

PROF. DR. ELMAR WIENECKE

TOP PERFORMANCE IN

# BUSINESS AND SPORTS

MAXIMUM ENERGY FOR PROFESSIONALS AND ATHLETES  
| CASE REPORTS



MEYER  
& MEYER  
SPORT

Prof. Dr. Elmar Wienecke

# **Top Performance in Business and Sports**

Maximum Energy for Professionals and Athletes |  
Case Reports

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# PREFACE

Higher—faster—farther. This is the precept of today's performance society in business and sports. Team spirit, competition, winning, and losing: linguistically sport has already found its way into business.

Meanwhile, daily stressors increasingly lead to exhaustion and even the way to *burnout*. However, some scientists challenge the vogue expression *burnout*. *Burnout* literally means *being burned out*. The battery is dead on all levels. There is a prevailing sense of "I can't go on," "I feel weak, unmotivated, and unhappy." In 2000 only 70 in 1,000 employees in German businesses showed signs of exhaustion, but today that number has increased to 350 in 1,000 employees who are affected. Based on internal data, the burnout rate in executives is higher than 35 %. Our own research findings from 10,270 entrepreneurs, executives, managers, and employees show that: 79 % feel highly stressed, talk about increasing exhaustion, and have trouble unwinding after work. These are alarming symptoms. Recent research also shows that mothers, in particular, with the dual stresses of jobs and family, have a higher tendency of experiencing increasing exhaustion, extreme mood swings, and eventually to complete burnout.

In top athletes, too, the dream of winning the championship, the obsession with success as validation of personal strength, the financially lucrative offers, and the growing mental and physical demands increasingly lead to

fatigue, severe performance, mood fluctuations, and often “inexplicable” injuries. These various stress-induced reactions and the associated disorders can be avoided with optimal energy intake. The brain reacts based on biochemical principles. When there is a lack of specific substances, certain functional sequences can no longer progress optimally, resulting in a premature state of exhaustion.

### WHAT DIMINISHES OUR SENSE OF WELL-BEING

New research shows that one in two German citizens—regardless of age—complains of different disorders: chronic fatigue, frequent illnesses, trouble concentrating, lack of motivation, headaches, exhaustion.

“Humans don’t get sick because the body lacks medicine, but because biochemical disturbances occur in the body that are not recognized and corrected!” (B. Kuklinski). A top athlete shows severe performance fluctuations and because of minor injuries is unable to ever tap his full performance potential.

The manager feels burned out, the woman with the stressors of job and family is overburdened, and the pensioner/retiree has many ailments. All too often, therapists are unable to adequately explain the causes. Here an optimal energy intake is verifiably helpful.

### TODAY EVERYONE LEARNS AND BENEFITS FROM ELITE SPORTS

Every human being has an individual energy requirement. To identify the requirements and combat deficiencies using appropriate, simple measures has recently been one of our central objectives. Many international top athletes (Olympic, world, European, and national champions) have benefitted from these new findings and are thereby able to train at a higher level, free of injury and pain.

Overall we examined 11,150 top competitive athletes from all sports disciplines. But the most important finding is this: Today people from all areas of life and professional backgrounds (often with a variety of ailments) benefit from these findings that make it possible to preserve quality of life through an optimized energy balance. All of our parameters are archived in a one-of-a-kind database and support our analysis of individual energy requirements.

## DEFYING DAILY STRESSORS WITH OPTIMAL ENERGY

Recently, we performed this integral analysis on a total of 4,150 entrepreneurs, executives, and managers and an additional 6,120 employees from various lines of work. There are interesting identifiable links between an individual's optimal energy intake and mental and physical performance capacity. By using specially-developed measuring procedures (functional analysis of the energy metabolism, special amino acids in the brain metabolism, and intracellular blood tests of the different micronutrients), we are able to ascertain and optimize the current individual energy requirement in a timely fashion, so that premature exhaustion can be prevented.

Small things make a big difference; simple can be great!  
Dive into a fascinating world of various energy flows!

*Prof. Dr. Elmar Wienecke*

*(sports scientist)*

*OPTIMAL PRESCRIPTION FOR ENERGY—  
INDIVIDUALIZED AND SUCCESSFUL*

Being healthy and productive with early detection and correction of biochemical disorders.

