



What Sets Mannatech Apart

Observations for Mannatech Associates

Health Brief: Disease Mainly Due to Poor Nutrition



The National Center for Health Statistics, the Nation's principal **health statistics** agency, www.cdc.gov/nchs/, has shown that "**only nine percent of all American adults consume enough healthy foods to reach their minimum recommended daily intake of nutrients to assure proper health!**" Verifying this claim, **Johns Hopkins Medical School** has repeatedly warned that "suboptimal nutrient intake is a widespread problem." The end result has been a plague of obesity, diabetes, heart disease and cancer.

Harvard University professor Walter Willett collected dietary data on more than 250,000 men and women for a period of 25 years. Summing up his research findings he said "what we know is that the major causes of diseases in our country -- cancer, cardiovascular disease, stroke, diabetes -- are not genetic factors, as so many people believe and use as an excuse, but diets and lifestyle factors. We have documented that unhealthy diet and lifestyle account for more than 80 percent of heart disease, 90 percent of type II diabetes, and more than 70 percent of stroke and colon cancer."



Mannatech, Inc. - Leaders in Nutraceutical Research and Development
Breakthrough Glyconutrient / Phytonutrient Products Enhance Cellular Function.

"Unlike stock, reformulated or synthetic "nutritional" products that either don't do anything or actually work against our body, Mannatech has developed unique, high quality, proven nutritional supplements based on cutting edge technology (called Glycobiology or Glycomics) designed to work with our body to help it repair, heal, regulate and sustain disease free health.*

In fact these patented, pharmaceutical-grade, Nutraceutical products are vital to our health and well-being. Mannatech's Glyconutrients are now **considered the fourth category of necessary nutrients to sustain life but are largely missing from our modern diets.** Established categories of nutrition are: Vitamins & Minerals; Essential Oils (Fatty Acids); Proteins (Amino Acids); and Carbohydrates (Glyconutrients [sugars]).

Mannatech Associates are at the forefront of an important new Medical Paradigm Shift. With the debilitating and deadly, toxic side effects of Pharmaceutical drugs, (the fourth leading cause of death according to the AMA), more than 60% of Americans are turning to alternative or complementary health solutions. This new paradigm shift is about taking responsibility over our own health and being proactive (Preventive). This is true Health Care. Handing our lives and well-being over to insurance companies, medical corporations and pharmaceutical companies, etc. after a problem arises (Disease Care or Treatment Care) is becoming increasingly risky and less favorable.

Note: The American medical system, rated number 1 in cost yet 37th in the world for fulfillment, is the leading cause of death and injury in the United States. The number of people having in-hospital, adverse drug reactions (ADR) to prescribed medicine is 2.2 million.¹ The number of unnecessary medical and surgical procedures performed annually is 7.5 million.² The number of people exposed to unnecessary hospitalization annually is 8.9 million.³ The total number of iatrogenic [induced inadvertently by a physician or surgeon or by medical treatment or diagnostic procedures] deaths is 783,936. The 2001 heart disease annual death rate is 699,697; the annual cancer death rate, 553,251.⁴

The Dietary Supplement Health and Education Act (DSHEA), passed by congress in 1994, created a new category of supplements known as **Nutraceuticals**. Nutraceuticals are all natural, “functional food” components standardized for high quality, proven non-toxic, and shown to have a pharmacological health benefit validated by medical research. Nutraceuticals often provide a safe and effective alternative to the myriad side effects and dangerous interactions inherent in prescribed drugs!

The Science of Optimal Health

GLUCOSE
GALACTOSE
MANNANOSE
FUCOSE
XYLOSE
N-ACETYL-GLUCOSAMINE
N-ACETYL-GALACTOSAMINE
N-ACETYL-NEURAMINIC ACID

Necessary Carbohydrates

“About 200 monosaccharides (carbohydrates) are found in nature, however only eight are found in...the chains of glycoproteins.”
—Harper's Biochemistry
Murray, et al. 1996

Harper's Biochemistry
Robert K. Murray
David J. Granner
Peter A. Mayhew
Victor W. Rodwell

Overwhelming scientific evidence now documents the importance of Glyconutrient and Phytonutrient supplementation as providing an effective course of action in health promotion and disease prevention. These facts along with spectacular breakthroughs in Glycobiology and Cellular research are creating a revolutionary new focus in medicine!

