



## Amazing Fact: Ubuntu Extra Virgin Olive Oil is an Award-Winning proudly South African best selling product

**GHWE: What inspired you to start Ubuntu Extra Virgin Olive Oil, and what sets your olive oil apart from others on the market?**

**Loyiso Manga:** Our inspiration was born from the desire to share the health benefits of Extra Virgin Olive Oil that help in reducing heart disease, stroke, hypertension and High Blood Pressure. To be the first black owned commercial brand in South Africa was central in encouraging people of colour to enter niche markets and thrive. What sets us apart is the story of our journey of transformation and Ubuntu from all sectors of South Africa, our tenacity of digging deep and never giving up on our dreams. The Olive Oil we use also won International awards such as Gold in the New York Olive Oil competition and top selling brand at Woolworths.

**GHWE: Could you share some of the challenges you've faced as an emerging farmer in the olive oil industry, and how you've overcome them?**

**Loyiso Manga:** Funding and access to markets has always remained our key challenges as many emerging farmers and entrepreneurs experience. The slow moving wheels of Government and red tape and doubt from the Private Sector also remains a constant challenge. We overcame these challenges through the spirit of Ubuntu shown by South Africans in assisting with funding for stock and orders. We have not overcome the stumbling block of funding.



**GHWE: Sustainability is a growing concern for consumers. How does Ubuntu Extra Virgin Olive Oil prioritize sustainable farming practices?**

**Loyiso Manga: The farm we source from adheres to strict Environmental, Social and Governance (ESG) regulations and aims, to at all costs, to use nature in dealing with pests and farming friendly fertilisers and pesticides.**



**GHWE: What advice would you give to someone looking to start their own olive oil production business, especially in an emerging market?**

**Loyiso Manga: Start small. Establish a brand and dig deep. The olive oil industry globally is experiencing serious climatic changes which are leading to low yields during harvest. This has adverse impacts to production and price escalations. So plan properly, investing in knowledge gaining of the industry and be passionate. It's a beautiful industry.**



**GHWE: Can you describe a particularly memorable moment or achievement in your journey as a farmer and owner of Ubuntu Extra Virgin Olive Oil?**

**Loyiso Manga: In 2020, I resigned from my call centre job and travelled 9000 kilometres across the country marketing the brand. That was an absolute game changer as we gained media publicity through media houses and won the hearts of our people.**

**Secondly, the olive oil we use winning Gold in the New York Olive oil Competition and London Olive Oil competition was massive. Listing with Woolworths in September 2022 after going through a rigorous process with them was amazing for us. Us replenishing at Woolworths 3 times in two months was a testimony that South Africans were loving our brand. We counting to thank South Africans for showing us unbelievable love by support and brand that started in a garage a month before covid.**

#### THE BANANA PEEL HEALTH BENEFITS

ARE YOU TOSsing AWAY THE HEALTHIEST PART OF YOUR BANANA? IT TURNS OUT THAT BANANA PEELS ARE A GOLDMINE OF NUTRIENTS, PACKED WITH FIBER, VITAMINS, AND ANTIOXIDANTS. THIS HUMBLE PEEL ISN'T JUST WASTE – IT'S A POTENTIAL POWERHOUSE FOR YOUR HEALTH.

#### DIGESTIVE HEALTH BOOST

BANANA PEELS ARE RICH IN FIBER, WHICH IS ESSENTIAL FOR A HEALTHY DIGESTIVE SYSTEM. FIBER HELPS REGULATE BOWEL MOVEMENTS, PREVENTS CONSTIPATION, AND SUPPORTS OVERALL GUT HEALTH. BY INCORPORATING BANANA PEELS INTO YOUR DIET, YOU CAN PROMOTE BETTER DIGESTION AND KEEP YOUR GUT HAPPY.

#### CHOLESTEROL CONTROL

SURPRISINGLY, BANANA PEELS MAY ALSO HELP IN REDUCING CHOLESTEROL LEVELS. THE FIBER AND ANTIOXIDANTS PRESENT IN THE PEELS CAN AID IN LOWERING CHOLESTEROL, THEREBY REDUCING THE RISK OF HEART DISEASE AND IMPROVING HEART HEALTH. INCLUDING BANANA PEELS IN YOUR MEALS COULD BE A SIMPLE YET EFFECTIVE WAY TO SUPPORT YOUR CARDIOVASCULAR SYSTEM.

#### ANTIOXIDANT POWERHOUSE

ANTIOXIDANTS ARE COMPOUNDS THAT PROTECT YOUR CELLS FROM DAMAGE CAUSED BY HARMFUL MOLECULES CALLED FREE RADICALS. BANANA PEELS CONTAIN VARIOUS ANTIOXIDANTS, INCLUDING LUTEIN, ZEAXANTHIN, AND FLAVONOIDS, WHICH HELP NEUTRALIZE FREE RADICALS AND REDUCE OXIDATIVE STRESS IN THE BODY. BY CONSUMING BANANA PEELS, YOU CAN BOLSTER YOUR BODY'S DEFENSE AGAINST DISEASES AND PROMOTE OVERALL WELL-BEING.