- Entrepreneur, age 57 (11,900 employees): After three years of use, I feel in great shape and more resilient than ever!
- HR manager, woman, age 48: I am a new person, I feel markedly better and am more even tempered.
- Vice world champion, European champion, winner of multiple German championships (in martial arts): If I had used this concept sooner, I would have been able to avoid many injuries.
- Italian soccer pro, age 22: Mentally and physically I haven't felt this good in a long time. This system is the way of the future!

*AN OPTIMAL ENERGY INTAKE BY EXECUTIVES  
LEADS TO:*

- Improved mental capacity (better concentration)
- Increased stress tolerance
- Creativity
- Increased physical capacity



- Conservation of all important organ functions
- Optimization of complex metabolism of the brain, and endocrine and immune systems
- Verifiable job satisfaction

*AN OPTIMAL ENERGY INTAKE BY TOP COMPETITIVE ATHLETES ENSURES:*

- Training and competing at a higher level
- Improved regeneration ability
- Preservation of stressed structure function (ligaments, tendons, muscles, cartilage)
- Increased elasticity of many connective tissue structures
- Stable immune system
- Injury-free and pain-free training
- Training continuity
- Performance consistency

# **1 INTRODUCTION**

# **1.1 PRESCRIPTION FOR ENERGY: WHAT MAKES THIS ENERGY FORMULA SO UNIQUE?**

Previous preventative concepts for the preservation of physical well-being and overall health are based on the hypothesis of a balance of biochemical processes in the body. The growing impact of stressors in the workplace and in competitive and elite sports increasingly upsets this balance. The subsequent stress reactions and the resulting disorders can be prevented with an optimal energy intake.

The brain's reactions are based on biochemical principles. When there is a lack of specific substances, certain functional sequences are disrupted, resulting in a state of premature exhaustion. One of our central objectives recently has been to identify these biochemical imbalances and to counteract them with appropriate measures. As a team (physicians, sports scientists, physical therapists, biochemists), we were able to develop a comprehensive analysis system, construct a database of currently

35,570 case reports, and create individualized formulas (Prescriptions for Energy) based on these results.

To begin with, measuring the functional energy metabolism of each individual is of fundamental importance. What is not working optimally? Is there, for instance, limited activity of certain enzymes in the energy metabolism? What do they look like? Next is a detailed analysis of the intracellular micronutrient concentrations. With top competitive athletes, there is an additional measuring of the body's use of its own structural proteins. But these extensive analyses do not yet yield specific recommendations for action. The evaluation, rating, and development of these analyses require long-term comprehensive data collection.

Our results show that a balance of the biochemical equilibrium can be found 25 % above the respective median values of individual groups of people. The executives (entrepreneurs, executive managers, managers), and also the top competitive athletes, initially show biochemical disturbances with a number of disorders that are causally linked to a lack of energy and micronutrient intake (-20 % deviation from median values).

With Prescription for Energy, the individual gets exactly what he needs, and after a few weeks and months of monitoring, we can see how the initial results clearly shift upward and performance capacity and quality of life verifiably improve. When we look at the entire spectrum of case reports, it becomes evident how highly

(100 % compliance) this longtime proven concept for success has been and will be rated with different groups of people in the future. Performance capacity, creativity in executives, and athletic success in top competitive athletes are no coincidence.

## PROMISING OUTLOOKS

We are not at the end of the road! The road is the destination! New and innovative advancements show the transfer into diverse new areas of application. Detecting biochemical disorders via special analyses and correcting them with a targeted, individualized formula has, for instance, also led to very positive changes in children and adults with ADHD (Attention Deficit Hyperactivity Disorder). "Prescription for Energy" can verifiably increase the elasticity of stressed connective tissue structures in athletes, has a preventative effect, and, in the future, will be a significant factor in rehabilitation.

## **1.2 LONG-TERM RESEARCH RESULTS (TIME FRAME: 2000-2013)**

We did an integral analysis of the energy status of 10,270 entrepreneurs, executives, managers, and employees and 11,150 top competitive athletes while simultaneously recording the numerous disorders of these individuals. We provide a detailed account of these integral analyses and their significance see in [chapters 1.3](#) and [1.4](#). The evidence gathered from our testing and interviewing 4,150 executives and 6,120 employees shows blatant deficiencies within the diverse energy system.