A Snapshot of Mannatech's Standing and Achievements

- ◆ **Mannatech is the only nutritional company that offers Accredited Continuing Medical Education** programs to physicians that are recognized by the American Medical Association.
- ◆ **Mannatech was the only nutritional company asked to address the United States Congress** about ways to build and support the immune system in the event of bio terrorism.
- ◆ **Mannatech is the only nutritional company with a program like the PNE (Pharmacist Network Exchange)** that allows people to call a pharmacist with their concerns if any of our nutritional products will interfere with any drugs they are taking and/or how to work with their doctor to reduce or eliminate their medication through the use of building their health with our supplements.
- ◆ **MIT**, which produces the highly respected Massachusetts Institute of Technology Review, released their February, 2003 issue entitled, "**10 Emerging Technologies That Will Change the World!**" Mannatech's Glycobiology based technology (or Glycomics) was the first one listed!
- ◆ Mannatech's Optimal Health System (OHS) products are listed in the **Physician Desk Reference for Dietary Supplements (PDR) under Immune System Support.**
- ◆ Mannatech has produced an award winning website for physicians, researchers and laymen alike at www.glycoscience.org. The website subscribes to the HONcode principles of the Health On the Net Foundation and was given the World Wide Web Health Award that recognizes the **best health-related Websites for consumers and professionals**. Previous winners have been the **Mayo Clinic, American Institute for Cancer Research, and the Red Cross.**
- ◆ Mannatech has **three times** more product specific research studies than all the nutritional companies combined. **MIT reports Glycobiology is the most prolific area of research** with thousands of new articles being written each year.
- ◆ Mannatech's breakthrough Immune System support technology is featured **on the cover of 6** major science publications and featured in over 58 magazine journals and written up in tens of thousands of peer reviewed articles. You can read about it in the medical textbook's **Harpers Biochemistry and Acta Anatomica as well as Technology Review (MIT), Scientific American, M.D. News and Science Magazine (not just a few pages but the entire 200 page magazine).**
- ◆ Mannatech's technology is based on the science of cellular communication and cell function and its importance to wellness. Tens of thousands of research papers, peer reviewed articles and studies have been produced in this field of science.

- ◆ Mannatech received a **first-place award** during the 4th annual, 2007 conference on natural supplements sponsored by **Scripps Center for Integrative Medicine** in La Jolla, California. Mannatech's research provides a better understanding of how complex carbohydrates can support the immune system. Mannatech's research is scheduled to be published in the **Journal of Alternative and Complementary Medicine**. Scripps also received its **second largest grant** from the National Institutes of Health to study Mannatech's carbohydrate technology (Glycomics) and cellular communication.
- ◆ The largest association of natural health care practitioners in the US, the ANMA, **awarded its highest honor to Mannatech's research team** for their discovery of its breakthrough product, Ambrotose™.
- ◆ In a double blind placebo study, **eight of ten biomarkers of aging actually improved** for those given Mannatech products.

A chilling report from UC Medical Center shows immune system function weakening, decreasing a whopping 30% in the past 20 years! Nutrient depleted foods, poor diets, synthetic substances in processed food and products, lack of exercise, environmental toxins, pharmaceutical and recreational drugs, stress and pesticides in our water and food supply are the primary factors. Understanding that our body works best and can actually repair and protect itself from most diseases with proper diet and nutritional supplementation, moderate exercise, drinking plenty of fresh, filtered water and living a sensible lifestyle in clean air, is paramount to achieving good health.



FOR THOSE CONSIDERING A HOME-BASED BUSINESS OPPORTUNITY

A new Home-Based Business starts every 2 seconds... that's 350,000 every week globally!

Deciding to have your own home-based business makes a lot of sense in today's world. When that business comes complete with **free training** and **support**, a **proven track record of success**, and is based on **scientifically proven, groundbreaking proprietary products** within a **fast-growing**, soon-to-be **Trillion Dollar Wellness Industry**, and driven by the **largest pent-up market in the world**, the choice narrows to just one company.

CNN and **Good Morning America** rated Mannatech as one of the **“Top ten” home based business opportunities in America!** A private business analyst firm, **Earnst and Young**, rates Mannatech™ as one of the **“Top five”!** Why? Because the company does it right in all areas. High levels of professionalism, an impressive research team of over 30 doctors, positive clinical trial results (product effectiveness), exclusivity of product line, high average associate commission levels, comprehensive training with extensive 24/7 support, toll-free information, powerful Internet management and access, international expansion and more put Mannatech at the top of the list.

