stimuli, which often creates permanent damage. So in many respects ELEOTIN® and Asian Medicinal Herbs are very similar. It is no wonder that ELEOTIN® tea form was accepted within Asia first.

However, ELEOTIN® is different from Kanpoyaku, or TCM, in a number of ways. ELEOTIN® has been developed through Western style scientific analyses, such as animal and clinical tests, pharmacological study, and toxicological studies, while Kanpoyaku relies on traditions and personal experiences. While ELEOTIN®'s modes of actions are ascertained and proven, most TCM's modes of actions are still yet to be found. For ELEOTIN®, scientists have identified important modes of actions, making it possible to use ELEOTIN® more safely in conjunction with conventional western drugs. It can sometimes be dangerous to use Kanpoyaku (TCM) that have unknown modes of actions at the same time as conventional western drugs.



Also, Asian Medicinal Herbs or TCM usually try to promote the body's health in general, but ELEOTIN® focuses more on the process relevant to diabetes. As a result, Kanpoyaku's or TCM's effects on diabetes are often evasive, while ELEOTIN®'s gentle effects on diabetes are clear and well defined. Furthermore, the ingredients for Kanpoyaku are often contaminated with herbicides and other toxic chemicals, whereas ELEOTIN® is produced with natural ingredients that are rigorously screened for safety. Another advantage of ELEOTIN® over TCM is its price competitiveness. For the same amount of dosages, ELEOTIN® is a lot cheaper than TCM or Kanpoyaku.

It is worth knowing that in a few countries, some governments treat and classify ELEOTIN® as TCM. Some governments classify ELEOTIN® as something similar to Liu-Wei Dihuang Wan. We do not completely agree with the reasoning behind this, but we believe that the question whether ELEOTIN® is a TCM or Kanpoyaku should be answered by whatever serves the consumer better, rather than issues of concepts or rhetoric. With tremendous respect toward TCM and Kanpoyaku, we believe that so far as diabetes and metabolic disorder concerned, ELEOTIN® provides more pointed, clearly defined benefits.

ELEOTIN® has been developed through Western style scientific analyses such as animal, clinical tests, pharmacological study, and toxicological studies, while Kanpoyaku rely on traditions and personal experience.

How ELEOTIN® works

Is ELEOTIN® a cure?



Well, this depends on how you define "cure". According to the Doreland's Medical Dictionary, a cure is defined as: "the successful treatment of a disease or wound; a medicine effective in treating a disease."

Given the above definition for cure (successful treatment) many individuals who have tried ELEOTIN® feel it is a cure. ELEOTIN® helps to lower and control blood glucose levels of individuals, as well as maintaining these low levels for a long time even after the termination

of ELEOTIN®. Some users have testified that the long-term beneficial effects of ELEOTIN® have lasted over two years after they terminated usage.

If you define cure to mean "a completely successful treatment that restores the individual to a pre-illness state by removing the cause" then ELEOTIN® should not be considered a cure.

Once the body's own ability to control blood glucose levels is restored to healthy levels with the help of ELEOTIN®, the body continues to work correctly by itself. Isn't this beautiful? We recommend that for long term maintenance of glucose levels, individuals will have to maintain a healthy lifestyle and take ELEOTIN® 3 to 5 days per month, or take one quarter of the regular dosage. Of course, some people may stop taking ELEOTIN® entirely. Once the body becomes normal, a healthy lifestyle is what you need.

However, if you define cure to mean "a completely successful treatment that restores the individual to a pre-illness state by removing the cause," then ELEOTIN® should not be considered a cure. ELEOTIN® is not a cure for diabetes under this definition since it does not remove the causes of diabetes and the permanent complications caused by many years of untreated diabetes (such as blindness, late-stage neuropathy, kidney-failure, etc.) We do know that often vision is improved substantially and neuropathy and related complications are greatly helped by ELEOTIN®.

However, it is very far from the truth if one says that ELEOTIN® reverses all the complications completely. A majority of complications are improved. Since scientists researching diabetes, like us, do not know with certainty the exact causes of diabetes, we therefore, cannot say that ELEOTIN® is a cure under this definition. We believe that somehow, diabetes is a civilization disease in the sense that the real, ultimate cause of diabetes is related to the lifestyle prescribed by our modern civilization. So please do not get into this debate without first reflecting on your definition of 'cure'.

Since scientists researching diabetes, like us, do not know with certainty the exact causes of diabetes, we therefore, cannot say that ELEOTIN® is the cure under this definition.

ELEOTIN® helps to gently regenerate the insulin receptors of muscle or liver cells. ELEOTIN® also helps to regenerate the insulin producing β (beta) cells in the pancreas. These two molecular level changes improve insulin production and binding, and therefore; assists the body to control blood glucose levels independently. Complications such as restless sleep, numbness in extremities, and frequent urination are greatly improved by ELEOTIN®.

So, it all depends on what you mean by a cure. Some people prefer the expression that ELEOTIN® is 'a fundamental solution'. We will leave it for you to decide what you wish to call ELEOTIN®. The main point is that individuals who were once suffering, can now get practical help that works. But if you do use the word 'cure,' please be careful and define what you mean. We often make some funny observations regarding this word, 'cure.' Many books on the topic of diabetes start by declaring, "There is no cure for diabetes. So don't be cheated!" But, invariably, after a couple of chapters, there are "Recommended Treatments and Cures."

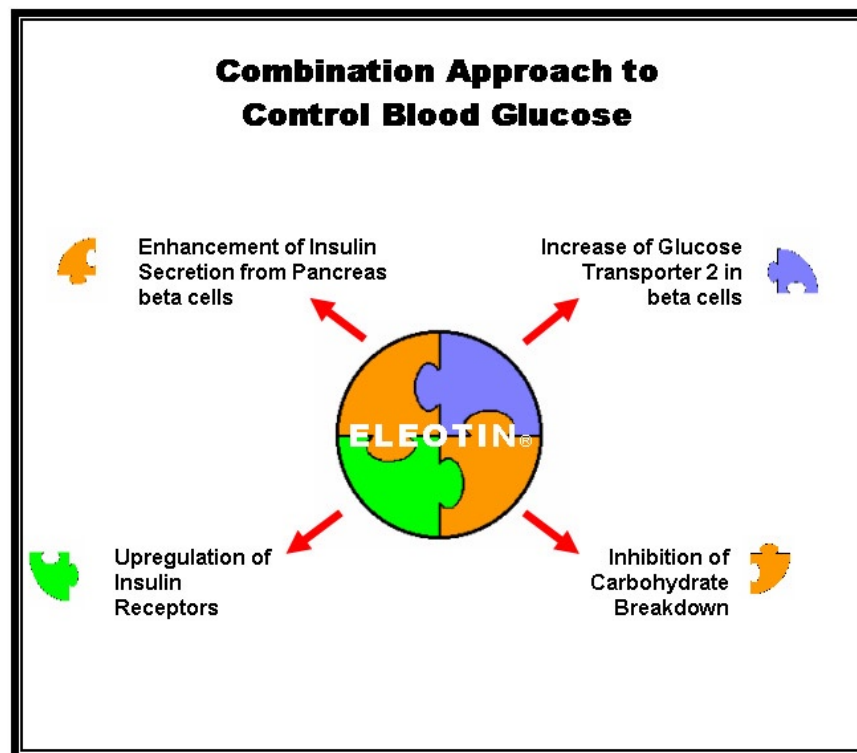
Also, there are many people, especially those in the diabetes establishment with perhaps billions of dollars, who say, "ELEOTIN® is a food. Therefore, it cannot make any medicinal claims." But then, how can they explain the existence of thousands and thousands of books with such titles such as "Recipes for Diabetes." They are talking about foods, in the same way that we talk about ELEOTIN®, which is a food. They all say that some foods are good for diabetes, which is not unlike the way we are talking about ELEOTIN®. The only difference is that we show our studies, theories, and data while all those cookbooks don't. So basically, what the diabetes establishment is against is not the existence of foods good for diabetes, but rather the food whose goodness for diabetes can be proven. As long as we don't prove this goodness, diabetes establishments do not say a thing.

As soon as we start to prove the claims, they mobilize a whole apparatus of modern nations. That is one of the sad reasons why we could not sell ELEOTIN® in a few countries.

What are ELEOTIN®'s modes of action?

The most important thing to remember is that ELEOTIN® works in several different ways, and each different mode of action strengthens the other.

You may need some medical knowledge or background to fully understand how ELEOTIN® works. But understanding how ELEOTIN® works is very important. So we have tried our best to remove all the overly technical and medical terms without distorting the central message. The most important thing to remember is that ELEOTIN® works in several different ways, and each different mode of action strengthens the other. We call the synergy between the different modes of action- ELEOTIN®'s Combination Effect. Synergy and Combination are the two key words. Without further delay, here is how ELEOTIN® works.



1) ELEOTIN® assists the digestive process. ELEOTIN® helps decompose carbohydrates into glucose at a healthier rate. This is beneficial because it helps avoid the harmful sudden rises in glucose levels after a meal.

ELEOTIN® assists the digestive process by providing natural substances that restore the balance among digestive enzymes. Also, ELEOTIN®, in tea form, provides rich, natural fibers that help with the digestive process. Medical doctors' would say ELEOTIN® assists to “inhibit the breakdown of carbohydrates through alpha glucohydrolase”. Again, we do not expect you to memorize this medical terminology. However, please do remember that ELEOTIN® controls the rate of digestion of carbohydrates so that a sudden rise of blood sugar is minimized.

Does any other herbal natural product do this?

Dried silkworms, commonly used in China and Korea to treat diabetes, serve a similar function. Like ELEOTIN®, they lower the blood glucose level by preventing carbohydrates from being suddenly decomposed into glucose. However, dried silkworms cause side effects such as indigestion, diarrhea, flatulence, etc. In some cases, the immune system was weakened. ELEOTIN® does not have these side effects. In contrast, most ELEOTIN® users report improved digestion. Out of 40,000 diabetics who used ELEOTIN® between 1998-2003, only three people complained of any adverse effects.

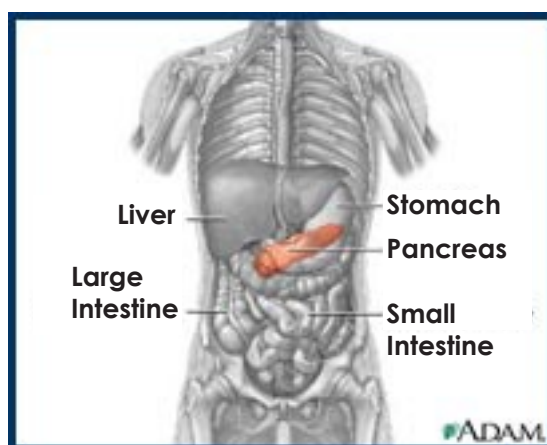


They complained of either diarrhea or constipation. The reason for these cases was the high fiber content in ELEOTIN®. As soon as they stopped drinking the fiber sediments, meaning they took only the liquid after the preparation, both complaints disappeared. The capsule form does not have this problem at all.

As we said earlier, most of other herbal diabetes products are effective in controlling blood glucose by blocking the digestive decomposition of carbohydrates into sugar. ELEOTIN® does not block decomposition. ELEOTIN® enables the body to 'healthily and gently' slow down the decomposing process so that the body can get maximum benefits.

2) ELEOTIN® stimulates and restores the basic health of the pancreas. ELEOTIN® increases the healthy regeneration of β (beta) cells in the pancreas and increases the secretion of insulin from the pancreas.

Sulfonylurea drugs, the primary class of diabetic drugs, also stimulate insulin secretion from the pancreas. However, these drugs are only effective when β (beta) cells maintain their basic function of insulin generation. In other words, there should be enough insulin released in order for secretion to be effective. It is also reported that long-term intake of Sulfonylurea drugs can cause serious side effects. In the long-term they can cause a decreased amount of insulin production by putting too great a strain on the β (beta) cells. Since the body eventually becomes resistant to these drugs, these agents lose their effectiveness. Dosages then need to be continually increased but the effectiveness diminishes nonetheless. On average, after seven years of usage, these agents no longer work. Most patients are then forced to rely on insulin injections to control their glucose levels.



Another serious side effect of Sulfonylurea drugs is that they often over-stimulate the pancreas and produce too much insulin. As insulin removes sugar or glucose from the blood system, it can result in hypoglycemia or low blood sugar levels because there is too much insulin in the body. Isn't this ironic? For those of us without diabetes, we consider this just ironic. But, for those who are suffering diabetes, this is a very serious problem. They have to carry candy to counter this problem. Lack of insulin should have been countered within the framework of restoring the general balance of the body. When it is countered with a single symptomatic synthetic drug, it is unavoidable to have this side effect. This can be even more dangerous than high blood sugar levels. Seizures and heart attacks are possible. Other complications, such as renal disease, also exist for this class of drugs.