## SALUTO findings:

In 4,150 executives (entrepreneurs, executive managers, and executive staff)  
and 6,120 employees: (time frame: 2000-2013)

79%  
complain  
of increasing  
exhaustion.

31%  
subjectively use  
the common  
expression  
"burnout."

70% are dissatisfied  
with their diet.

70% of those interviewed  
are unable to relax after work.

More than 38% exercise less  
than 3 hours per week.

78% feel severely stressed.

61% engage in goal-driven  
recreational sports (marathons,  
etc.).

Of those, 75%  
have subjective complaints of  
increasing fatigue.

Prescription for Energy has  
100% compliance (improved  
mental and physical capacity).

Fig. 1

When we compare our own research findings with those of other institutes, we can see dramatic developments in recent years. (See [fig. 2](#)).

The increase of psychological factors in disorders is particularly conspicuous and shows a direct link to serious shortcomings of the complex energy system. With special blood and urine analyses, we are now able to prove that a link exists between the different energy metabolism parameters, the measured deficiencies, and the individual well-being of these people. If the individual energy requirement can be ascertained early enough, it can be optimized so that premature exhaustion can verifiably be prevented or significantly mitigated.

### Most recent studies:

Job-related demands are increasing.

Chronic fatigue syndrome (burnout) becomes dramatically worse.

Among German executives the annual burnout rate lies at 35%.

Chronic fatigue syndrome among employees is on the rise.

Statisticians list:

In 2000 = 70 sick days per year in 1000 employees

In 2011 = 370 sick days per year in 1000 employees

Fig. 2

## PROVOCATIVE THEORIES

**Every human** being has an individual energy requirement!



Fig. 3

We will offer a more detailed discussion of the following theories in the case reports (see [chapter 7.2](#) and [chapter 7.3](#)) by referring to specific to case studies.

In executives an optimal energy intake results in:



- Improved mental capacity (improved concentration)
- Improved stress tolerance
- Increased creativity
- Increased physical capacity
- Preservation of critical organ function
- Optimization of the complex metabolisms of the brain and, endocrine and immune systems
- Higher work efficiency due to overall well-being
- Higher savings potential because of fewer sick days
- Verifiable job satisfaction

In top competitive athletes an optimal energy intake ensures:

- Training and competing at a higher level
- Improved regeneration
- Preservation of stressed structure function (ligaments, tendons, muscles, cartilage)
- Increased elasticity of connective tissue structures
- Stable immune system
- Pain-free and injury-free training
- Training continuity
- Consistent performance (little fluctuation)

In the past, a variety of athletic motor skills tests made it possible to verify results in athletes. Today, Olympic, world, European, and national champions from around the world benefit from these findings.

# **1.3 ENERGY STATUS OF 4,150 EXECUTIVES AND 6,120 EMPLOYEES (AGE DISTRIBUTION: $44.3 \pm 9.2$ )**

Between 2000 and 2013, we conducted an integral analysis of the energy status of 4,150 entrepreneurs, executives, and executive staff. Of these, 79 % report increasing exhaustion, 39 % report beginning signs of burnout, 70 % are unable to unwind after work, 70 % are dissatisfied with their diet, 61 % engage in performance-based sports to compensate, whereby 75 % in this group report increasing exhaustion. These days nearly all executives exercise: 38 % work out approximately three hours per week; 100 % in this group report a direct positive link between optimal Prescription for Energy and personal well-being.

We first create a starting basis of the complex energy metabolism of this group of people in an overall layout with the aid of specially-developed blood and urine analyses.

- **The functional energy metabolism** shows existing impairment in the activity of certain enzymes

(metabolism catalysts), resulting in insufficient energy production and consequently increasing fatigue.