#### HOW TO INCORPORATE BANANA PEELS INTO YOUR DIET

NOW THAT YOU KNOW THE INCREDIBLE HEALTH BENEFITS OF BANANA PEELS, YOU MIGHT BE WONDERING HOW TO ADD THEM TO YOUR MEALS. ONE EASY WAY IS TO BLEND THEM INTO SMOOTHIES ALONG WITH THE FRUIT OR INCORPORATE THEM INTO BAKED GOODS LIKE BANANA BREAD. YOU CAN ALSO EXPERIMENT WITH COOKING BANANA PEELS BY BOILING, FRYING, OR PICKLING THEM.

DON'T OVERLOOK THE NUTRITIONAL TREASURE HIDING IN YOUR BANANA PEEL. BY INCLUDING BANANA PEELS IN YOUR DIET, YOU CAN ENHANCE YOUR DIGESTIVE HEALTH, CONTROL CHOLESTEROL LEVELS, AND BENEFIT FROM THEIR ANTIOXIDANT PROPERTIES. SO, THE NEXT TIME YOU REACH FOR A BANANA, CONSIDER ENJOYING THE WHOLE FRUIT – PEEL AND ALL!

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# KERRY DELL



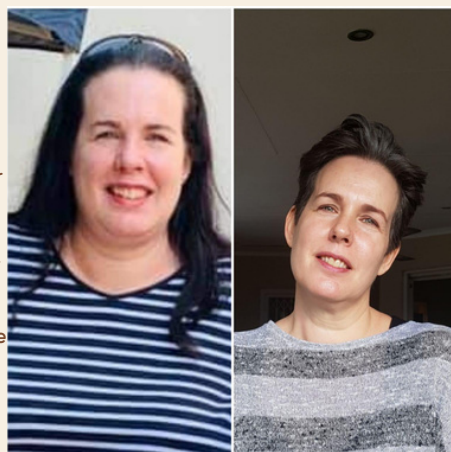
GHWE: WHAT INSPIRED YOU TO BUILD A BUSINESS IN NATURAL HEALTH AND LIFE TRANSFORMATION, AND HOW DO YOU INTEGRATE THESE ASPECTS INTO YOUR PRACTICE?

Kerry Dell: In my late 20's I was told by two Medical Specialists that I would not be able to conceive children naturally. I was devastated. In hindsight, this was my biggest blessing as I went on to study many degrees and diplomas about Natural Health, Nutrition as well as Personal Development. I realized very soon that Stress had played a big part of my body not functioning correctly and it would be a combination of natural healing and mindset that would ultimately heal me. After I had implemented everything I had learnt, and there was a lot, I conceived my children naturally and had natural water births at home with both of them. They are now 21 and 19 years old and my greatest gifts. My personal belief is that everything is connected in our bodies AND thoughts. We need to heal both, if we truly want to heal. The combination of natural health with personal development has been key in my success as well as the success of my clients. I don't believe in making changes just to your nutrition and this is why yo-yo diets have failed. We need to embrace changes to our thoughts, beliefs and old habits, if we want a future full of energy and vitality. Nutritional Science + Behavioural Change + Lifestyle Psychology is a winning combination.

GHWE: CAN YOU SHARE SOME KEY PRINCIPLES OR TECHNIQUES YOU USE TO GUIDE INDIVIDUALS TOWARDS ACHIEVING HOLISTIC WELLNESS AND PERSONAL TRANSFORMATION?

Kerry Dell: Most people that come to my Wellness Center are dehydrated. Delicious Water is key in our healing. If every cell in our body is hydrated, they function more efficiently and heal faster. We should be able to drink 2 to 3 liters of water a day and NOT get up at night to go to the bathroom. Our body should be flushing toxins during the day and using hydration in our cells to heal at night (and not flush more toxins at night). If you are effectively hydrated, you should not be waking up during the middle of the night for the toilet. Another tip : If your gut microbiome is in balance, you should not need toilet paper after a bowel movement. All animals on this planet eat a diet right for them. An elephant never eats the lion's kill and the lion doesn't nibble on the elephant's leaves. As the animals eat correctly for them, they don't need toilet paper. We should be doing the same. When we eat a good amount of fruit, veggies and good proteins, we have very satisfying bowel movements and not much use of the toilet paper.