On the contrary, ELEOTIN® has no such side effects because it is derived from natural herbs. The ELEOTIN® herbal combination also does not result in resistance. In addition, the natural insulin secretion gently stimulated by ELEOTIN® does not cause hypoglycemia. ELEOTIN® is shown to help the body secrete more insulin only when the body needs it more. Therefore, the risk of hypoglycemia is greatly reduced. Later on in this manual, we will discuss more about the reduction of hypoglycemia risk by ELEOTIN®. Especially, ELEOTIN® B (Afternoon formula) is effective for that.

New Results

In our testing, results have shown that the β (beta) cell levels of many patients have improved after only three months of ELEOTIN® usage. Also, a few severely diabetic customers whose β (beta) cells were almost completely destroyed experienced a restoration of their β (beta) cell function. This is a very encouraging sign because this may imply a possible solution to Type I diabetes. Consequently, we have tried ELEOTIN® on a few Type I volunteers. So far, the volunteers have all reported substantial health improvements, and better blood glucose control. In many cases, they were able to reduce their insulin requirements by 60-70%. But, here are

some words of caution. Even though we have had many people with Type II diabetes who became completely normal with ELEOTIN®, we have not one single case in which a Type I patient has become completely normal. All of the Type I patients have had to continue relying on insulin injections, although on a reduced amount. As we will continue to work on this, we continue to make interim reports on ELEOTIN®'s effects on Type I patients. But, we want to really emphasize that so far ELEOTIN® has never completely cured a single case of Type I diabetes. It just helped greatly.

In our testing, results have shown that the β beta cell levels of many patients have improved after only three months of ELEOTIN® usage.

3) ELEOTIN® improves the functioning of insulin receptors. ELEOTIN® up-regulates or improves the activity levels of insulin receptors in muscle and liver cells. Thus, ELEOTIN® stimulates the binding between insulin and the insulin receptors. Simply put, ELEOTIN® improves the efficiency with which the body uses the insulin.

Insulin secreted from the β (beta) cells in the pancreas plays the role of a catalyst that turns sugar or glucose into the energy our cells need to survive and grow. In order for such to happen, insulin must bind with an insulin receptor on a muscle, liver or fat cell. Insulin becomes ineffective when insulin receptors in muscle cells are scarce or when they do not function properly. This is called a down-regulated insulin receptor. Due to down-regulated insulin receptors, the glucose remains in the blood and the blood glucose level rises. This is called 'insulin resistance.' The body resists insulin, therefore, glucose is not being properly utilized.

ELEOTIN® reduces insulin resistance by safely restoring the functionality of the insulin receptors. This is a striking feature which only ELEOTIN® possesses and which no other health food or drug has demonstrated without any side effects. Recently, there appeared a couple of drugs that claimed to reduce insulin resistance. But, after a startling number of patients who used these drugs died of liver failures, it was found that they had known these problems before they marketed this product. However, they went ahead anyway with full knowledge of such problems. Why? There are three answers: Stock Price. Stock Price. Stock Price. At the news of the FDA approval of this drug, their stock price went up hugely, generating more than \$10 billion dollars. They might have thought that with that much money, they could afford to pay "hush money" to those people who suffered.

Experts agree that this feature of ELEOTIN® is very unique and very valuable. This is why many people argue that ELEOTIN® is the ideal weight control product. They say that ELEOTIN® makes a frontal attack at the very problem of insulin resistance, while other diets, such as the Atkin's Diet, tries to circumvent the problem.

We found that ELEOTIN® users lose visceral fat, (fat around the belly). We also found out that once they lost the weight, they stay there instead of gaining the weight back right away. We know that is due to the enhancement of insulin usage induced by ELEOTIN®.

A lot of exercise leads to body's enhanced insulin efficiency. ELEOTIN®'s effects are similar to that.

Simply put, ELEOTIN® improves the efficiency with which the body uses the insulin.



Another beauty in relation to this up-regulation of insulin receptor is that once it happens, it does not go away soon as the changes happen on a molecular level. This is why the effects of ELEOTIN® stay a long time after the termination of the usage. And, this is why people call ELEOTIN® a cure, and why the Nanjing Diabetes Association in China calls it 'an ideal cure.'

Experts agree that this feature of ELEOTIN® is very unique and very valuable. This is why many people argue that ELEOTIN® is the ideal weight control product.

4) Other Mechanisms - We know of other ways in which ELEOTIN® works such as increasing the presence of Glut 2 transporters in the pancreas. However, this mode of action is too technical to explain in this manual.

Let's just say that there are other mechanisms going on in addition to those mentioned above.

In summary, ELEOTIN® assists a diabetic's body in many ways concurrently and synergically:

- ELEOTIN® controls the breakdown of carbohydrates into glucose.
- ELEOTIN® regenerates the function of β beta cells that produce insulin.
- ELEOTIN® enhances the function of the insulin receptors that bind with insulin.

This Combination Approach clearly distinguishes ELEOTIN® from other therapies. This Combination Approach also reduces any side effects while it increases ELEOTIN®'s therapeutic power. (Remember Bülgi's principle of synergistic herbal combination where the gentleness of the treatment is enhanced and the curative effects are multiplied). If a treatment relies on a particular mode of action, then the burden of the therapy is placed too heavily on that particular mode of action. Diabetes is a disease where the whole body suffers silently and for a long time. A gentle, synergic, combination approach is the right way.

ELEOTIN® FORMULAS (A, B, AND C)

What are the different formulas of ELEOTIN®?

ELEOTIN® comes in many different blends and formulas. Currently, ELEOTIN® is available in ELEOTIN® GOLD, ELEOTIN® SILVER, ELEOTIN® M and ELEOTIN® MB. Each different blend has a corresponding beneficial function, which is described in the following sections. All the formulas are available in a traditional herbal tea form, while a few formulas are available in a more convenient capsule form.

What is ELEOTIN® GOLD (Tea Form)?

ELEOTIN® Gold is primarily recommended for advanced diabetics. Keep in mind that it can also be used safely for general health improvement so is beneficial for everyone.

Why are there different formulas in ELEOTIN® GOLD and what do they do?

Having read about the gentle combination synergy approach of ELEOTIN®, you can see why there is more than one ELEOTIN®. People with different situations can make different combinations.



Blend A (Morning Capsule) should be taken before big meals as it helps to maintain healthy blood sugar levels after a meal. Usually, diabetic patients experience a sudden peak in their blood glucose levels after meals. It is called post-prandial peak. It is known to be damaging to many parts of the patient's body. Blend A (Morning Capsule) works by increasing

insulin production from the pancreas and delaying the breakdown of carbohydrates into glucose. Therefore, this post-prandial peak virtually disappears. While other blends of ELEOTIN® are for long-term purposes, this blend is for short-term defense with smaller long-term effects.

Blend A (Tea form) is also a good source of natural fiber. It also contains substances that help the digestion. Remember, Blend A (Morning Capsule) helps to gently control blood sugar in a healthy and natural way without

any side effects. In contrast, most herbal products and most sulfonylurea drugs attempt to control blood glucose artificially. When ELEOTIN® is used, insulin is shown to secrete only when it is most needed. Other blood glucose control products do not seem to have this self-regulating and self-timing mechanism. As a result, hypoglycemia, as we discussed earlier, occurs more often than not when other blood glucose control products are used.

If you look at the figure below, the well-timed insulin secretion happens when ELEOTIN® A (Morning Capsule) is used. Even though it is called the "Morning formula", many people use this blend at other times too. If they feel that they need more help to control their blood glucose, they can take this blend a few times during the day.

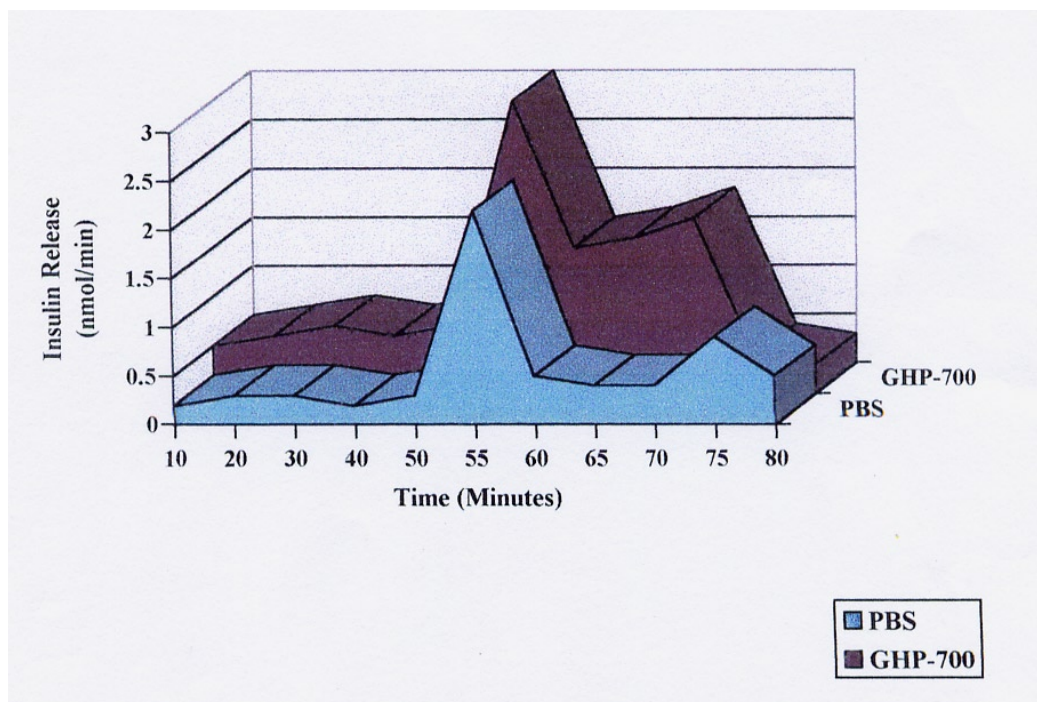


Figure 2: Insulin secretion in response to glucose from the perfused pancreas of PBS-treated GK rats and GHP-700 extract-treated GK rats.

PBS: Phosphate Buffer Solution

GHP-700: Another name for ELEOTIN®

Blend A helps to gently control blood sugar in a healthy and natural way without any side effects.



Blend B (Afternoon Capsule) should be taken on an empty stomach. Blend B (Afternoon Capsule) improves the health of insulin receptors so that glucose is more efficiently absorbed into muscle or liver cells. This reduces blood glucose levels and allows cells to properly burn this energy. In other words, Blend B (Afternoon Capsule) creates a beneficial effect on the

muscles of the patients, like that of 'pumping iron'. The muscles become more efficient burners of blood glucose. Blend B (Afternoon Capsule) also cleanses the blood system through diuresis. This assists many areas of the body, especially the functioning of the kidneys.

Many kidney disease patients reported improved kidney function after three to six months of Blend B usage. The testimonies of less frequent dialysis are also anecdotally reported. This is only logical since the kidneys are the body's blood filtration system made of tiny capillaries. High blood glucose in the blood stream creates a burden on these tiny capillaries. Imagine what would happen when you try to push honey through a tiny sipping straw. Once or twice is fine. But, if you try this 24/7, it is only a matter of time when this sipping straw bursts. It is no wonder why so many diabetes patients have kidney problems. That is why ELEOTIN® is good for these people. So if the glucose levels in the blood system are reduced by being 'washed' out through diuresis, the strain on the kidneys is decreased. Contrary to other diuretic agents, ELEOTIN® is shown to induce no 'too low' blood pressures. Diuresis induced by ELEOTIN® is known to be natural and safe even for those people with difficulties in maintaining healthy blood pressure, which happens so often to those people who have diabetes.



Blend B improves the health of insulin receptors so that glucose is more efficiently absorbed into muscle or liver cells.

We also have medical evidence of a few patients whose immune systems were boosted after the use of ELEOTIN®. We believe that these benefits can be mainly attributed to Blend B (Afternoon capsule). That is why many people take this blend for general health purposes. We heard from our US distributor that there are an important number of cancer patients who use some ELEOTIN® products for an immune system boost.

As Blend B (Afternoon Capsule) strengthens and leads to the healthy restoration of the insulin receptors and these insulin receptors remain healthy for a long time. The long-term beneficial effects of ELEOTIN® can last well after a person stops using ELEOTIN®.

Another aspect which deserves to be mentioned, is that people usually have many unhealthy substances in their blood system, (other than just too much sugar) which in turn causes many complications. Blend B (Afternoon Capsule) cleanses the blood system of many of these unhealthy substances such as fats and dead cells. As this cleansing process happens, people feel much stronger, and full of energy. We believe that this blend is mainly attributable for those cases of remarkable improvements of Diabetic Gangrene.

Consumers may not have to know this, but this blend costs the most to produce. When production shortage happens, this blend is usually the cause. That is why people stock up this blend.

Blend B cleanses the blood system of many of these unhealthy substances such as fats and dead cells.