- Measurements of the amino acids show severe deficiencies that block optimal serotonin production in the brain metabolism, which can have a considerable long-term negative effect on the individual person's mood.
- In this group of people, the intracellular micronutrient analysis (see [pg. 67](#)) shows severe deficiencies that causally result in the restricted activity of the functional energy metabolism. In physically very active people, a shortage in the energy metabolism results in an increased demand on the body's own structural proteins (see [fig. 47](#)), which can impede the preservation of stressed connective tissue function (tendons, ligaments, muscles, cartilage) and considerably increase the risk of injury in this group of people.

## Energy balance status quo

In 4,150 executives (entrepreneurs, executive managers, and executive staff)  
and 6,120 employees; age distribution:  $44.3 \pm 9.2$

Summary:

### Disorders

- Light night sweats
- Fitful sleep
- Agitation
- Poor stress tolerance (quick loss of composure)
- Increasing fatigue, some lack of motivation
- Combined with slight difficulty concentrating
- Muscle tension
- Difficulty unwinding after work
- Increasing stressors in personal life

### Functional energy metabolism

Citric acid	insufficient
Cis-aconitic acid	insufficient
Alpha-ketoglutaric acid	insufficient
Succinic acid	insufficient
Fumaric acid	borderline
Malic acid	borderline

### Amino acids

Preservation of connective tissue function	insufficient
Neurotransmitter activity	borderline
Stabilization of energy balance (BCAAs)	insufficient
Brain metabolism	insufficient

### Micronutrient concentration

Magnesium	insufficient
Zinc	insufficient
Selenium	insufficient
Vitamin B <sub>1</sub>	insufficient
Vitamin B <sub>2</sub>	insufficient
Vitamin B <sub>6</sub>	insufficient
Vitamin B <sub>9</sub>	insufficient
Vitamin B <sub>12</sub>	insufficient

### Demand on the body's own structural proteins

Cartilage (PD)	borderline
Bone (DPD)	borderline

Key: ■ very good ■ good ■ borderline ■ insufficient

Fig. 4

# Optimization of the energy balance with a prescription after a 3-month time period

## Energy balance status quo

In 4,150 executives (entrepreneurs, executive managers, and executive staff)  
and 6,120 employees; age distribution:  $44.3 \pm 9.2$

Summary:

### Changes in disorders:

- No night sweats
- Restful sleep
- Even temper
- Good stress tolerance  
(composed during stressful phases)
- Creative and no longer tired
- Good concentration
- Able to relax after work
- Even-tempered in personal life

### Functional energy metabolism

Citric acid	borderline
Cis-aconitic acid	good
Alpha-ketoglutaric acid	good
Succinic acid	good
Fumaric acid	good
Malic acid	good

### Amino acids

Preservation of connective tissue function	good
Neurotransmitter activity	borderline
Stabilization of energy balance (BCAAs)	good
Brain metabolism	borderline

### Micronutrient concentration

Magnesium	good
Zinc	borderline
Selenium	good
Vitamin B <sub>1</sub>	borderline
Vitamin B <sub>2</sub>	good
Vitamin B <sub>6</sub>	good
Vitamin B <sub>9</sub>	borderline
Vitamin B <sub>12</sub>	good

### Demand on the body's own structural proteins

Cartilage (PD)	borderline
Bone (DPD)	borderline

Key: ■ very good ■ good ■ borderline ■ insufficient

Fig. 5

## Optimization and progression of the energy balance with prescription

of 1,150 entrepreneurs, executives, executive managers over a period of 5 years;  
start: 2006; age distribution: 44.3 ± 9.2



Fig. 6

The large number of biochemical disorders we initially ascertained in the 4,150 executives (entrepreneurs,

executives, and executive staff) and 6,120 employees (see [fig. 4](#)) is clearly reduced after only three months with an individualized formula for optimal Energy, though there is further potential for improvements (see [fig. 5](#)). The positive changes show clear links between the optimal energy balance and well-being of this group of people.

The optimization and progression of the energy balance over a period of six years (2006-2011) in 1,150 entrepreneurs, executives, executive staff, with an optimal prescription energy intake ([fig. 6](#)) shows how the initial deficiencies normalize over the subsequent years. The differentiated measurements of the energy metabolism are done twice a year along with the appropriate adjustment to the individualized formula. The different components of that formula can be seen in the case studies (see [chapters 7.2](#) and [7.3](#)).