Newsweek predicted Nutraceuticals to become “**the next financial blockbuster**”. In Europe, nutraceuticals already outsell pharmaceuticals. In America, the AMA’s predicts **nutraceuticals to become a \$200-250 billion dollar industry**. How big is this? **Nutraceuticals** are predicted to **outsell pharmaceuticals by 2 to 1 and current nutritional supplements by six times!**

How big could this opportunity be for you? Just sharing your story from your heart could make the opportunity for you a true blessing of helping others and true prosperity.

The way Mannatech is positioned in this new industry is much like Microsoft was in 1982:

- True breakthrough disruptive technology.
- The technology was proprietary and protected with patents. (They owned it).
- Everyone needed it and had to come to them for it.

All this positioned Microsoft to dominate a whole new industry!

Now consider the exciting parallel between Microsoft and Mannatech.

- Mannatech has **true breakthrough disruptive technology** - This technology is **proprietary** and is **protected with patents**. (Mannatech owns it).
- Everyone on the planet needs it and must come to us for it.
- ◆ Physician’s Management proclaims **Mannatech the leading company in the Nutraceutical industry** with more than a billion dollars in sales in ten countries.
- ◆ **Mannatech Receives Direct Selling Association Success Award.**
Compensation Plan Spurs Industry Interest and Garners Coveted Award for 2005. DSA represents 12 million sales people.
- ◆ Forbes Magazine (Oct. ’06) **ranked Mannatech number Five best company in America** with annual sales under \$1.5 Billion. Business Week Magazine named **Mannatech Sixth Hottest Growth Company of 2005** based on Talent, Teamwork, and Creativity.
- ◆ **Mannatech’s stock has risen over 1500%** in the past five years and set record growth and profits on each of the past 14 quarters. **Mannatech is a debt-free company** with combined **sales exceeding 2 Billion Dollars** and is traded on NASDAQ under the MTEX symbol.
- ◆ Mannatech was twice chosen for Equity Investor’s 26-Week Micro-Cap Review in Business Week magazine. That placed **Mannatech in the top 10%** of approximately 3,700 U.S. companies with market capitalization under \$200 million.
- ◆ Olympic athletes from US, Canada, Australia and England have **selected Mannatech** as their official supplier of nutritional supplements. Many professional sports teams also purchase Mannatech’s products. **www.TeamMannatech.com**
- ◆ **Mannatech's Chief Executive Officer sits on the board of The Direct Selling Association (DSA)** which is the national trade association of the leading firms that manufacture and distribute goods and services sold directly to consumers. More

than 150 companies and over 12 million people are members representing over 25 Billion dollars in sales in 2000.

- ◆ **Sam Caster**, founder, CEO and Chairman of the Board of Mannatech is **considered an icon in the Network Business Industry and also founder of MannaRelief**, a non-profit organization providing our wellness products to over **47,000 underprivileged children in 72 countries** including the United States.
- ◆ **Good Morning America** has rated Mannatech as providing one of the best, top 10 home-based business opportunities available today because of our patented technology and the results people have had with our products. Earnst and Young rated Mannatech in the top five!
- ◆ Mannatech has been featured on **ABC's 20/20** and their patented discovery was selected as the number one product in North America!

In Closing

Achieving good health requires a strong, responsive immune system. Mannatech's products are scientifically proven to support the immune system **better** than other supplements or drugs! Achieving financial security and time freedom depends on choosing a vocation with no limits to success. Network marketing allows one to work their own hours while producing four times more millionaires than any two other industries combined!

The concern has always been in choosing the right company. **Mannatech's vision of improved health and wealth for anyone who wants it is well established.** Mannatech has already **paid out a Billion Dollars to its associates** and is experiencing tremendous growth adding thousands of new health-minded associates every month!

Real fulfillment in life can come from **helping others be healthy and prosperous.** For better health and richer lives, discover Mannatech - leading the way in the new medical Paradigm Shift of true Health Care over Disease Treatment.

About Mannatech, Incorporated

Founded in 1993, Mannatech, Incorporated, is a global wellness solutions provider that develops innovative, high-quality, proprietary nutritional supplements. Today Mannatech has more than two dozen glyconutritional products for adults and children that address health and nutrition, sports performance, weight management and skin care that are sold through approximately 536,000 independent associates and members located in the United States and the international markets of Canada, Australia, the United Kingdom, Japan, New Zealand, the Republic of Korea, Taiwan, Denmark and Germany.