Blend C (Evening Capsule) should be taken 1 hour before bedtime. Blend C (Evening Capsule) provides essential nutrients that strengthen the pancreas. Also, this blend provides other nutrients that are often lacking due to the nutritional imbalances experienced by many diabetic patients. The jubebe (a certain Tibetan species) contained in this blend is known to have a rich SUGAR. But, this SUGAR bypasses the normal digestion-blood glucose raising process. Therefore, this SUGAR is known to provide needed energy and nutrients to the cells without raising blood glucose. Even though this is a new finding in western medicine, this has been known to TCM for many thousand years.

Blend C (Evening Capsule) results in a long-term benefit due to these rich nutrients. The lack of these essential nutrients has been known to permanently damage various parts of a person's body. Also, these nutrients help the individual to sleep better by providing analgesic (painkilling) help to those aching and tingling nerve senses all over the body. This is especially important to individuals who have serious **neuropathy** (nerve damage).

Brief Summary: Blend A Controls, Blend B Cleanses, Blend C Nourishes

Now it should be obvious why we recommend that an individual take the different blends at different times. Blend A (Morning Capsule) should be taken to provide the most help when blood sugar control is essential, so take Blend A (Morning Capsule) before big meals. Blend B (Afternoon Capsule) should be taken to facilitate the cleansing process, thus take Blend B (Afternoon Capsule) on an empty stomach. Blend C (Evening Capsule) should be taken so that the fundamental cellular level nourishing and improvement takes place without being interrupted. Therefore, it should be taken before you go to bed so that it can stay in the body as long as possible.

Blend C also provides essential nutrients that strengthen the pancreas.

What would happen if you mixed all three Blends, or simply if you are mixed up?

There are definitely no safety concerns with mixing all three blends together in one drink. The mixed blend will still have beneficial effects we have outlined, but the mixed blend will work at a slightly slower speed. Thus if you find that taking the three different blends at different times causes too much inconvenience, feel free to mix the three herbal blends. Please take this new blend the same number of times per day. Taking a mixed blend when you are pressed for time is far superior to skipping or temporarily stopping your ELEOTIN® consumption due to its inconvenience. But, capsules are clearly marked with different colors, leaving the chance of being mixed up very small, even though being mixed up still does not pose any safety problems.

The mixed blend will still have beneficial effects we have outlined, but the mixed blend will work at a slightly slower speed.

What is ELEOTIN® Gold – Capsule?



ELEOTIN® Gold Capsule was developed as a simple alternative and more convenient form of the ELEOTIN® Gold Tea form. It is the equivalent to ELEOTIN® Gold Tea form. These products are not available in all countries, due to differences in the regulatory environments. One unit of the capsule form comes with 3 different formulas: Morning, Afternoon and Evening. One unit is intended to last for a one month period, with one pill from each bottle a day (3 pills a day) for a total of 30 days, while the tea form can be used up to 60 days.

What is ELEOTIN® Silver?



ELEOTIN® Silver is an herbal blend recommended for Mild Diabetics and General Health improvement. Currently it is only available in the traditional tea form. This is the first ELEOTIN® that came to the market.

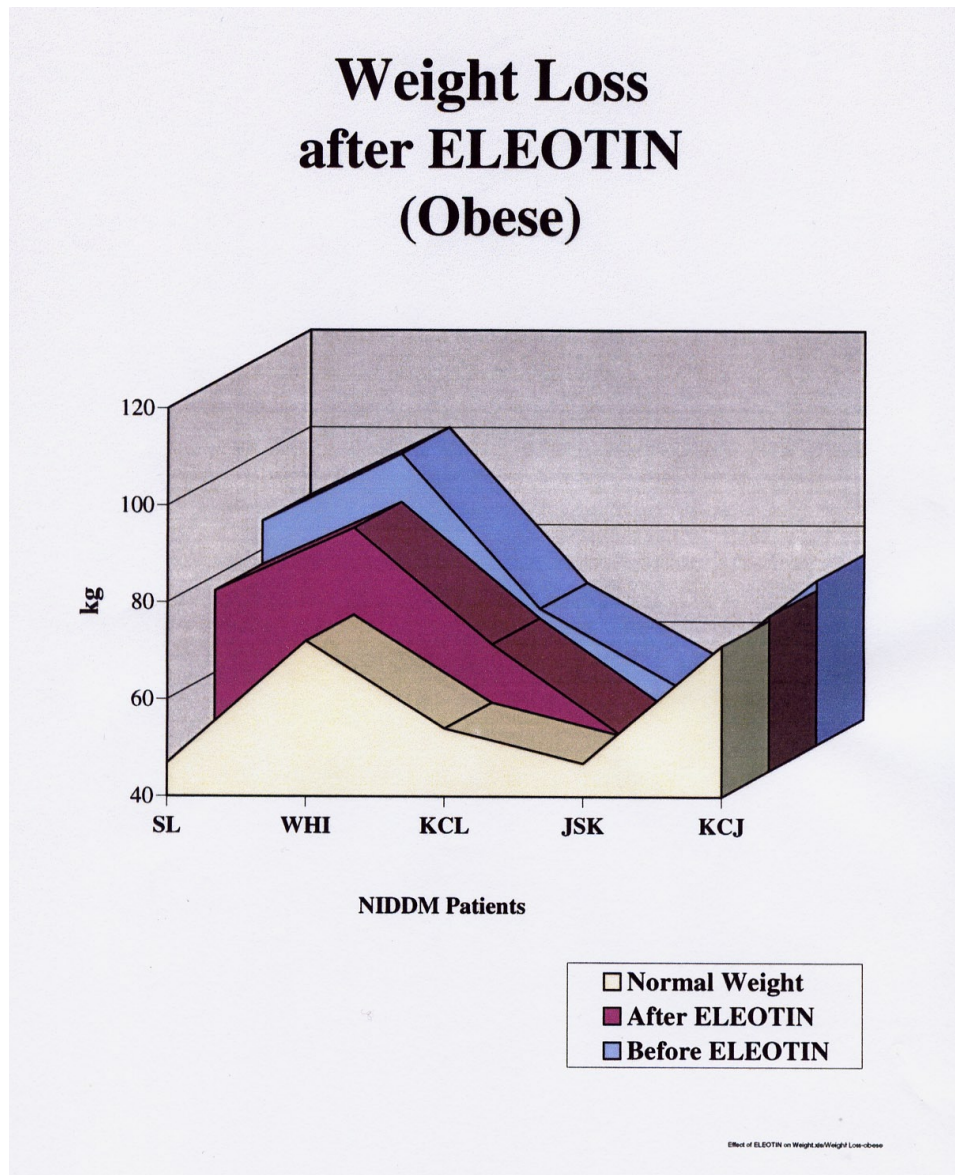
What is ELEOTIN® M?



ELEOTIN® M is traditionally for general health improvement and those who want mild control over their glucose levels. Currently it is only available in the traditional tea form. Many people use M for prevention of diabetes. Also, many people who became normal in their blood glucose due to ELEOTIN® treatment use ELEOTIN® M as a maintenance program. Dr. Kim, CEO of Eastwood Bio-Medical Research Inc. takes this blend regularly, even though he does not have diabetes. His children are known to take this blend. He says, "I know what is inside. It is good stuff for your health anyhow. Just take it."

What is ELEOTIN® MB?

ELEOTIN® MB is a special herbal blend developed for general health improvement and weight control. The difference between ELEOTIN® MB and other weight control products requires a separate chapter. Extensive information can be found on our website.



Safety & Side Effects

Is ELEOTIN® safe?

Yes, the safety of ELEOTIN® has been scientifically tested and demonstrated. For example, rats were given huge dosages (50 times of the human dosage) over an extended period of 7 months. No adverse effects or damage was detected on their organs. For details of this test, please contact us at corp@eastwoodcos.com. Furthermore, all the ingredients in ELEOTIN® have been used for several thousand years in various countries. They are all recorded as safe to use as food in these countries' pharmacopoeias. Also, as of December 2003 we have sold about 40,000 units with no problems.

All the ingredients in ELEOTIN® have been used for several thousand years in various countries.

This kind of remarkable safety record could be one of the most important distinctions between ELEOTIN® and other diabetes products. ELEOTIN® is basically a food. So mild and gentle that one can use large quantities over a long period.

From the 40,000 sales made since March 1998, only three users have reported minor discomfort. One user experienced constipation and the other two experienced diarrhea. Our immediate investigation revealed that this was due to the high fiber content of ELEOTIN®. Dosages were reduced and problems disappeared.

ELEOTIN® is basically a food. So mild and gentle that one can use large quantities over a long period.

The safety of ELEOTIN® is officially proven in a few countries. Various government agencies of Korea, Taiwan, Japan, China and other countries issued seals of safety for ELEOTIN®. Also, independent safety testing labs confirmed the safety of ELEOTIN®. No herbicides, pesticides, or heavy metals. This is the question you have to ask all the producers of herbal products: How do you know that the herbs you are using are free of herbicides, free of pesticides, and free of other toxic heavy metals? At Eastwood Bio-Medical Research Inc. each batch undergoes rigorous testing and experiments. We, at Eastwood Bio-Medical Research Inc. are concerned that most herbal products do not go through this cost-consuming process. They just claim that 'it is herbal, so it is safe.' This is not necessarily so.

One may also ask whether ELEOTIN® will interact with other drugs. In general, ELEOTIN® is a gentle and mild herbal combination that does not interact with existing treatments. Over 40,000 units of ELEOTIN® have been sold and the purchasers have used a wide variety of hypoglycemic and other drugs. We have never had any interaction complaint. Although ELEOTIN® does not interact with these diabetic drugs, there is no way to absolutely exclude the possibility of a negative drug reaction.



Imagine that a new drug appeared in the future. How can we guarantee that ELEOTIN® will not have negative interactions with this new drug that has not yet appeared? What about if someone designs a special drug for the sole purpose of having a negative interaction with ELEOTIN®? The most we can say is that so far as we know, as of 2003, there are no known or reported negative interactions between our present-day drugs and ELEOTIN®.

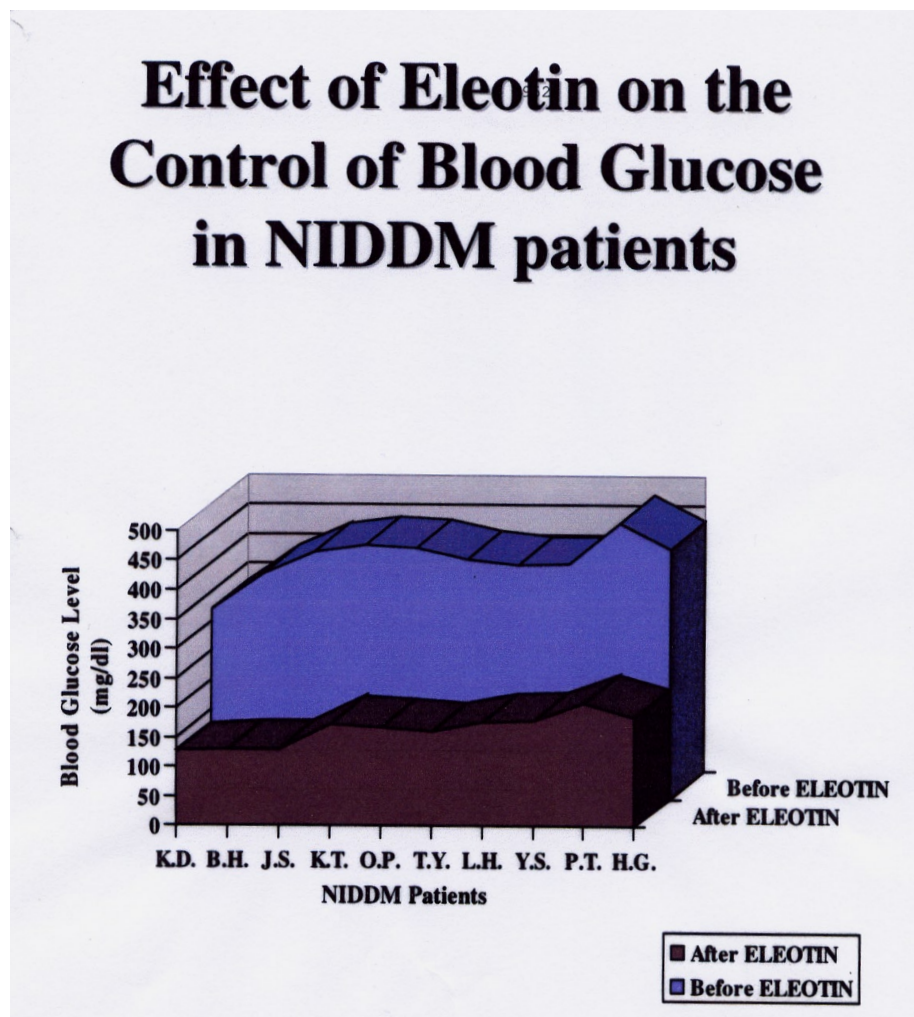
Here is a rule of thumb you may want to follow. If a drug does not come with any specific warnings against some food, then, you may feel relatively safe that there are no interactions between this drug and ELEOTIN®. When some drugs come with warnings against some food, then, consult a doctor regarding this issue. We are suggesting this as a hypothetical issue. So far there was not one single case of adverse interactions between ELEOTIN® and other drugs.