## LONG-TERM SUCCESSES

When the executives (entrepreneurs, executive managers, and executive staff) were given their individual formula, they were initially very skeptical. With respect to the aforementioned disorders, the individualized prescription energy intake was able to post fantastic successes within a short period of time. Detecting (via special analysis) and correcting biochemical disorders has had the desired results in almost every case. We also refer to this as *biochemistry of happiness*.

Here is the self-report from 1,150 entrepreneurs, executives, and executive staff after a prescription

energy/micronutrient intake over a period of six years:

“In the beginning we were very skeptical, but after only 6 weeks we already noticed:

- No more night sweats
- Considerably improved sleep pattern
- Improved stress tolerance (improved composure during stressful phases)
- Clearly improved mood
- Improved mental and physical ability to cope with stress
- Verifiably improved immune system and fewer illnesses
- Subjective sense of improved mental and physical performance capacity

To us, Prescription for Energy is the ultimate! There is verifiably no better system that guarantees long-term well-being and creativity over a six-year period with an actual increase in daily stressors.”

RESULTS FROM INDIVIDUAL ANALYSES AND THEIR PROGRESSION VIA PRESCRIPTION FOR OPTIMAL ENERGY OF 1,150 ENTREPRENEURS, EXECUTIVES, AND EXECUTIVE STAFF

**Functional energy metabolism**



A brief digression on the functional energy metabolism: The citric acid cycle forms the central switch point for the overall metabolism. The breakdown processes of carbohydrates, fats, and proteins take place here. A deficiency in basic micronutrients (amino acids, vitamins, minerals, trace elements) results in a defect in the power stations of the cells (mitochondrial dysfunction). Different metabolic products are measured here. An increase or decrease in the measured substances indicate certain disorders in the energy metabolism and is associated with decreased function during energy production.

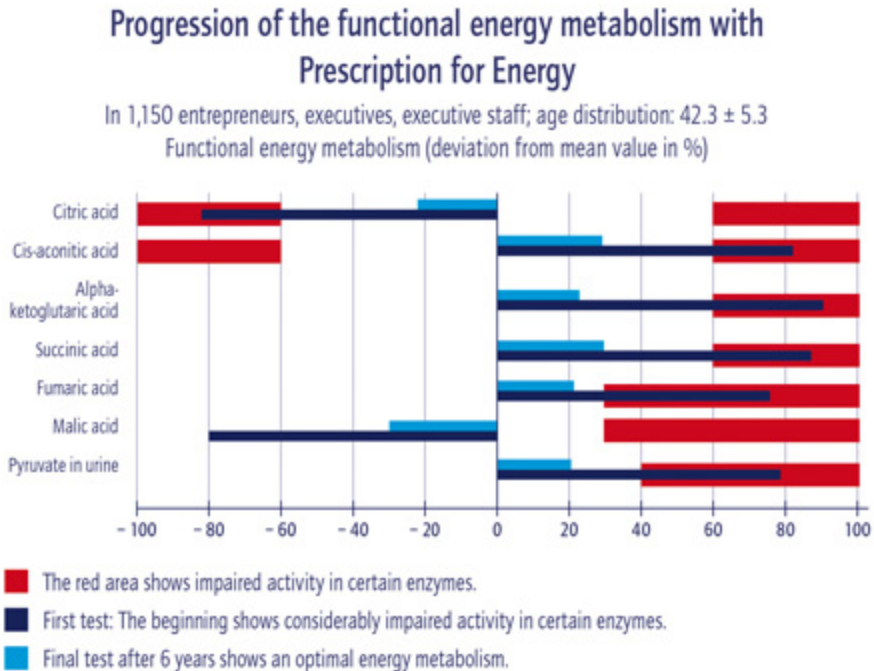


Fig. 7

Our findings show the deviations from the mean values (in %) in comparable people of similar age (personal life style, prior illnesses, athletic activity). Where the dark blue

bar meets the red bar (see [fig. 7](#)), we can see impairments in the activity of certain enzymes (these accelerate chemical processes) that result in a verifiable decrease in energy production. A normalization or economization of the metabolism can verifiably be achieved with an individualized prescription energy intake and is verifiably detectable after a period of five years.