Mannatech is a pioneer in the field of proprietary glyconutritional supplements and wellness products. In 1996, the company announced a ground-breaking formulation of a nutritional supplement comprised of a unique blend of plant-based saccharides, which are also known as glyconutrients ('glyco' is the Greek word for 'sweet'). Medical research acknowledges that certain sugars are needed at the cellular level for optimum

cellular function.* Considering that most of these sugars are often lacking in modern diets, Mannatech sought new and better sources of the nutrients. The effort culminated with the Ambrotose complex. Mannatech: <http://www.mannatech.com>.

More Ways Mannatech is Different from ALL Other Companies

- ◆ The Royal Society of Medicine, London, England invited Mannatech to present Glyconutrient technology to their top scientists.

In the history of the Royal Society of Medicine, they have never before invited a nutritional company to present to them.

After the presentation, John Axford, BSC, MD, FRCP, President of the Section of Clinical Immunology and Allergy at the Royal Society of Medicine, and a Fulbright Scholar, was so impressed after Mannatech's presentation that he researched Mannatech's new discovery and decided to join our board. Nobody from the Royal Society of Medicine has ever done this with a nutritional company before.

John Axford has written 2 best selling medical text books, written over fifty reviewed papers and over one hundred published medical abstracts. He also sits on the board of three prestigious medial journals. This man would not risk his reputation by joining a nutritional supplement company unless he's convinced that Glyconutrients have legitimate science.

- ◆ Mannatech was invited to present their science at the 8th Annual World Congress on Medicine Dec. 2003, held in Geneva Switzerland and sponsored by the UN.

Mannatech was the only Nutritional Company in the world that was ever asked to present their science.

- ◆ An interview with Dr. Ben Carson, the world famous director of pediatric Neurosurgery at Johns Hopkins University in Baltimore, by Dallas Weekly Magazine, Feb 2004 issue. Dr. Carson has been named by both CNN and Time Magazine as one of the top 20 doctors in America. Dr. Carson has experienced an amazing change in his quality of life by using glyconutrients. Dr. Carson made this statement:

"The science made sense to me. God gave us in plants what we need to remain healthy. In today's world our food chain is depleted of nutrients and our environment has helped destroy what God gave us. "I do not see glyconutrients as unnatural. I see them as complimentary to traditional medicine. Dietary supplements should become an integral part of health care in this country."

No other Doctor who is listed as one of the top 20 in the US is heralding a nutritional product.

- ◆ An article by Dr. John Rollins, a former high ranking, award winning United States Patent and Trademark official, was published in the Aug. 2004 issue of the Atlanta Voice Newspaper titled, "Disruptive Technology Brings Hope to Healthcare".

The Atlantic Voice asked him, "During your 20-year career in the US Patent Office, did you examine any single discovery in bio-affecting compositions that stood out above the rest in its potential to impact the future of health?"

Dr. Rollins answered, "Yes! There have been many significant discoveries, but one stands head and shoulders above the rest; the discovery of a new category of vital nutrients called, Glyconutrients. This discovery might provide the single biggest opportunity to impact health from both ends of the spectrum. First, glyconutrients are essential for normal defense functions, making them one of the best strategies for reducing the risk of disease. Second, they are also necessary to support the normal functions of repair, making them one of the most critical strategies for supporting the body's normal healing functions. This is one of the most important discoveries of the 21st Century.

No other nutritional company has ever been talked about by anyone from the US Patent Office as one of the most important discoveries of the 21st Century.

- ◆ MIT's Annual Emerging Technologies Conference (Sept. 2004). Mannatech was honored to be the only nutritional company in history to be asked to speak among the top innovators at this historic conference.

No other nutritional company in the world has been asked to speak at an MIT Annual Emerging Technology Conference.

- ◆ Congressional Hearing: November 14, 2001 on Comprehensive Medical Care for Bioterrorism Exposure.

Dr. Reg McDaniel, who is co-coauthor on the patent for Mannatech's Glyconutrients, was the only person from a nutrition company asked by Congress to speak. At the Congressional meeting on Bioterrorism, Dr. McDaniel explained that the front line defense against bio-terrorism is a strong immune system and that only glyconutrients can provide that kind of protection. Since speaking, Glyconutrients are sweeping the capital and many Senators and Congressmen are now taking Glyconutrients.