The most we can say is that so far as we know, as of 2003, there are no known or reported negative interactions between our present-day drugs and ELEOTIN®

Does ELEOTIN® have any side effects?

ELEOTIN® has shown no negative side effects other than the mild and temporary constipation and diarrhea, which were reported by two users. This was due to the users' sensitivity to ELEOTIN®'s high fibre content. This was easily controlled by either reducing the quantity taken or drinking the liquid only.

ELEOTIN®, however, does provide many positive side effects. In addition to controlling your blood glucose levels, users have reported many other positive benefits. For example they have indicated the following: improved general health and energy, more peaceful and comfortable sleep, less frequent urination, improved sexual energy, better skin condition, improved vision...etc. Some of these benefits are discussed in more detail later. According to an Asian medical insight: If one herb combination is beneficial to one health concern, it will also be beneficial to many other related health problems. ELEOTIN® definitely helps with glucose control. It



also helps many other health concerns and complications. We know that diabetes is the source of many diseases and innumerable complications. If the very source is improved by a certain treatment like ELEOTIN®, it is only natural that ELEOTIN® would benefit its related concerns and bring about many positive side effects, as well as control of blood glucose levels.

According to an Asian medical insight: If one herb combination is beneficial to one health concern, it will also be beneficial to many other related health problems.

What precautions should I take?

If you are taking both ELEOTIN® and an oral hypoglycemic agent, please monitor your blood glucose levels closely. When you begin to experience the beneficial effects of ELEOTIN®, your blood glucose levels will naturally fall. However, the hypoglycemic drugs you are taking also make your glucose levels temporarily fall. These drugs, if taken too much along with ELEOTIN®, can cause too low blood sugar levels—or more commonly referred to as hypoglycemia. Those individuals who are taking oral hypoglycemic agents should consult their doctor to properly reduce the dosage of the drug when they begin to experience the effects of ELEOTIN®. But, do not discontinue those drugs without consulting your doctor. Premature reduction or discontinuing those drugs may lead to serious consequences.

Can my blood glucose levels go up?

A small number of users found that their blood glucose levels actually went up when they first started taking ELEOTIN®. The reason is simple to explain. Individuals discontinued their current methods of glucose control (usually hypoglycaemic drug or insulin) before the full effects of ELEOTIN® started to appear. Remember it is very important to continue with current drugs and insulin treatments until the full effects of ELEOTIN® begin and your doctor advises you to reduce your drug consumption. ELEOTIN®'s effect usually appears slowly. Be patient.

One thing we would like to mention here is that many diabetic patients are anxious to experience the benefits of ELEOTIN®. So, many people jump to the conclusion that "My diabetes is cured" at the first sign of improvement. Nothing could be further from the truth. There are going to be many ups and downs. Only after a long period of careful treatment, then, you can

feel safe about such conclusions. You should check such numbers like Plasma Insulin, C-Peptide, and HbA1c to tell whether your diabetes is really cured. A lower blood glucose level over a few days is just too unreliable to be the base of the conclusion that you are cured.

ELEOTIN®'s effect usually appears slowly. Be patient.

There can also be a second reason why your sugar levels could go up temporarily. For people who experienced a rise in their blood glucose, the rise of their blood glucose levels continued for a couple of weeks and then subsided. Afterwards, ELEOTIN® began to work quite well for these people. We believe that these people experienced the "**homeopathic symptom**," or detoxification effect. The homeopathic symptom occurs when individuals are not accustomed to herbal treatments and result with mild headaches and very mild dizziness. This homeopathic symptom is a temporary problem as people quickly adjust to all herbal treatments including ELEOTIN®. This is usually not really a big concern. If this bothers you, reduce the dosage by half or even to a quarter of the recommended dosage. Go back to the recommended dosage when these discomforts disappear.

Rarely, but, it is possible that people already with serious liver problems and kidney problems may experience a sudden increase of blood glucose when they take ELEOTIN®. These people experience this increase level of blood glucose when they take any herbal product, not only ELEOTIN®. It seems like that the liver of these people tend to release the glucose stored in the liver when stimulated by herbal products they take. It is recommended that these people stay away any herbal products. But, if they still want to try ELEOTIN®, we recommend that they start with one 8th of the recommended dosage and gradually increase the dosage as their liver and kidney condition improves.

"Homeopathic symptom," or detoxification effect. The homeopathic symptom occurs when individuals are not accustomed to herbal treatments and result with mild headaches and very mild dizziness. Homeopathic symptom is a temporary problem.

Consumption of ELEOTIN®

How many drinks of ELEOTIN® (tea form) should I take?

The average person should take between 3 and 5 drinks of ELEOTIN® each day.



The average person should take between 3 and 5 drinks of ELEOTIN® each day. Drinks should use between 1/4 of a pouch (2 grams) to 1/2 of a pouch (4 grams). However, there are some points to consider when taking ELEOTIN®.

1. Beginners and Individuals with Weak Stomachs - We recommend that all people new to our product start off slowly (e.g. 3 drinks of 2 grams of ELEOTIN® powder or even less). Also, if your stomach is easily upset, we feel it is important that you take a smaller amount at the beginning. Over time you will become more accustomed to ELEOTIN® and can increase the amount of powder gradually. You may also increase the number of drinks you take daily. (Note 3 Drinks = 1 Blend A, 1 Blend B & 1 Blend C) Also, the fibre content may cause you to have an upset stomach. You may try making the tea and removing the sediments totally by straining, or you may try the capsule form. The capsule form, which does not have any fibre, does not cause an upset stomach.

2. Impaired Kidney Function - For individuals with severely impaired kidney function, we recommend they start with a very small dosage (e.g. 1 gram or even less). They may also refrain from making an herbal tea and just take the powder directly in very small quantities. The reason behind this suggestion is not due to ELEOTIN®, but to the additional water intake from the tea. This additional water intake, when ELEOTIN® is taken in the tea form, may be too large a burden on their weak urination capability. However, kidney and liver function has known to be improved significantly after the long-term use of ELEOTIN®. Long-term gradual increase of ELEOTIN® is recommended.

3. Pregnant Women Caution - It is believed that ELEOTIN® is safe for pregnant women because it does not contain any toxic substances. However, this claim has NOT been proven by clinical tests and we STRONGLY recommend that you consult your physician before taking ELEOTIN® while pregnant.

In principle, pregnant women should not take any strong or intrusive substances whether it is natural or chemical. In South East Asia, pregnant women are advised not to eat fruits such as pineapples because of its high level of acidity. Thus, if you are pregnant, do not use ELEOTIN® prior to a discussion with your physician.



But, in case a pregnant woman has to take diabetes drugs to control high blood glucose levels, then, we would recommend that ELEOTIN® is a safer choice than diabetes drugs.

The best answer to how much ELEOTIN® you should take, is that over time, the individual will be able to "let his/her body decide how much they should take." People who are accustomed to the tradition of using herbs will know immediately what we are talking about. The main thought here is that people should become "in-tune" with their body and be able to gauge how their body has reacted to ELEOTIN®. If your body says that a certain portion or strength is too strong or too weak, you should consider adjusting the quantity, accordingly. For example, some individuals who were accustomed to herbal remedies felt their bodies could take stronger drinks. They wanted to experience more immediate results so they increased the amount and frequency of consumption. They began consuming between 1 (8 grams) to 2 pouches of powder per drink. This is still very safe, but for some it may be difficult to drink. Again, there is no problem with this if the individual listens to his/her body. If they begin to feel any discomfort they should reduce the consumption quantity appropriately. After time, people will hopefully adjust their intake as they learn to "let their body decide". It would be safer to say that it is best to start with smaller quantities and see what happens.

The best answer to how much ELEOTIN® you should take, is that over time, the individual will be able to "let his/her body decide how much they should take.

How do I take the capsule form of ELEOTIN®?

Most of the discussion above is relevant only to the tea form. Here, let's discuss the usage of capsule form. A unit of the capsule form comes in a one month supply in North America. Depending on the formula, and depending on the country, it comes with a different number of bottles. ELEOTIN® GOLD comes with three bottles (Morning, Afternoon and Evening). You should take one pill from each bottle a day. This is a total of three pills a day: one pill in the morning, one pill in the afternoon and one

pill in the evening. Just follow the directions on the bottle. Each pill is clearly distinguishable from other pills as all of them have different colours. Again, even when mixed up, there is no real danger. It will be just a bit slower.



Yes, it is true that when we made ELEOTIN® capsule form, it became a lot more convenient to take. However, it became a lot more inconvenient for each individual to make individual dosages that would really suit particular individual situations. For people for whom this individual dosage may effect, they may still want to use the traditional tea form of ELEOTIN®.

Yes, it is true that when we made ELEOTIN® capsule form, it became a lot more convenient to take.

What if I take too much or too little of ELEOTIN®?

Do not worry about consuming too much ELEOTIN®. During our experiments, rats were given over 50 times the human dosage for 7 months. No side effects were detected, and no damage was done to any organs. Thus, as we mentioned in the last question, if your body can take it, ELEOTIN® is quite safe to use at substantial amounts. However, please be aware that more quantity does not necessarily mean better (just somewhat quicker results). This will also depend on your body.

If you use ELEOTIN® more than the recommended dosage, it surely helps to control blood glucose. However, that does counter the fundamental purpose of using ELEOTIN®. Using ELEOTIN® long-term fundamental changes, rather than short-term quick control (for which you are already using chemical drugs). Let us repeat that in the initial period, keep taking ELEOTIN® communally with your current prescribed medication and gradually you will be able to reduce your current medication. But, if you really want to see some quicker results, there's nothing harmful to double or triple the dosage.

We recommend that patients start with small quantities, and increase the consumption to the recommended dosage of 3-5 drinks per day.

When someone eats too little, the beneficial results of ELEOTIN® simply do not start. There should be a minimum concentration in the blood in order to experience the benefits of ELEOTIN®. What should that minimum quantity be? On average if you make 3 to 4 servings out of each tea pouch (or one capsule from each bottle) and take it a total of 3 times a day (Blend A (Morning Capsule) once, Blend B (Afternoon Capsule) once, Blend C (Evening Capsule) once), you will be above that minimum threshold. For those taking the tea form, at that time, you should eat the sediments too. Many people do experience the benefits at even smaller quantities. However, for those on the tea form, we recommend that patients start with small quantities, and increase the consumption to the recommended dosage of 3-5 drinks per day (2 A, 2B and 1C). Even if you have taken too little of ELEOTIN® to experience the effects, there is nothing harmful that has happened too you. ELEOTIN® is a safe food anyhow. You just do not obtain the desired effect. Not unlike the case where you do not get the taste of tomato ketchup, if you use too little. But, nothing harmful really happened due to this.

What happens if I stop taking ELEOTIN® too soon?

If we explain how ELEOTIN® works from a slightly different perspective, you will see the answer to this question quite easily. Again do not be worried, there is no health damage done by a premature discontinuation of ELEOTIN®.

ELEOTIN® provides both temporary blood glucose control (Blend A) and long-term glucose control (Blends B and C).

ELEOTIN® provides both temporary blood glucose control (Blend A – Morning Capsule) and long-term glucose control (Blends B – Afternoon Capsule, and C – Evening Capsule). When the usage of ELEOTIN® stops, the temporary blood sugar control effects will be lost immediately. However, the long-term beneficial effects that have been established by ELEOTIN® will last. So the question will always be: "Have the long-term beneficial effects of Blend B & C (Afternoon and Evening Capsule) established themselves strongly before the person discontinued usage?" If they have, then these beneficial effects will continue to help the body maintain blood glucose normalcy. However, if an individual stops using ELEOTIN® prematurely, this means the person's blood glucose control was being attained mainly through our temporary control herbs (Blend A – Morning Capsule). Since the body has not yet restored its own ability to control glucose levels with the help of Blends B&C (Afternoon and Evening Capsule), the person will experience a rise in blood glucose levels in one or two weeks.

You may wonder why people would prematurely stop using ELEOTIN®. We believe that a number of people prematurely stop using ELEOTIN® because they are too anxious. Since ELEOTIN® is providing long-term beneficial effects, the consumer will not notice dramatic effects of ELEOTIN® immediately. Customers who prematurely stop, tell us the effects of ELEOTIN® start too slowly. Be patient. For example, an uncle of Dr. Kim, CEO of EBMR, had to use ELEOTIN® for six months before experiencing any effects. The uncle complained a lot!!! But after the sixth month, all the beneficial effects emerged suddenly: improved vision, better skin conditions, and, of course lower blood glucose levels. He was able to stop the insulin injections and any other oral hypoglycemic agents. Dr. Kim jokes that at least a few toes of his uncle now belong to him as Dr. Kim's uncle avoided amputation surgery on those toes due to ELEOTIN®.

