



Hey there everyone!

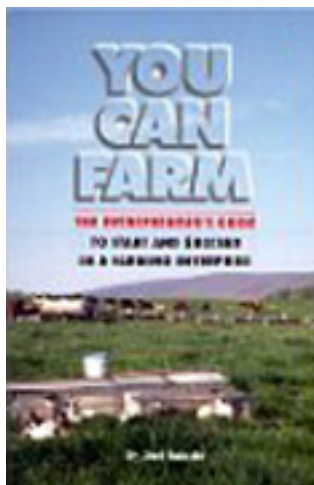
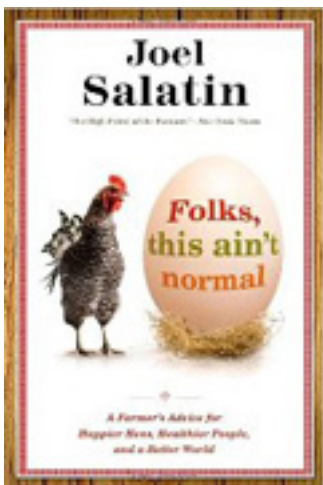
About a week before I began writing this, I got an email from Jeff absolutely hounding me about writing another newsletter. Ugh. I just wrote the December newsletter just, um, last, well no, the week befo--I guess it has been more than 4 weeks. So I guess it is time for another one. And maybe, possibly, I may have asked him to remind me. But still, it feels like I JUST FINISHED ONE! Can't I have a little bit of space. So, to assert my independence, of course I put it off for a full week, and took two weeks to complete it. But still, just read his message and you'll understand. "This is your friendly reminder - write January newsletter! --Jeff". What a slave-driver! So, off we go before I get flogged with another email reminder.

As I began writing this, I was sitting at the kitchen table, watching Noelle procrastinate about eating some yogurt with fruit, and listening to little Caleb in the swing beginning to fuss. And then Noelle discovered a new way to delay eating the food. She jumped up, turned on some music, and started singing to the wee one. And it did stop the fussing for a minute, so at least that was good. Then it started up again as she got distracted with her new ceramic piggy banks - in daddy, mommy and baby sizes. And so I had to stop writing, get up and deal with all of it. You know when you think about how short these email newsletters are, and how non-technical and such, it seems like somebody probably just sits down and pounds it out really quickly.



Noelle and Caleb Tallent

But that is rarely the case. It usually takes many hours, spread out over days, with many interruptions and distractions, changes of position, and rewrites. Especially when reduced to typing with one hand while holding an infant. One might as well not even be typing at all. There will be free time later when the baby is sleeping and the house is quiet. Or at work, when all of the little emergencies are past and all of the emails answered, right? It has been said, that my daughter gets her streak of procrastination and self-distraction from me. But personally, <whisper - I think it's from her mother, SHHHH.>



On to the news of this newsletter. In personal news, we had a good, restful Christmas. We didn't go anywhere, because Caleb is so young still, and we're trying to be really careful. And we didn't have anybody over because it seemed like everybody was out of town visiting relatives, or too far away to come visit. So just us. We did just about the same for New Year's, if memory serves. We started reading Joel Salatin's book, Folks, This Ain't Normal. I think we got it from Amazon.com. We have been enjoying it. Enough so that Stephanie bought me another of his books, You Can Farm: The Entrepreneur's Guide to Start & Succeed in a Farming Enterprise

We took the baby to a pediatrician for a wellness checkup, and like fools, let Noelle play in their little play area - at least we felt foolish afterward. She had a lot of fun, but promptly started with the symptoms of a cold. We managed to keep it at bay, but with our haphazard doctoring, it persisted for more than a week and Steph and I both got sniffles as well. Nobody got "sick" but we sure weren't well either. Caleb managed to stay healthy through the whole thing as far as we could tell.

We don't have the best immune systems, or intestinal flora, and that passed down to our kids. We have been working on ourselves and with Noelle for years and things have gotten so much better. We all get sick less and less frequently.

Noelle really struggled in her first couple of years, with tummy upsets, gas, colic, colds, and other such stuff. I think Caleb got a better start as we were in better health. He seems to be much more content than Noelle, but still has some tummy discomfort. It does seem to be getting better. We are giving probiotics almost every day when we remember. And we've been using Colic Calm. That stuff is really amazing. We're really happy to see where we have come from with our health, but we still have a long ways to go.

Since we have a new baby, and a beautiful one at that, I think it's an unwritten requirement, that there be some pictures. Steph has some albums, here and here, on Facebook that you can see more pictures of him!