No other nutritional company in the world has ever been asked to speak before Congress on Bioterrorism.

- ◆ Dr Bill McAnalley, who is also co-author on the patent for Mannatech Glyconutrients, was invited to speak at the United States Patent Office, because of Mannatech's unique filing on patented nutrients.

No other nutrition company has been asked to present to the US Patent Office.

- ◆ Proevity Continuing Education Group gives CME's to doctors on a science Mannatech pioneered and established.

No other company in the world is awarding Continuing Education Credits on a technology they discovered and patented.

- ◆ Roller compaction technology protects the integrity of the ingredients, making it more efficacious and bio-available. Oxidation is a problem in other companies' products and roller compaction in essence encapsulates the active ingredients to help prevent oxidation. Oxidation is what causes a product to spoil and lose its potency. Other companies use products that have fillers that are used to facilitate the production process. However, by "roller compacting" the ingredients with Ambrotose we create a product that flows through the production process. Fillers also pose another problem. Some people are allergic to certain fillers. By

eliminating the fillers we eliminate potential allergens. Lastly, roller compacting will reduce the size of the capsule, caplet or pill which makes it easier to swallow -- a challenge especially for women who have smaller throats.

No company in the world has their entire product line using this technology at this time. Mannatech is scheduled to have its remaining line all roller compacted.

It's the breakthrough glyconutritional discovery, overwhelming medical science validation, endorsements, and product efficacy that separate Mannatech from all other nutritional companies.

It's the award winning compensation plan, industry standing, recognized leadership, doctors and scientists, caring customer service staff, committed Associate support base, and a company with a proven track record that's totality dedicated to your success that separates Mannatech from all other network marketing companies.

**And it's the mission:
Helping people of all ages around the globe
find a better quality of life!**

**HOPE
HEALTH
OPPORTUNITY**

But as they say, the proof is in the pudding. So to really know if Mannatech products can help you attain a better state of health with more energy and focus, try them yourself. There's nothing else like them or more important for our health!

References

The DSHEA (Dietary Supplement Health and Education Act of 1994) states as federal law: "Science has found that **optimal nutrition is essential for good health, to prevent disease, and restore health.**" Optimal nutrition requires supplementation of those key nutrients the body uses to support normal physiology but are missing or lacking from our diets - Glyconutrients, Phytonutrients, Phytochemicals, Vitamins & Minerals, Amino Acids and Omega Oils.

[Stephen D. Nugent, NMD, PhD, PDD, CNC](#) - Current President of the International Association of Complementary Medicine as well as the President Emeritus of the American Naturopathic Medical Association states, "**Glyconutrients are the most important health breakthrough in the last 100 years**"

** These nutrients are not designed to treat, cure or ameliorate any disease or condition. However, the Federal Government has determined that everyone can benefit from real nutrition and these nutrients are tools to help the body function appropriately.*

1. Lazarou J, Pomeranz B, Corey P. Incidence of adverse drug reactions in hospitalized patients. JAMA. 1998;279:1200-1205.

2. Calculations detailed in Unnecessary Surgery section, from two sources: (13) <http://hcup.ahrq.gov/HCUPnet.asp> and (71) US Congressional House Subcommittee Oversight Investigation. Cost and Quality of Health Care: Unnecessary Surgery. Washington, DC: Government Printing Office, 1976

3. Calculations from four sources, see Unnecessary Hospitalization section: (13) <http://hcup.ahrq.gov/HCUPnet.asp> and (93) Siu AL, Sonnenberg FA, Manning WG, Goldberg GA, Bloomfield ES, Newhouse JP, Brook RH. Inappropriate use of hospitals in a randomized trial of health insurance plans. NEJM. 1986 Nov 13;315(20):1259-66. and (94) Siu AL, Manning WG, Benjamin B. Patient, provider and hospital characteristics associated with inappropriate hospitalization. Am J Public Health. 1990 Oct;80(10):1253-6. and (95) Eriksen BO, Kristiansen IS, Nord E, Pape JF, Almdahl SM, Hensrud A, Jaeger S. The cost of inappropriate admissions: a study of health benefits and resource utilization in a department of internal medicine. J Intern Med. 1999 Oct;246(4):379-87.

4. National Vital Statistics Reports. Vol. 51, No. 5, March 14, 2003.