We recommend that people continue to take ELEOTIN® for at least 4 to 6 months after they begin to experience the benefits.

The second reason for prematurely stopping is due to how people begin to feel when ELEOTIN® starts to kick in. Usually this is after 1 to 2 months. People begin to feel 'great' when ELEOTIN® starts to work. They often regard this 'feeling' as the sign of when they should stop their usage. This is not correct. This is only a sign that ELEOTIN® has started to work and not accomplished its goals. We recommend that people continue to take ELEOTIN® for at least 4 to 6 months after they begin to experience the benefits. For example, if a patient begins to experience the effect after 2 months of usage, he should continue to take ELEOTIN® for another 4 more months (6 months total).

When you stop taking ELEOTIN®, the long-term health benefits received up to that point are not lost. For example, the regenerated β beta cells or enhanced insulin receptors are not immediately lost at termination. We can say that you can stop safely any time. ELEOTIN® is not like those antibiotics that once stopped, they develop some resistance so that people have to take a lot more the second time. ELEOTIN® is known to have no such resistance developing during and after the usage. Always remember that it's a food. You usually do not develop a resistance to foods.

Interactions with Other Treatments

Is ELEOTIN® safe to use with my present oral drugs or insulin?

Yes, in general, ELEOTIN® is safe to use in conjunction with oral hypoglycaemic drugs. We always recommend that your doctor be informed and that the customer should monitor his/her blood sugar level closely. With close monitoring, the person will be able to tell when they need to reduce their oral drug consumption. Otherwise there may be a risk of hypoglycaemia (low blood glucose levels) if patients keep using the same amount of hypoglycaemia after ELEOTIN®'s long-term benefits become established. Imagine what would happen when a healthy person uses hypoglycaemic agents. He will have hypoglycaemia. For exactly the same reason, if a person keeps on using the same amount of insulin and other oral hypoglycaemic agents even after the body develops its own ability to control blood as a result of ELEOTIN®, then, for sure, he will have hypoglycaemia.



ELEOTIN®'s mild and gentle effects cannot possibly endanger your current glucose management. By improving the health of your pancreas and insulin receptors, ELEOTIN® works in a natural and non-harmful way. Over time with ELEOTIN®, you will require less dependency on insulin and drugs; however, always consult your doctor first before you reduce and discontinue other treatments.

ELEOTIN®'s mild and gentle effects cannot possibly endanger your current glucose management.

Also, when ELEOTIN® enhances the health of insulin receptors, it surely increases the efficiency with which body uses insulin. The need for insulin is reduced accordingly, even for type I diabetic patients. We often meet those who could reduce insulin injections by 60-70% within a couple of months of ELEOTIN® treatment.

Diet & Food

Does ELEOTIN® interact with other foods?

Since everyone reacts differently to food, it would be impossible for us to conclude that there are absolutely no negative interactions. But, we do know that ELEOTIN® is very safe. So far 40,000 people have used it, and we have not encountered any adverse interactions with any food. What we do know is that the consumption of alcohol diminishes the effectiveness of ELEOTIN® considerably. Please try to abstain or limit your daily alcohol consumption when you are taking ELEOTIN®. In fact, this is true of any other herbal treatment. Alcohol consumed in conjunction with herbs tends to reduce the effectiveness of herbal treatments. Intuitively, alcohol tends to wash out the effects of herbs. Medicinal ingredients of the herbs tend to get washed out of the body when a certain amount of alcohol enters body.

ELEOTIN® is made from 100% all natural ingredients and it does not interact with other foods that we usually consume daily.

ELEOTIN® is made from 100% all natural ingredients and it does not interact with other foods that we usually consume daily. ELEOTIN®'s all natural ingredients are gentle and mild and usually do not affect other foods. With over 40,000 satisfied customers, we have had no complaints on ELEOTIN® interacting with other foods.

Are there any restrictions in diet when a person uses ELEOTIN®?

All customers usually understand the importance of a good healthy diet in their glucose management, so we ask all users to use their common sense and maintain a balanced and healthy diet. We, however, do not restrict a person from any food item when they are taking ELEOTIN®. The only restriction we ask of user's is that they minimize or refrain from consuming alcohol. The reason is simple - alcohol diminishes the effectiveness of

ELEOTIN®. Remember, do not abuse your body with improper foods or alcohol. Allow your body the time it needs to heal while you take ELEOTIN®.

Can a little bit of alcohol be consumed when taking ELEOTIN®?

Try to avoid all alcohol since it is very harmful to glucose management in general. Please realize the occasional drink will not set back your progress substantially but regular alcohol consumption will. Is that drink really that important to you? For people who answer yes to this question, they should not bother using our product.

So, we ask all users to use their common sense and maintain a balanced and healthy diet.

Cost and Price

What makes ELEOTIN® more costly than most health foods?

It is true that ELEOTIN® is more expensive than most herbal products if we compare its monthly consumption costs. In fact, it was a lot more expensive than it is now. A unit of ELEOTIN® Silver used to demand \$400 (US) in some Asian countries. As of December 2003, the consumer price of a unit of ELEOTIN® capsule form went down to as low as \$75. It is also known that some doctors and other health care professionals give some incentives and further discounts when the consumers make multi-month commitments. Therefore, the price of ELEOTIN® reached quite competitive levels.



The following are the reasons why it used to be expensive:

- 1. Scarce Supply:** At first, the maximum quantity of ELEOTIN® we could produce was quite limited due to the difficulty of obtaining the various herbs that met our quality standards. In September 1998, the maximum monthly production volume of ELEOTIN® was approximately 4,000 boxes. Considering our maximum capacity was less than 200 units per year for the last 5 years, we feel very fortunate with this increase in production capacity. As of 2003, the maximum capacity reached 20,000 units a month when given 4 months notice. Without this 4 months prior notice, our production capacity still remains slightly above 4,000 units. We hope that this grows.
- 2. Research & Development:** Another reason for the 'seemingly high' price of ELEOTIN® **in the past** is the cost of our continued research and

development efforts. ELEOTIN® has taken many years to develop and test, and it is ongoing. There is a great deal more to learn about this product. We are not only doing our own research mobilizing world class scientists, but we also support the research activities at other academic institutes such as Yale University, Cambridge University, and University of Calgary. As of 2003, most of this university research support has been completed. These days, most of the research is being done in-house. But, we expect that beginning 2004, there will be some extensive testing done in China and other countries.



- 3. Quality Control:** ELEOTIN®'s raw materials are tested to ensure they are not contaminated with unsafe levels of heavy metals, herbicides and pesticides. Contamination and pollution by these toxic materials should be a constant concern for every herbal producer, which is sadly not necessarily the case. We are very conscious about safety because we know that ELEOTIN® is for long-term consumption. Also, uniformity is always a big concern. We often have to discard expensive herbs not because of any defects but because they are different from those used in previous batches. But, we really can not evaluate the product in terms of monthly costs only. We have to compare the benefits.
- 4. Cost Benefit Comparison:** Lastly, but probably most important, we should compare the cost of ELEOTIN® with the benefits. In the US, the direct and indirect cost for diabetic care is \$100 billion a year, which is about \$6,500 per patient. The benefits of ELEOTIN® (healthy blood glucose levels and improved general health) far outweigh what you have to pay for ELEOTIN® even in the past when the unit price of ELEOTIN® was a few times higher than what it is now. In fact, ELEOTIN® is a lot cheaper than what some North Americans spend on their daily specialty coffee purchase.

FDA

Has ELEOTIN® been approved by the FDA (USA) as a drug product?

ELEOTIN® is not a drug. So we do not have FDA approval for ELEOTIN® as a drug. ELEOTIN® is a food or dietary supplement product and has been reviewed and cleared for sale as a food/dietary supplement in the US by the FDA.

There are a few reasons why ELEOTIN® has not attempted to obtain drug status with the FDA. One reason is due to the excessive time and financial resources. Applying for drug status takes \$800 million and 8 years on the average—and still without guaranteed success. The most important reason is that for ELEOTIN®, this is almost impossible under the current system. Even though we are willing to pay that much money and time. Here is a simplified version of why. To create a drug approvable by FDA, a pharmaceutical company must first isolate one or two active ingredients. Since ELEOTIN® is made from not just one herb but many herbs, isolating one active ingredient may be almost impossible.



There are almost an infinite number of combinations of chemical variations that happen during the brewing and digestive process. Thus, there is a strong possibility that we may never be able to isolate the single active ingredient in ELEOTIN®. Also, even if we were able to single out the active ingredient(s), there is a high possibility that these active ingredients would be too toxic. Our scientists' feel almost certain that those few ingredients when isolated and singled out would be toxic when used in large

quantities in isolation. Singling out active ingredients runs directly counter to our basic approach, which emphasizes "gentleness and mildness." This is our complete and balanced approach. This may not be a perfect analogy. We often compare the absurdity of trying to isolate the single active ingredient of ELEOTIN® to that of trying to figure out the single active ingredient of spaghetti. Even if we succeed in isolating the single active ingredient of spaghetti, we are quite sure that the active ingredients are toxic, not like the healthy tasty spaghetti your mother cooks.

ELEOTIN® is a food or dietary supplement product and has been reviewed and cleared for sale as a food/dietary supplement in the US by the FDA.

In fact, this point is well known by the people at FDA. These people work there not for the purpose of causing troubles for the manufacturers, but for the purpose of protecting general public. They have been very understanding toward us. FDA of the USA from time to time stops the movement of ELEOTIN® across the border and releases them as soon as possible. We have been taking a very open approach toward FDA USA. They have been very helpful as well. They suggested that we should mark clearly that ELEOTIN® is a dietary supplement and that we should not allow people to purchase on our website. Those were the only remarks we received from FDA during the last 6 years of sales in the US.

They also provided a few clearance numbers for ELEOTIN® as a dietary supplement. The practical difference between dietary supplements and drug in the US are:

1. You can buy dietary supplements without a doctor's prescription, while you need a doctor's prescription to buy pharmaceutical drugs.
2. Medicare covers drug cost, while dietary supplements are normally not covered.

Has ELEOTIN® been approved by regulatory bodies in other countries?



We sell ELEOTIN® in several other countries besides the US and Canada so regulatory approvals have been received for a food/dietary supplement product in those countries. For example:

- 1. Ingredient Approval** - ELEOTIN®'s ingredients or herbs have been reviewed and approved in Korea, Japan, China, Taiwan, and a few other countries. All the ingredients are recorded in many countries' pharmacopoeias and food codes.

- 2. Health Food Approval** - Approval related to the distribution of ELEOTIN® as a health food and the seal of safety have been acquired in Korea. In Taiwan, we obtained health food approval through which we can make medicinal claims. In still a few more countries, we obtained health food status. Usually, for a substance to be cleared as a food is more difficult than to be cleared as a drug. The safety standards are higher for food, as foods are supposed to be consumed on a regular basis and are expected to be taken by many people without the surveillance of doctors. Even though a substance is highly toxic, as long as its medicinal benefits outweigh its toxicity, then, it can be approved as a drug. Not so for foods. Having acquired the status of a food is a better sign for safety.

- 4. Drug approval:** There appear a few changes in regulatory environments in a few countries recently. Consequently, we are in the process of acquiring the approval equivalent to the US FDA drug approval in Canada and China.

Regulatory approvals have been received for a food/dietary supplement product in those countries.

Doctors and Health Professionals

How come I haven't heard about ELEOTIN®?

It usually takes a very long time for doctors to know about a new product. Considering that ELEOTIN® was introduced in March of 1998, and that Eastwood Bio-Medical Research Inc. was a tiny start up company at that time, we think ELEOTIN® is very well known for such a short period. Also, nothing can be further from the truth than saying "ELEOTIN® is not a well known product." According to a survey, almost of 100% of Korean endocrinologists know about ELEOTIN® or at least heard of it. About 70% of Korean diabetes patients know or at least heard of it. Diabetes Associations of a couple countries officially issued special review newsletters.



Of course, when compared with Viagra, it is a relatively unknown product. It is known that they spent billions of dollars to promote Viagra. But, compared with most of other drugs for which billions are not spent, we believe that ELEOTIN® is a lot better known. And, we have attained this with virtually no marketing or PR budgets. We never spent any money to 'push' or 'promote' ELEOTIN® to doctors. One statistic says that the average medical doctor in the US receives in one form or another, the support of pharmaceutical companies of up to \$15,000 a year. I believe that doctors are humans too. Their opinions can be influenced by their supporters and sponsors.

Eastwood Bio-Medical Research Inc. never did and never will give any financial support to the medical doctors. Therefore, you can trust that when your doctor recommends ELEOTIN® that is purely due to their conviction in the benefits of ELEOTIN® for you, not for financial reasons. (Of course, a doctor can be a distributor of our products, but, in that case, we require him to clearly tell the patients that he is a distributor. So, when a doctor recommends ELEOTIN®, you can trust him).