**Amino acids**

Increasing exhaustion, bad mood, and irregular sleep patterns are often the result of biochemical disorders due to existing deficiencies in basic amino acids (tryptophan, phenylalanine, tyrosine), a targeted intake of which verifiably activates the brain metabolism so that combined with other micronutrients, these disorders can be eliminated in a short period of time (see [fig. 8](#)).

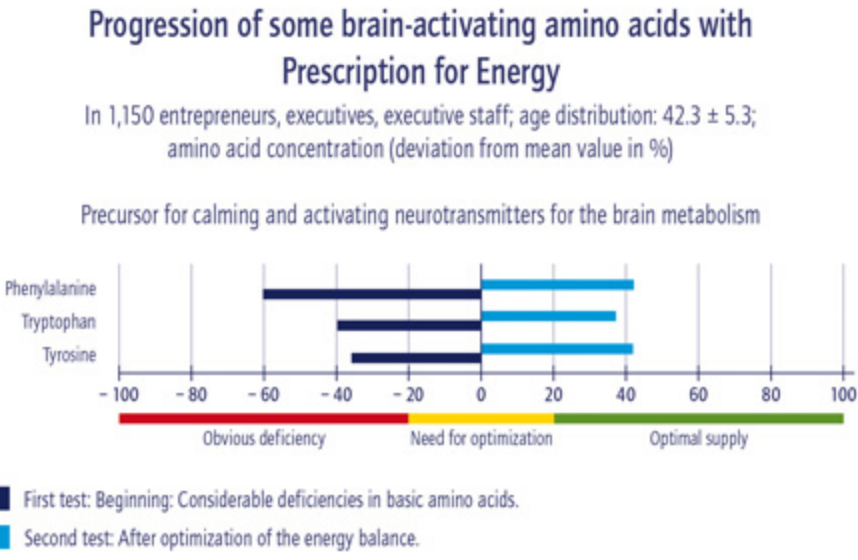


Fig. 8

## Intracellular micronutrient concentrations

Important biochemical mechanisms of elements take place primarily on the cellular level. Determining the concentration of the element from the serum can thus not give any information about cellular processes (see pg. 68 and 69). With a targeted intake of individualized Prescription for Energy micronutrient concentrations can be optimized within one year to the point that the listed biochemical disorders in the metabolism normalize.

### Optimization and progression of the energy metabolism with prescription

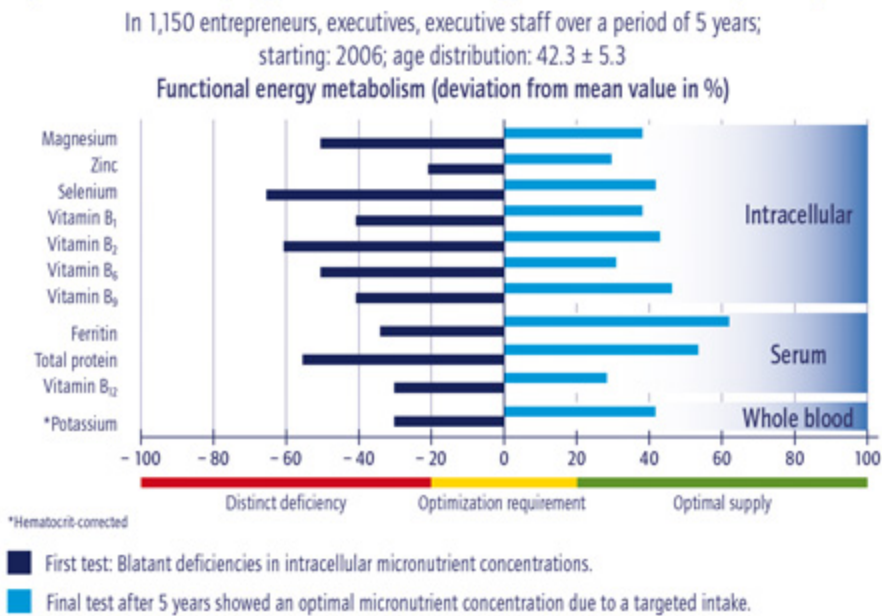


Fig. 9