



Hey there everyone!

The weather outside is frightful, well actually more dreary than frightful, but inside here at Beeyoutiful, there is a lot of excitement. There's actually so much to be excited about that I'm only going to be able to hit the highlights in this newsletter update or it will be so long, even I won't read it. I love writing to you all, because there always seems to be so much happening, so much we are learning, and so much to share, but so few opportunities. So I tend to get a little wordy. I'm going to desperately try to make this short, to the point, and somewhat interesting. I'll try to include links for more information about everything, but as always, if there are any questions, please contact us! So now, I come to the first big decisions, in what order do I talk about everything, what's first, and should I use bullet points, letters, numbers, or paragraph form. Ack! This writing thing is hard, which is why I guess I don't write very often.

I guess the first thing to mention is that we managed to get the new kiddo through the first month or so of life. Steph nicknamed him "Bean". We got through the rashes, and he's not nearly as fragile (amazing how fast they grow), and we are getting enough sleep to have enough energy to BE excited about anything. Oh, and we figured out what Steph can eat that won't cause him gas. Pretty simple actually, although Steph might get a little bored of eating only broth for the foreseeable future. :) It's not quite that bad, but she is a HUGE fan of our new Digest Best. Makes a TREMENDOUS difference to Caleb. If you haven't heard about our new arrival, you can read more here.



Caleb Joshua "Bean" Tallent



If you frequent our website, you might have noticed some changes going on. That's pretty exciting, and I'll get to that. But making much of that possible is a new hire. In October we hired Jeff as operations manager to take a lot of the daily load off of me and leave me free to go to the beach, put my toes in the sand, and sip on little fruity beverages. So now he is here and I'm off! . . . to the huge backlog of development work and writing that has literally been piling up for years. *Sigh* Maybe the beach is overrated anyway. I would imagine that sand could get into a person's drawers and cause a lot of irritation and those fruity drinks probably aren't made from fruit. Probably happier and healthier here. So Jeff has taken a huge load off of me. He has also participated in a lot of development stuff as well, having skills as a photographer, graphic designer, video editor, and much more!

So most of the time, he's going to be running the daily show - at least that's the plan, and I'll be working on new systems to make us better, provide more informational material and develop new and better ways to get it out, as well as trying to reach more people.

And so on to the changes to our website. This is already getting long so it is time to bullet point, I guess. Hang on until the end. There are a few really good ones!

- 🐝 Redesigned home page (still a work in progress) with some beautiful new images rotating. Check it out. www.Beeyoutiful.com

- 🐝 Our Forum at MerryHeartMedicine is now moved over to Beeyoutiful, and can be accessed through the main menu on each page. Check it out here: [Beeyoutiful Forum](#) A great place to find super information, ask questions, get answers and interact with Beeyoutiful staff and other like minded people. And if you tried to sign up in the past and didn't get approved, um, it probably got lost in a flood of spam registrations (there were over 7000 spammer registrations). Also fixed now.

- 🐝 We have VIDEOS! Steph has been making videos of all sorts for a while now. And um, we haven't really been doing anything with them. So now they are all up on the website and can be accessed here. - [Beeyoutiful Living Videos](#) - Plus we have video product descriptions on some of our favorite products.

- 🐝 You can now ask questions about a product on the product page itself. And when it is answered, other people will be able to see the question and answer as well. An example here.

- 🐝 We have a Frequently Asked Questions (FAQ) section. It is almost empty, but we'll be filling it up in the coming weeks. More info about it here.

- 🐝 Many request for us to sell gift certificates, and we FINALLY have that ability. Whew. You can check one out here. And more information here.

- 🐝 Not a big thing for most customers, but now we have a "Pickup at store" checkout option for those who are local and want to come over here and pick it up. Just don't choose it accidentally!

- 🐝 This is the one new thing that I'm most excited about (obviously excepting our baby boy)! We have a rewards program. We've had the affiliate for a while, but it isn't for everyone. This is. Earn points for things you do like placing an order, reviewing a product, sending a product recommendation to a friend, or even liking a product on Facebook. And you can use any amount of points to discount your order, or even completely pay for your order. How cool is that? I call them "Bee Points". Is that too cheesy? Maybe I'm still not getting enough sleep. Anyway, check out the details here.

There's lots more coming as I work through my wish list of things I've been wanting to do and wanting to write, but I won't bore you with details.



Aroma Breeze Diffuser - \$55

We should probably talk about specials for the season, and then I should let you get back to your day. Caleb is next to me heaving huge sighs. A lot of people do that when they read my stuff. Hmm. Kinda makes you wonder how much they intuitively “get” when so tiny.

We bought a bunch of diffusers a while back when they were on sale, so that we could offer sales at this time of year. I think I’m just going to put them on sale and leave them on sale until they are all gone. They are powerful tools, and every home should have at least one. So those will be \$55 for a while.

Here is a past newsletter with more info about using diffusers and essential oils, as well as a video about diffusing in your home. Only caveat is that you can’t order these online.

But hey, it is an excuse to call and talk to one of us. (1-800-556-0967 or mail in an order form)

We’ll also take 10% off of all of the NEW products that we’ve added in the last couple of months through 12/31/11. Those would be:

- Ginger Essential Oil
- Thyme Essential Oil
- Gut Guardian and Gut Gaurdian Supreme
- CoQ10 capsules and powder
- Fenugreek
- Clinical Strength Prostate Health
- Digest Best



10% off all NEW products

And finally, since they make good gifts, I’m just gonna go wild and say 10% off of any Beeyoutiful branded Bath and Beauty or Essential Oils product through 12/31/11.

Well over the course of writing this, the weather went from dreary to snowy (not sure if that qualifies as frightful because it sure is pretty), and little Bean has stopped sighing and gone onto fussing, so time to close this out.

We’ve had a great year in so many different ways, and we thank you for your part in that, especially for the kind and encouraging words. Whatever holidays you may be celebrating in the next month, we hope that it will be a relaxing, and enjoyable time with family and friends. We are anticipating Christmas here, a time for us to celebrate the birth of Jesus. Merry Christmas to all!

--Steve