Doctors usually find out about ELEOTIN® through one of their patients. The patient will usually approach his/ her doctor either before they start with ELEOTIN® or after the effects of ELEOTIN® have started and the patient wants to discuss lowering their drug usage. At that stage, many doctors contact EBMR and we provide them with our research package to answer their questions.

We never spent any money to 'push' or 'promote' ELEOTIN® to doctors.

Also, there are many doctors and researchers who volunteered their opinions and reviews of our products in highly respected professional journals and books. If you refer to the science section of our website, you can see a glimpse of such professional opinions of medical doctors and world leading researchers of various areas.



ELEOTIN® has also received more than its fair share of news and TV publicity. We have been reported on and contacted by many TV and newspaper media (30 newspapers, and 2 TV specials so far). With virtually no advertisements except for a simple news release, almost 5,000 products were sold during the first 8 months of introduction. It will take time for everybody to know about ELEOTIN® but we feel in time they will. As said in the above, the average life span of an herbal diabetes product is six months. They usually make huge unsubstantiated claims and disappear. Some medical doctors were under the impression that ELEOTIN® is another of those. Some doctors were quite hostile. But, after 6 years of ever growing sales and ever accumulating evidence, the attitudes of medical doctors changed substantially.

We have been reported on and contacted by many TV and newspaper media (30 newspapers, and 2TV specials). So far It's growing

Why should I recommend any herbal product?

Most Western doctors used to be quite skeptical about herbal products. In general, this skeptical attitude of Western doctors is rapidly changing. In Europe and Asia, many doctors with conventional Western medical training are using these kinds of herbal remedies. There, herbal medicine is not 'complementary.' It is already a part of the main stream. In North America, more and more doctors are also exploring herbal products with an open mind.

ELEOTIN® being developed and tested at a conventional Western University in North America is positive proof that Western educated scientists/doctors are willing to openly explore all possible treatments as long as they are safe and effective. We feel if doctors' review our product and the scientific research conducted with an open mind then the worst reaction they may have is, "I will wait until more evidence is available". We can accept that. Now, we have 40,000 users due to the studies after studies of experts highly respected in their fields who are providing the evidence that confirms the effectiveness of ELEOTIN®. We have more than enough to convince.

Western educated scientists/doctors are willing to openly explore all possible treatments as long as they are safe and effective.

Double Blind Tests

Have double blind tests been conducted?

Even though doctors seem to place a large emphasis on double blind testing, we do not necessarily agree it is crucial when it comes to ELEOTIN®.

A double blind test is a test where both the researcher and the test subject are both unaware of who is taking the real treatment (e.g. a new medicine) or the placebo (dummy treatment). We have conducted controlled tests in which a group was treated with ELEOTIN® and others were treated with non treatment. Even though doctors seem to place a large emphasis on double blind testing, we do not necessarily agree it is crucial when it comes to ELEOTIN®. Here's why.

Our scientists believe that a placebo would not create a noticeable effect on a diabetic subject. The human subjects we tested all had a history of severe diabetes. No placebo would be able to reduce and control their blood glucose levels in the manner in which ELEOTIN® did. Insisting on using a placebo while we know that it could endanger the test subjects was a difficult thing for us to do.



There is a statistical reason why a test with a placebo is irrelevant so far as testing ELEOTIN® is concerned. Placebo controlled experiments are important when there is a statistical problem called **multi-co linearity between explanatory variables**. Multi-co linearity occurs when there are two or more variables that explain or are responsible for an event and those variables statistically cancel each other out. Since these variables work in

the same way (are co-linear), they statistically cancel each other out. In that case, if you run a statistical inference test, you will get an erroneous conclusion that none of those variables are important or contributing to the event, while those variables are important. Thus, statistically you must employ a placebo treatment until you discover the true contributing variables. But that is not the case with our product; we know the major variables that affect blood glucose levels are not really co-linear. For glucose control, we know that the multi-co linearity is not prevalent among the major explanatory variables. In this case, double blind tests do not provide additional information and are quite redundant. In other words, our present research results are statistically powerful enough to make concrete inferences on the safety and effectiveness of ELEOTIN®. What a double blind clinical test does would not change these interpretations very much. However, clinical trials with double blind tests, are presently being considered by distributors of some countries.

We explain further problems with a double blind test with respect to ELEOTIN® in a separate article in the Appendix of this handbook. Please refer to [Diabetes and Markets for Diabetes Care: Double Blind Tests and Other Controversies](#) which replies to questions and criticisms.

In this case, double blind tests do not provide additional information and are quite redundant

Preparation & Storage

(Not Relevant for Capsule Form)

How do I prepare ELEOTIN®?

This section is not relevant for the users of capsule form ELEOTIN®

The most recommended way to take ELEOTIN® is to pour the powder into herb-brewing pots. Brew the powder in water (2.5 cups/360ml) stirring occasionally for one to two hours on low heat. Brewing is finished when the amount of water is reduced to half. If the mixture is boiled at too high a temperature the taste may be bitter and the effect may be decreased. Drink one portion at that time and store the remainder of the tea in the refrigerator. Each pouch will make between two to four drinks. The amount consumed at one time can be gradually increased, as you become more accustomed to herbal teas.

You may collect and store the left over sediment in a refrigerator to make a second brew. We think that it is a great waste to throw away the remaining sediments after just one brew. We recommend that sediments be taken together with the tea, or used to create a second drink. Do not throw away the sediments after their first usage as they are still very beneficial.



Other Preparation Methods

Microwave Method - You may prepare ELEOTIN® using a microwave oven. Simply put ELEOTIN® powder in a container with 1-2 cups of water and brew it for 10 - 20 minutes on low heat (do not bring to a boil).

Thermos Method - You can also put ELEOTIN® powder in a thermos with hot water, shake, and let seep for 25-40 minutes. This is the simplest method and also produces very good results.



Direct Consumption - You can even eat ELEOTIN®, too. In that case, the absorption and effectiveness can be slower. (Note some users have started to put the sediment directly into their food (soups especially). This seems to be a good way to counteract some of the inconvenience associated with taking ELEOTIN®)

People who grew up using herbal teas will find it easy to tell what an overcooked tea is and what an undercooked tea is. The rule of thumb is to let your own body decide. If it tastes too bitter, it is probably overcooked, if it tastes too grassy, it is probably undercooked. The best way to learn is to taste it when you are buying. Distributors should also be familiar with the taste of ELEOTIN®. This way the distributors will be able to educate and help inexperienced customers to make ELEOTIN® correctly.

What about the sediments at the bottom of the glass?

We recommend that most consumers either: eat the sediments; reuse the sediments for another drink; or sprinkle them on food(s). This is very important since 75% of ingredients of ELEOTIN® are still in the sediments after the first brew. We do not want people to waste this fantastic stuff.

All of the beneficial ingredients of this product are locked in the ELEOTIN® powder. Through the various preparation methods, these active ingredients are released. The best way to release the active ingredients is to brew over low heat; however, other more convenient methods are still beneficial. There is always a certain amount of active ingredients left in the powder after it is brewed, thus it is better to consume the powder or reuse them for another drink. Alternatively, you can sprinkle the sediments on your favorite dish while cooking.

Can I put sweeteners or sugars in ELEOTIN®?

The person who asks this is probably knows better already. They also know that sugar and sweeteners are not healthy for them. So the answer is no, to experience the full benefits of ELEOTIN®, we recommend you consume ELEOTIN® without sweeteners or sugar.

Please remember that ELEOTIN® is a natural herbal tea drink made from roots and leaves and is not supposed to taste like a soft drink.

If a consumer does not like the taste of ELEOTIN®, we recommend that the consumer reduce his consumption quantity until he can tolerate the tea's taste. Then the consumer can increase the drink strength after becoming more accustomed to the taste. Most European and Asian customers have no problem with the taste of ELEOTIN®. However, if someone is unaccustomed to herbal products just get them to start slow. Please remember that ELEOTIN® is a natural herbal tea drink made from roots and leaves and is not supposed to taste like a soft drink. Don't worry, you'll get used to the taste.



If I freeze ELEOTIN® will it hurt the effectiveness?

There is no need to freeze ELEOTIN®. ELEOTIN® in its dried powder form should be stored at room temperature in a dry place. ELEOTIN® will remain fresh and effective for approximately two years under these conditions. Please store it just like any other tea product in your household. If you wish, put ELEOTIN® in the fridge but please do not put it in the freezer.

It is not really disastrous if you freeze ELEOTIN®. However, freezing may

destroy some of ELEOTIN®'s ingredients. Instead we recommend that once ELEOTIN® is prepared, it is better to drink ELEOTIN® immediately or store it in a closed container in your refrigerator. If you want to make a batch of ELEOTIN® to drink, we suggest that you make drinks to last for a week and store them in the refrigerator. Of course, the best way to consume ELEOTIN® is fresh, but if you find that brewing ELEOTIN® each time is too inconvenient, then simply brew a large amount of ELEOTIN® and store. Remember that ELEOTIN® can be prepared in several different ways. The quickest way is with a thermos. Just put ELEOTIN® powder in a thermos and let it seep for 25-40 minutes. That way ELEOTIN® can be prepared both quickly and conveniently.

ELEOTIN® will remain fresh and effective for approximately two years.

Benefits

Can ELEOTIN® improve my sleeping?

We have been told by numerous customers that after a day they noticed a dramatic improvement in the quality of their sleep. For example:

- 1. Less Nerve Pain** - People have reduced nerve damage and pain and so are not bothered as much by this pain at night;
- 2. Less Frequent Urination** - People with severe diabetes tend to wake up and urinate repeatedly at night. After using ELEOTIN®, users have indicated that the frequency of their urination has decreased while the quantity of urine has increased.
- 3. Greater Energy Levels** - Since people feel more energetic during the day, they begin to increase their daytime activities. This in turn makes them more tired and ready for bed at night and leads to a very natural sleep.



Customers feel uncomfortable with their body if they have an impairment of their peripheral nerves. If this is the case, they rarely sleep soundly. In addition, diabetics can suffer from chronic fatigue that causes lack of exercise, which in turn prevents a good night's sleep. Poor quality and inadequate amounts of sleep promote exhaustion the following day. This creates a vicious cycle. Many people who have taken ELEOTIN® said they finally slept soundly.

Is ELEOTIN® good for weight management?

Yes, ELEOTIN® is a very healthy form of weight management. ELEOTIN® is

high in fibre and controls the breakdown of carbohydrates into glucose and fat. But more importantly, ELEOTIN® boosts a person's metabolism by strengthening their insulin receptors and activating the process where glucose is turned into energy in muscles. This has a positive effect on obesity by stopping glucose from being turned into fat. This is why ELEOTIN® is good for weight management. It is also reported that ELEOTIN® has a very positive effect on muscle training because of how ELEOTIN® improves the function of insulin receptors in muscles.

But more importantly, ELEOTIN® boosts a person's metabolism by strengthening their insulin receptors and activating the process where glucose is turned into energy in muscles.

Compared with some existing weight management foods that may cause serious side effects, ELEOTIN® is a safe and effective food that rejuvenates muscles and promotes the proper decomposition of glucose. In so many ways, diabetes and obesity are the two sides of the same coin. Each causes and is caused by the other. Breaking this vicious cycle for diabetics is only possible with a weight management system that also is effective in controlling diabetes.



Does ELEOTIN® improve urination?

Yes, ELEOTIN® acts as a diuretic so it makes a person urinate larger quantities of fluid. Thus, this has a positive impact on a person as they urinate on a less frequent basis. Please be aware that it is specifically Blend B (Afternoon Formula) that contains strong uretical ingredients so it is best to stay away from using Blend B (Afternoon Formula) immediately before bed. Use Blend B (Afternoon Formula) during the day-time. One may wonder how can

diuresis result in less frequent urination. The answer is that once the urination becomes strong as a result of diuresis, each urination produces a lot more excretion. Thus, the required frequency of excretion diminishes even though total quantity of excretion increases.

ELEOTIN®'s diuretic properties are outstanding.

Urine plays an important function in our body. It filters out the wastes in our body (detoxification). This plays a crucial role in the body's natural healing process. This is why most restoratives are excellent diuretics. For example, pumpkin and cranberry juices are excellent health foods that act as diuretics. ELEOTIN®'s diuretic properties are outstanding. For example:

1. When ELEOTIN® enters into the body, our scientists' believe old insulin receptors are cleansed and filtered out in urine. After this cleansing, new and fresh insulin receptors emerge and grow.
2. ELEOTIN® increases the body's ability of keeping its blood clean by filtering out more wastes circulating in the blood (detoxification). Consequently, it maximizes the body's self-healing capability by strengthening the body's self-purification ability.

There is a misconception with regards to the use of diuretic drugs, which is that they are dangerous to those who have low blood pressure. This may apply when chemical diuretics are used to artificially promote urination. When a natural diuretic such as ELEOTIN® is used to strengthen the body's self-regulating capacity, this substance is not dangerous even for those who have low blood pressure.

Consequently, it maximizes the body's self-healing capability by strengthening the body's self-purification ability.

Who benefits from ELEOTIN®?

Who does ELEOTIN® have a positive effect on?