Another tip : Take time out every day to do some deep breathing. Calming the system and opening up your arteries and veins is very important for your blood flow and allowing nutrients to flow around your system as well as allowing toxins to flow out. I make sure I do deep breathing when I go to bed at night, before I jump out of bed, every time I sit on the toilet and every time I jump in the car. Make time to consciously breathe and you will find that you handle your stressful days with ease.



GHWE: WHAT ROLE DO NUTRITION AND LIFESTYLE FACTORS PLAY IN YOUR APPROACH TO IMPROVING OVERALL HEALTH AND VITALITY?

Kerry Dell: I have a motto that I live by: Living Food into Living Body to Live Longer. We are natural beings and food either harms us or heals us. Good nutrition is super important for overall health and getting energy into every cell in your body. When you eat processed, dead food, it slows the digestion down and doesn't give you enough fuel to sustain you throughout your day. When we wake up in the mornings, we switch our brains on, we move our muscles and we need fuel to do these activities. We need fuel to heal our body as well. The best fuel for our systems is the natural, living, high vibrational foods. Living food has a vibration and so does our body. In order to increase the vibration and energy in our organs, we need to feed them with good nutrients which come from natural foods. Living Food, Delicious Water and Calm Breathing helps to give you more energy and vitality.

# NATURAL HEALTH FEATURE

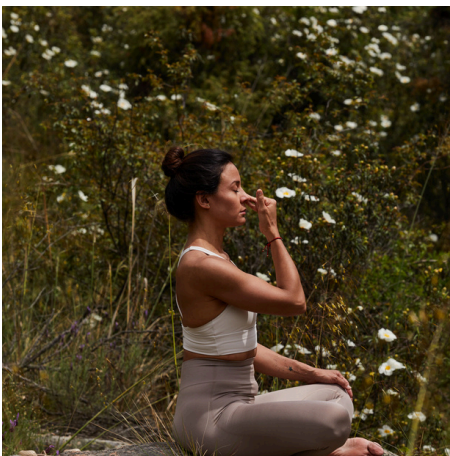


**GHWE:** IN YOUR EXPERIENCE, WHAT ARE SOME COMMON CHALLENGES PEOPLE FACE WHEN EMBARKING ON A JOURNEY TOWARDS BETTER HEALTH AND PERSONAL GROWTH, AND HOW DO YOU HELP THEM OVERCOME THESE OBSTACLES?

**Kerry Dell:** In my experience, the biggest challenge for my clients has been the influence of people around them not supporting them on their health journey. There are so many distractions with processed foods and refined sugars that truly do harm, hurt, cause pain and inflammation in many people. Everyone is different and some people get more affected than others. So when someone has stomach ache or headaches due to the processed foods they are eating, the next person may not feel this. Some people don't receive the messages from their gut to their brain to tell them what is harming them. Sometimes the symptoms get really bad and eventually my clients come to me, when they are ready for a change as the pain and inflammation is not worth it any more. This is why it is so important to have a Health Coach. Someone who is on your side, someone who will also celebrate your success, your wins and travel this health journey with you, no matter if there are ups and downs along the way. Someone who believes in you and also believes in the changes that can be made and what is possible. The doctors discovered that I had Scoliosis when I was 11 years old. When I was 13 years old, I went into a solid, plastic back brace (to help me grow straight). I suffered with back inflammation and chronic back pain my whole adult life. I thought this is me forever. I never dreamed that nutrition could take back pain away. It did and it hasn't come back in 7 years! I know what is possible. I also know the pain that people feel with inflammation in their body and I know what needs to be done to live pain-free, full of energy and vitality. I have traveled the road and this helps me to help others more effectively.

**COULD YOU PROVIDE AN EXAMPLE OF A TRANSFORMATIVE SUCCESS STORY FROM YOUR PRACTICE, HIGHLIGHTING THE POSITIVE IMPACT NATURAL HEALTH STRATEGIES HAD ON SOMEONE'S LIFE?**

**Kerry Dell:** I have endless testimonials from hundreds of clients as I have coached thousands over the past 5 years. I am a WILDFIT Master Coach and a Mindvalley Head Coach for WILDFIT, so I have seriously coached and witnessed thousands of transformations in people's health in a very short amount of time. My one client, Glyn, stands out as she came to see me at 68 years old, weighed 90 kgs and was a Type 2 Diabetic for 20 years. After 3 months, her body no longer needed insulin or metformin. She checked in with me 2 years later and she had sustained all her health benefits. She weighed 75 kgs, was still off all medication and at 70 years old, she told me she had the energy of herself at 20 years old traveling around Europe!



Many of my clients reduce their medication, release loads of weight, regain much energy, sleep through at night, have balanced moods and have a much more positive mindset.

For any South Africans wanting to do this challenge or any of her other programmes, please contact Kerry directly, as she has South African prices!

The best contact is via my website