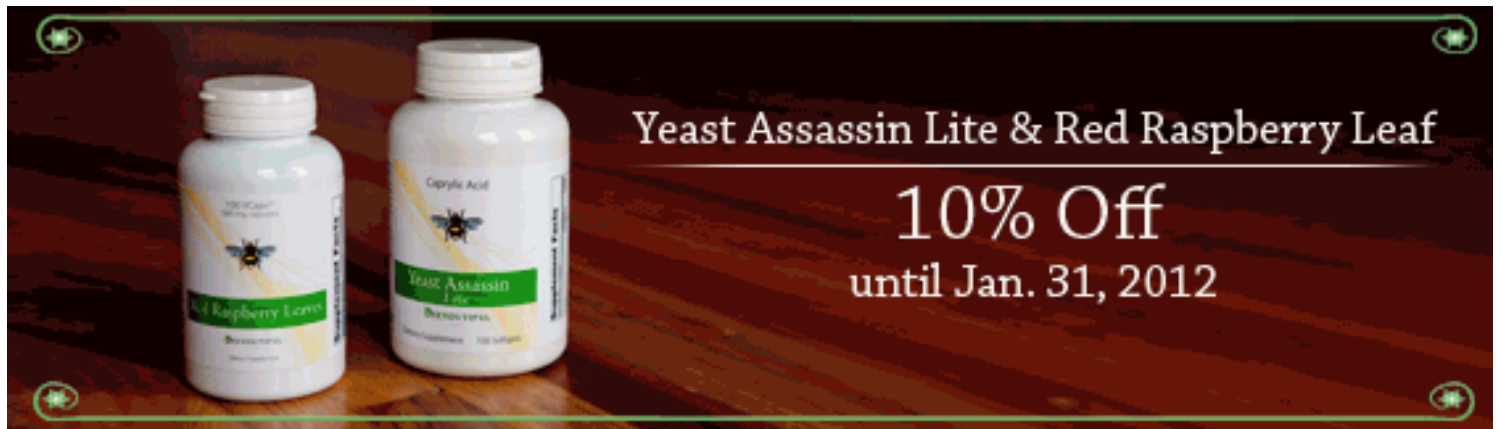


In Beeyoutiful news, not much has changed from last month. We updated the Bee Points Rewards program so that you can now earn points from "Liking" a page on Facebook. You can check out that and all of the other ways that you can earn Bee Points and how you can use them here. We've gotten a lot of product reviews since we instituted the rewards program and that is exactly what we wanted. One thing that I would like to get is some video reviews. We are going to start asking questions weekly on our Beeyoutiful Facebook page, <http://www.facebook.com/beeyoutiful>, so check those out and add your opinion. Many of those questions will then be turned into voting polls. So check out our Beeyoutiful page weekly as you can get bee points for voting in the polls and give us your valuable input. You should find the poll on the right hand side.

And in things to look forward to, we're currently working on a couple of B-complex products, a couple of lip moisturizers, a 64 oz. size of Berry Well, a 120 ct. family sized Tummy Tuneup, and a couple of other things. I'm hoping that all of these are available within the next couple of months. Of course we'll send out new product alerts and drop that information in a newsletter, and probably provide new product discounts to most of them. Also Stephanie is in the early stages of testing out a mineral makeup line. That one is a big step, so stay tuned and hopefully we'll get some updates to you if we go forward with it.

For January Specials, I'm going to keep the Aroma Breeze Diffuser on sale. We run one next the the bed, and it makes a big difference in how well we sleep and overall in how we feel. Keeps us healthier. If we've got a bit of a croupy, sinusy, runny or stuffy nose type of thing going on, those tend to get worse through a cold night. Not with a diffuser running eucalyptus oil. Usually those conditions improve through the night,

and we wake up breathing better than we went to sleep. Also, since we were out of stock of Gut Guardian, our premium probiotic, for so long right after introducing it, I'll put that on special for January as well. Hopefully this time we can keep it in stock.



We had to delay the newsletter a bit, just to wait for it to come in. So it should be in stock when you get this. Danny says that our stock levels of a few products are higher than he would like so we're going to give a 10% discount on Yeast Assassin Lite and Red Raspberry Leaf as well.

I had to laugh at something that Steph said a few mornings ago. I had started writing this a few days before, and knew that I really needed to get it done before diving headlong into the new year.. The date was Saturday, December 31, 2011. So I left to go to the office for some quiet time to finish it off. Steph mumbled as I was walking out the door, "I think I'm going to hit the next person that says, 'Oh it is so nice that you own your own business!'" Truly, it is nice, and we often take it for granted, but are very thankful when we really think about it. But it is a LOT of work, at all hours, and everywhere we go. Although we have traveled a good bit, and enjoyed ourselves thoroughly, we haven't had a real vacation where we haven't done work since we started Beeyoutiful several years ago. But we really do love what we are doing, and we're grateful to all of you that are taking this health journey with us, and wish you all the best in 2012!

- Steve