ELEOTIN® is a natural health product that will have a positive effect on everyone. ELEOTIN® was originally designed for Type II diabetics by the Julia McFarlane Diabetes Research Center but it can assist others as well. This includes Type I diabetics, overweight people, kidney dialysis patients, and any health conscious person.

ELEOTIN® has a substantial beneficial effect not only on the treatment of diabetes but also on the prevention of other diseases.

Generally, ELEOTIN® has the greatest effect on diabetics. However, ELEOTIN® is not a health food only for diabetics. It is a health food period. This is because diabetes itself is related to the body's basic metabolism and managing the disease enhances the health of the whole body.

ELEOTIN® has a substantial beneficial effect not only on the treatment of diabetes but also on the prevention of other diseases because it stimulates carbohydrate metabolism, rejuvenates muscle cells and strengthens capillaries and peripheral nerves. It has been demonstrated that ELEOTIN® has an overall outstanding effect on sexual dysfunction, insomnia and chronic fatigue. ELEOTIN® has also demonstrated outstanding effects in the general promotion of health when taken by non-diabetics.



Can ELEOTIN® be used by children?

ELEOTIN® is also a very safe and preventative measure against developing diabetes. Other drugs may have harmful side effects, which can be especially dangerous to children. Therefore, we recommend ELEOTIN® as a gentle and safe alternative for children.

Does ELEOTIN® have any beneficial effects on those people who need dialysis?

Dialysis machines are needed to detoxify the body's fluids after a person has serious kidney problems (kidney failure). Customers who have reached this diabetic stage are usually quite old and frail. However, just as any other people, these individuals can also benefit from the assistance of ELEOTIN®. However, we should take precautions with these individuals. First make sure they discuss this with their doctor. Second, we recommend a much reduced powder quantity and water intake for people with very serious kidney problems. The reason is they just can not handle the excessive water used to make the teas. Remember, use your common sense, if someone is seriously ill then it may not be the best time to start a new therapy.

Blend B (Afternoon Formula) is especially helpful to individuals with kidney problems because its ingredients help to cleanse the blood of waste products. Blend B (Afternoon Formula) also has uretical functions that help improve urination. Blend B (Afternoon Formula) helps to cleanse the liver and kidneys.

Just as any other people, these individuals can also benefit from the assistance of ELEOTIN®.

When? And How Likely?

When will a person notice the beneficial effects of ELEOTIN®?

A general rule for when a person will notice the beneficial effect of ELEOTIN® is that it will depend primarily on the person's age and present health. The older the individual and the more severe his/her diabetic complications are - the longer ELEOTIN® will take. This is no miracle. Your body needs time to heal. You are not able to reverse your hyperglycemic condition that has established itself over countless years in a week. However, based on our past experience here is what a person can expect:

Guideline

Type of Person	Expected Benefits - When
Mild diabetic (less than 3 years)	1 to 3 months to feel effects; after 6 months you can gradually reduce ELEOTIN®.
Moderate Diabetic (less than 6 years)	3 to 6 months to feel effects; after 1 to 2 years you can gradually reduce ELEOTIN®.
Severe Diabetic (over 6 years)	6 months to 1 year to feel effects; consumption of ELEOTIN® for many years.

Remember that this is not a miracle fix and so consumers must have a realistic set of expectations.

Graph Summary

The length of time prior to feeling ELEOTIN®'s beneficial effects depends on the individual's condition or symptoms. For individuals who have relatively mild symptoms, beneficial effects begin to surface within three months and

it takes about six months for the treatment to be completed. For patients who have severe cases of diabetes, beneficial effects begin to surface after six months and it takes one to two years for the treatment to be completed. For those who have impaired β beta cell function, the beneficial effects begin to show in six months and it takes several years for the treatment to be completed. Please remind people that Type II diabetes is a disease that takes many years before it begins to seriously inhibit you. Likewise a natural solution like ELEOTIN® will not be able to immediately solve this condition. The natural solution will come if the body is given ELEOTIN® and sufficient time and nourishment.

The older the individual and the more severe his/her diabetic complications are - the longer ELEOTIN® will take. This is no miracle.

How likely would I experience the beneficial effects of ELEOTIN®?

There is no treatment that can claim it is successful for every individual. There are also many health foods and drugs whose benefits are difficult to experience. Some work for only 10-20% of their users. If the disease or condition they treat is very serious, this may still be seen as a big success. ELEOTIN® has a greater probability of success if used for a sufficient period and when it is treating a very serious condition – such as high blood glucose levels. We can provide you with the following rough guidelines for an individual's likelihood of obtaining ELEOTIN®'s beneficial effects:

Hypotheses that people do not experience the benefits after 7 months	Rejected at 90%
Hypotheses that people do not experience the benefits after 4 months	Rejected at 80%
Hypothesis that people do not experience the benefits after 2 months	Rejected at 60%

In ordinary language, the above statements can be read as follows:

It is very unlikely or 10 out of 100 (20 out of a hundred, 40 out of a hundred) that a person does not experience the benefits of ELEOTIN® when they use ELEOTIN® according to instructions for seven months (4 months, and 2 months). So as you can see, our experience indicates that if someone sticks with ELEOTIN® they are almost assured of the positive effects.

So as you can see, our experience indicates that if someone sticks with ELEOTIN® they are almost assured of the positive effects.

How soon should I reduce my oral hypoglycemic drugs?

The general rule here is to always consult your physician prior to adjusting your prescribed medication levels. Please refer to the general guidelines above that show when you will likely feel the beneficial long-term effects of ELEOTIN®. By monitoring your glucose levels closely you will also know when ELEOTIN® begins to lower and control your blood glucose levels.

While taking ELEOTIN®, you should continue to monitor your daily blood glucose levels. When your levels are near normal or have stopped showing dramatic fluctuations, consult your physician. Your physician is the only qualified person to tell you when you should reduce your oral hypoglycemic drugs. Work with your doctor and inform us of any improvements in health. We love to hear from all our customers especially after they have used ELEOTIN® for over six months. Furthermore, you can expect to feel better according to the severity of your condition.

Your physician is the only qualified person to tell you when you should reduce your oral hypoglycemic drugs.



Prevention

Can ELEOTIN® prevent hyperglycemia?

ELEOTIN® was shown to prevent hyperglycaemia in animal experiments at the Julia MacFarlene Diabetes Research Centre at the University of Calgary. This is how the tests were conducted:

Two rat groups were used. The rat type used had a strong predisposition to becoming hyperglycemic over time. That is, if the rats were left untreated they all would develop high blood glucose levels. The results indicated after ten weeks only 10% of the ELEOTIN® rat group was considered hyperglycemic whereas 70% of the control group that was given a placebo saline drink were hypoglycemic. The average blood glucose levels after ten weeks was 168 mg/dl (9.3 mmol/L) for the ELEOTIN® group compared with 354 mg/dl (19.7 mmol/L). Based on this test and other similar animal tests, we can say that ELEOTIN® provides a very high degree of preventive assistance.

How does ELEOTIN® help prevent hyperglycemia?

Insulin receptor upregulation increases insulin binding and the absorption of glucose into cells. β beta cell regeneration in the pancreas creates increased insulin secretion.

Once you understand the previously described mechanism of action of ELEOTIN®, you will notice that it has an effect not only on the treatment for diabetes but also on its prevention. There is no reason for you to develop diabetes if the number of β beta cells secreting insulin in your body increases and are strong. With an adequate amount of insulin secreted, muscle and liver cells are rejuvenated and insulin is effectively utilized. Many people who do not have symptoms of hyperglycemia are taking ELEOTIN®, and they have noticed an outstanding effect on the general promotion of their health.

It is known that people with family members who have diabetes have higher probabilities of developing diabetes. Many of these people use our products as a preventative measure as well as for general health promotion.

It has an effect not only on the treatment for diabetes but also on its prevention.

Does ELEOTIN® prevent hypoglycaemia (low sugar levels in blood)?

In general, ELEOTIN® does not prevent hypoglycaemia or low blood glucose levels. But it does help the body in a few ways to naturally decrease its occurrence. ELEOTIN® upregulates insulin receptors, which also help insulin bind to the insulin receptor. Therefore, in cases when there is too much insulin being secreted into the blood (e.g. some hypoglycaemic drugs stimulate insulin secretion like sulfonylurea); the upregulated insulin receptors help to remove the excessive insulin in the blood. This will reduce the person's risk of becoming hypoglycaemic. In addition, the insulin secretion caused by ELEOTIN®'s Blend A occurs in a very natural way. That is, insulin is secreted only when the body needs additional insulin. Therefore, the insulin secretion caused by ELEOTIN® does not create hypoglycaemia.

But it does help the body in a few ways to naturally decrease its occurrence.

Insulin & Type I Diabetics

Does ELEOTIN® work on Type I diabetes?

No conclusive evidence has been accumulated on **Type I diabetics** (as of January 1999). As ELEOTIN® was developed for Type II diabetics we have not actively pursued Type I customers. However some Type I diabetics have recently tried ELEOTIN® and experienced improved blood glucose levels.

In theory, the indication of β beta cell improvement should help Type I diabetics. Initially, we did not want to sell ELEOTIN® to Type I diabetics because our research was based mostly on Type II diabetics. However, some Type I diabetics strongly demanded ELEOTIN® and we eventually provided some units to them. They later contacted us and indicated that their blood glucose levels improved using ELEOTIN®. This has prompted us to conduct further research on ELEOTIN®'s effects on Type I diabetics. We will keep you posted. (If you are Type I or have any Type I friends that may be interested please contact us directly)

However some Type I diabetics have recently tried ELEOTIN® and experienced improved blood glucose levels.

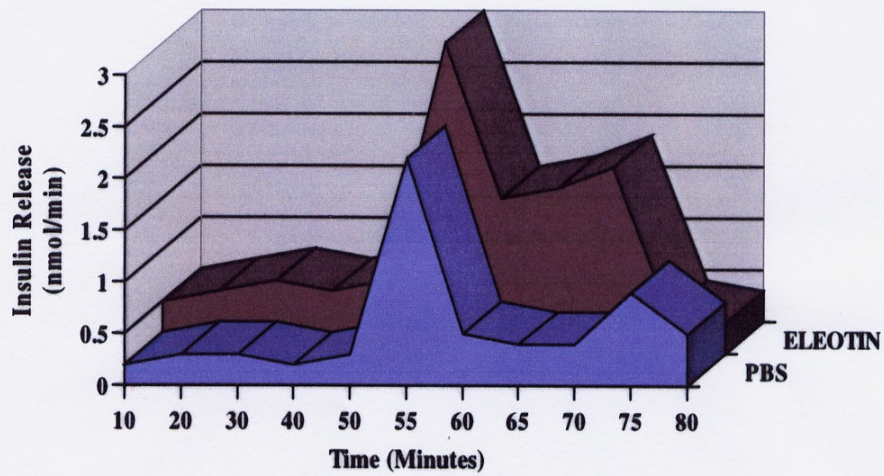
Does ELEOTIN® increase insulin secretion?

Yes, ELEOTIN®'s Blend A formula assists the pancreas to increase insulin secretion. The insulin secretion caused by ELEOTIN®, only occurs when more insulin is needed. In this way, ELEOTIN® does not lead to hypoglycaemia.

By rejuvenating the health of the pancreas and in particular, the β (beta) cells, more insulin is produced. The pancreas is not strained to produce more insulin using only a few β (beta) cells, which is characteristic of chemical drugs. Instead, ELEOTIN® restores the health of the pancreas and increases the number of health β (beta) cells, thus increasing insulin secretion naturally. This is a long-term increase not a short term manipulation.

ELEOTIN® restores the health of the pancreas and increases the number of health β (beta) cells, thus increasing insulin secretion naturally.

Insulin Secretion in Response to Glucose



Note: Glucose from the pancreas of PBS-treated GK rats and Eleotin-treated GK rates

Alternative Uses of ELEOTIN®

We developed ELEOTIN® mainly for helping the general health of adult onset diabetic patients. But, many people use ELEOTIN® for many purposes other than its main purpose.

Weight Control

Most frequently, people use ELEOTIN® for weight control. It is quite understandable, considering that both diabetes and weight problems are two sides of the same coin. Both are metabolism problems. In fact, many endocrinologists recommend ELEOTIN® for weight control. Numerous people are starting to develop safe weight control products for children based on the technology contained in ELEOTIN®.

Cancer

Some cancer patients use ELEOTIN®. They say that control of blood glucose levels in tumors halts their growth. They say that the tumors are highly diabetic and safe control of blood glucose levels leads to tumor control. We, ourselves know very little about this use. However, researchers have come up with serious scientific support. Our position is that ELEOTIN® is good for general health, whether you are a diabetic or not. There must be at least something that helps patients to fight their cancer better.

Children's Disorders

Some are interested in using ELEOTIN® for their children's ADHD and other neurological problems such as Autism. They know that their children should control their blood glucose level.

Sleep

Many use ELEOTIN®, especially the evening formula, as a sleep aid. Some use it to control their gangrene infections. Some use to improve their vision damaged by diabetes.

Sexual Function

Interestingly, some are known to use ELEOTIN® to boost male sexually energy.

Regularity

Many people have found that the use of ELEOTIN® (Tea form) has been very beneficial in helping them regulate their bowel movements.

Addition to food

Admittedly a bit strange, I myself sprinkle ELEOTIN® tea on my salad. Many people laugh, but it tastes quite OK. I do this quite often. I also put ELEOTIN® in my Miso soup. I also put ELEOTIN® extract in beers. (Though taste-wise, it did not make much of a difference, though)

The Art of the Sale

Unfortunately, there really is no such thing as the Art of the Sale. However, we believe that successful distributors possess three basic weapons: knowledge, conviction and experience. If you really believe in something, and if you have already experienced it, your conviction and experience will flow from you naturally. Coupled with the proper training and product education, a very honest and effective salesperson is created. But if you have no conviction, experience or product knowledge, it would be impossible for you to try to convince others. So before you read the remainder of this manual, ask yourself the following questions:

- **Do I really believe in ELEOTIN®?**
- **Have I tried ELEOTIN® and experienced its beneficial effects?**
- **Has somebody close to me tried ELEOTIN® and experienced its beneficial effects?**
- **Have I reviewed the information the manufacturer provided on ELEOTIN® thoroughly?**

If you are unable to positively answer at least one of these questions then you should reconsider whether to continue as a distributor further. Remember that you must first believe in ELEOTIN® through experience before you can convince others.

Successful distributors possess three basic weapons: knowledge, conviction and experience.

Types of Customers

Besides product knowledge, you need customer knowledge. Who are they? What do they need or what are they looking for? You will encounter many different types of customers. The effective salesperson properly categorizes customers and customizes their approach in order to maximize their sales potential. From experience, here are a few examples of customer types:

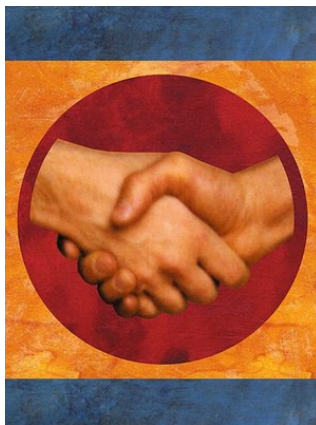
Non-Believers

These people will never believe in anything or anyone.

These people will never believe in anything or anyone. No matter how convincing the evidence may be, no matter how strong the theoretical arguments may be, non-believers will always find reasons why they should not believe. They continually request additional information and they seem to enjoy lengthy and sometimes confrontational discussions on any issue.

How Should I Approach Them?

If you approach a non-believer, do not spend a great deal of time trying to convince him or her. What non-believers want is someone to argue and debate with. Usually these people respond better when you simply walk away and come back later. Instead of getting yourself into a long debate with confrontational skeptics, use the repetition of a simple message. These people will come back with a more open mind later. Therefore, for non-believers we recommend that you avoid confrontational situations and use repetition. Rather than argue you should walk away and save your time for more open-minded customers. They have to rely on you anyway—what other options do they have except ELEOTIN®?



Instant Believers

These people believe everything without question.

In contrast to non-believers, these people believe everything without question. Even before you start to provide any information, instant believers already believe. When this happens, many inexperienced distributors feel very grateful. They feel they have just met a quick and easy sale. This feeling may not last long as many instant believers only want a free sample. In many cases, they think that they can manipulate a distributor who appreciates a customer that readily agrees with them.

How Should I Approach Them?

Resist feeling grateful to somebody who believes in ELEOTIN® even before you explain what it can offer. Do not feel guilty for refusing to give out a free sample. From our experience, many of these instant believers do not even use the free sample they receive. When you encounter an instant believer, always try to invite them into a healthy question and answer discussion so that you can provide solid reasons for them to purchase ELEOTIN®. Confirm their purchase with them by providing the necessary information and facts about the product because without this, you are in a barren territory.

Regular Customers

These people are in between the above two.

The majority of your customers will be in between these two extremes. This is where your product knowledge, conviction, experience and balanced and honest approach will assist you the most.

How Should I Approach Them?

These people will both listen and question you on the benefits and shortcomings of ELEOTIN®. Answer them truthfully with the best of your ability and you will do just fine. Remember; do not be afraid to tell a customer that you do not know the answer to a question. Tell them you will get back to them immediately after receiving additional information from the manufacturer and always do as you promised. Be truthful and honest. The worst and last thing you want to do is lie to them and provide them with the wrong information. Get to know them and build a strong, long-term relationship. The idea is to have them purchase in the future and not just

be a one shot deal.

Doctors

There are occasions when you will have to talk to a doctor. Do not be intimidated by a doctor's call but respect their years of medical training and expertise. Remember that even though doctors have superior medical training, knowledge and experience, as far as ELEOTIN® is concerned, you know a lot more. Most doctors are only concerned about three main things. First, "Is ELEOTIN® FDA approved?" Second, "Has any double blind test been conducted with ELEOTIN®?" and third, "Does ELEOTIN® interact with other drugs or food?" The answers to these questions and others are provided in this manual. If a customer's doctor is asking questions you are unsure of, you may have him contact us directly.

Please remember that doctors are typically very risk averse. What they are worried about most is the possibility of them being sued for malpractice if they prescribe something harmful to their patients. Feel free to provide the doctor with our research information. Remember that leading diabetes scientists around the world have developed this product and have prescribed this product for their patients.

Remember that even though doctors have superior medical training, knowledge and experience, as far as ELEOTIN® is concerned, you know a lot more.

Reasons Why People Buy or Do Not Buy ELEOTIN®

Once you understand the effects of ELEOTIN® and the benefits it brings, we feel confident you can convince customers that they have no other choice but to use ELEOTIN®. Other glucose control treatments provide only temporary benefits. ELEOTIN® is the only product, known to us, that provides long-term health improvements and leads to molecular level strengthening of the β (beta) cells and insulin receptors. ELEOTIN® provides a natural long-term solution to glucose control. When you think of ELEOTIN® in this manner, customers may have no other choice.

ELEOTIN® is the only product, known to us, that provides long-term health improvements.

Please review the following list of the reasons why customers have purchased or not purchased ELEOTIN®. You will experience the same responses, so be prepared.

Cited reasons why customers bought ELEOTIN® (no particular order):

1. ELEOTIN® is a very gentle product that doesn't feel harmful to my body;
2. It is a herbal product, and it has scientific evidence to back it up;
3. My doctor recommended ELEOTIN® to me;
4. I've heard a lot of good things about ELEOTIN® from the media and my friends, so I decided to try it;
5. It's safe, healthy, and made of all natural herbs;
6. Besides helping me control my blood glucose levels, ELEOTIN® has helped me to sleep better, has given me more energy, and has improved my skin complexion;
7. ELEOTIN® helped me decrease the number of times I needed to urinate;
8. ELEOTIN® helps me control my weight;
9. I believe ELEOTIN® is good for my health so I decided to buy it; and
10. I've tried everything else on the market and this one actually works for me.

Here are the cited reasons why people did not buy ELEOTIN®:

1. ELEOTIN® is too expensive;
2. ELEOTIN® has not been approved by the FDA as a drug yet;
3. It takes too long to work;
4. I do not like the taste very much;
5. ELEOTIN®'s is very inconvenient to make and you have to drink more than one tea a day;
6. ELEOTIN® is a herbal product, so I don't believe what they say about it;
7. It is a fairly new product, so I think I'll wait to try it;
8. My doctor has never heard about ELEOTIN® before;
9. I am using drugs right now. I don't think I need ELEOTIN®; and
10. There is not enough scientific research behind ELEOTIN® to convince me.

In this manual, we provide answers to common questions so you can explain them to your customers. At the same time you will learn many powerful reasons why people should buy ELEOTIN®. Remember to get to know your product, and most importantly, your customer.

We wish you success in your endeavours and we hope that the FAQ list will be an invaluable tool for convincing consumers about the beneficial effects of ELEOTIN®.

Sincerely yours,
Eastwood Bio-Medical Research Inc.
Manufacturer of ELEOTIN®

Testimonials

(Names have been abbreviated to ensure confidentiality of users. Please contact EBMR if you would like to speak with any of these people.)

Ms. L – Dawson Creek (45 year old Caucasian)

"All my family is diabetic. I have suffered from diabetes for a long time. About a month ago, a Korean friend living in my neighbourhood suggested to me that I take ELEOTIN®. At first, I was reluctant because I managed my diabetes only with exercise and diet, and I did not even follow my doctor's instructions.

"I have been taking ELEOTIN® for about 20 days now. After ten days of taking ELEOTIN®, there was no difference in my blood glucose levels. My expectations seem to be too high. However, to my surprise, after two weeks I began to feel its effects. My distributor tells me that I'm lucky to experience the positive effects so quickly, because it usually takes two months."

"My complexion was brighter and smoother than before. I felt as if I was walking on air. My entire family was so happy to see this. I went to my doctor immediately and had my blood glucose level monitored. It dropped down to 4.6 which used to be around 20 mmol/L. I am quite excited now and I feel confident in ELEOTIN®. I am willing to answer any questions on my experience with ELEOTIN®."

Mr. C – Maryland, United States (65 years old)

"I have been suffering from diabetes for the past ten years. I have tried red ginseng extract as it has been known to be effective for diabetes. My experience is that it was effective only for a very short period. Therefore, I reduced the volume from one cup per day to an occasional cup."

"A month ago, I came across an ELEOTIN® advertisement and I decided to try it. I have been taking it ever since. I have tried my best to follow the method of use although I find the preparation somewhat inconvenient. Some of the positive results for me are: less frequent urination, less fatigue, and better sleep."

"I am impressed by the effects of ELEOTIN® and have thus promoted it to close friends. I have also placed an order for one more unit."

Mr. P – Korean diabetic patient (35 years old)

"I am quite obese and my height is 168.5 cm (5' 5") and weight being 80.5kgs (178 lb.). I was dumbfounded when I was diagnosed with diabetes. I tried to maintain the diet therapy and exercise that my doctor advised but it was not effective in stopping my high sugar levels. I needed insulin injections to keep my sugar levels down."

"I began to take ELEOTIN® at the request of my doctor who works at a university hospital. I took it for three months. During this time, my doctor was impressed with the results of ELEOTIN®. He said my blood glucose level dropped to 115 mg/dl (6.4 mmol/L) from 398 mg/dl (22.1 mmol/L) before. Also the number of β beta cells that produce insulin increased by 20%. My doctor told me I had greatly benefited from ELEOTIN®. I agree."

Mr. K – Chairman of S. Group in Korea (52 years old)

"My families are all diabetics. I had also been suffering from diabetes since I was young. I have had diabetes for over 15 years. I always managed my diabetes by taking my doctor prescribed drugs. I never tried anything else because I trusted my doctor's advice and the other products all seemed very unscientific. Recently a friend introduced me to ELEOTIN®. It did not seem to help very much for one month and then I began to really notice it. After two months I did not need any drugs anymore and my blood glucose regained its normal level. I was very grateful to my friend and ordered more."

"Above all, I feel less tired, have better complexion and improved sex life. I recommended ELEOTIN® to all my family because the benefits exceeded my expectations."

Mr. B – President of Company B in New York (44 years old)

"I have been suffering from diabetes for 10 years. I did not have any treatment because I wanted to overcome the disease with my spiritual beliefs. However, I was so worried about the fluctuation of my blood glucose level. It would drop down to 150mg/dl and then rise up to 400mg/dl."

After I took ELEOTIN®, I began to have a good night's sleep and decreased thirst. I think this may be an answer to my prayers. I recommended

ELEOTIN® to others and their responses were also good. I'm even thinking about doing business distributing this product."

Ms. D – Former nurse in Calgary, Canada (70 years old)

"I developed diabetes in my late sixties as many other diabetics. There was a time I could not sleep because of diabetes and had to take 30 tablets of painkillers a day. My limbs decayed even though I was taking insulin shots. The diabetes research institute where I worked recommended that I take ELEOTIN®. I took it for 4 months. All my severe diabetic symptoms disappeared. I have not taken ELEOTIN® since that time and I still feel better even after 2 years time. I never expected that this could happen to me."

Ms. K – Resident of Seoul (52 years old)

"I just thought that ELEOTIN® was one of many diabetic drugs that are overly publicized. I was disappointed at those drugs. However, I consulted my physician, Dr. H. He jumped up and kept telling me that there is no cure for diabetes. Upon my persistent request, he contacted Eastwood Bio-Medical Research Inc., the developer of ELEOTIN®, to further investigate the product. He seems to feel comfortable about the fact that the world-renowned diabetes researcher is very well known in the Korean medical circle. My doctor now accepts me taking ELEOTIN® I hope other doctors will also recommend ELEOTIN® to their patients."

The testimonials are too many to be listed all here. Please have a look at our website and bulletin board where many people share their experiences.