



Achievers

NATURE'S SUNSHINE®

A newsletter celebrating the achievements of NSP Canada members.

May 2018 Vol 4/No 5

Education and learning events produce growth and excitement in the field

April was a sensational month! First, as we continue the Lunch & Learn webinars attendance continues to grow for both the live webinar and posted recordings. More and more people are tapping into this amazing resource and we are grateful for the field engagement. Please continue to promote these webinars to your new people and team. It is a great advantage to have such an extensive product line and knowledgeable leaders willing to share their success stories on our products.

In April, we had the great privilege to honour and celebrate our I•Inspire earners on a Caribbean cruise. We invited Steven Horne to share on the digestive system in an intimate setting with our 15 earners. We also had a "Ask the Experts" question and answer session, where participants could ask Steven Horne and Senior Diamond Managers Marilène Perrault and Donna Roth business and health questions. It was a such a great experience and we are so fortunate to have such a wealth of knowledge in our Managers and speakers. Please make sure you are aware of the current I•Inspire qualifications; we would love to have you be part of next year's I•Inspire trip!

The Montreal Chinese Herbs full day training with Steven Horne was so well planned and executed with over 220 people attending. A sold out event! The feedback and comments were incredible.

Across western Canada Donna Roth (Senior Diamond Manager) was on her Vitality tour, where she shared her passion and knowledge to record attendance of over 320 people in six cities. Feedback for this event has been excellent!

In Ontario, Vivian O'Neill (Diamond Manager) offered a follow-up training "Back to Basics 2" in the Belleville area with over 60 people attending!

With all the live events across Canada, we were able to educate over 600 people. Imagine that!

We will continue our commitment to education this month with the Lunch & Learn webinars plus IN.FORM Certification training in Newmarket, ON. We are also busy planning two more events for June. Please let your team be aware that Steven Horne will be in Brampton teaching Basic Iridology and Herbal First Aid. And our leaders in Quebec City are planning a full day of training called "Sunshine House."

We thank you for your ongoing commitment to Nature's Sunshine and value your support of not just the product line but also the events we share.

Wishing you continued success and good health,

Jennifer Cole

Managing Director

Nature's Sunshine Products of Canada Ltd.

PROFILE of a CHAMPION

Kim Fournier-Gair

“Still Building on a Pioneering Spirit”

Most people have a story to tell or their reason why they chose Nature's Sunshine; however, for Kim you could say she's a child of NSP. At the age of 23 Kim started working with her mother, Isabelle Fournier, as she tirelessly criss-cross the country helping sick people get well and introduce them to the NSP business opportunity. She witnessed first hand the dedication it took to pioneer and build the largest NSP business in Canada, which is still being energized by the power of direct sales and continues to grow to this day. Kim followed in her mother's footsteps, becoming an NSP Manager herself and studied under renowned Dr. Bernard Jensen, as well as completing other alternative health studies. Kim is a qualified instructor of iridology and holistic health practitioner for over 30 years now.

Why Nature's Sunshine?

“As a pioneer with NSP, I can say the products are the best and education is the key.” Kim finds the tools NSP provides assist her in helping clients to understand that herbs and supplements can improve their overall health. “Being around the alternative health field for over 30 years, there is no other company that comes close to the success I have with NSP. NSP makes my job easier because of the science, the integrity, and quality behind its products.”

Your 3 keys to success:

1. As a practitioner Kim works one-on-one with clients to develop tailored health programs and trusting friendships.
2. “Everybody knows that once clients find someone they trust and have faith in, they will send their friends and family, creating a huge following.”
3. “Live the NSP lifestyle. Use NSP products. And helping people help themselves to a healthier, happier lifestyle — that's the future of the alternative health business.”

What's your ultimate goal?

Armed with her mother's legacy, Kim carries on that legacy in her own NSP business. Throughout recent losses and life challenges, she is still determined to take her ideas and vision of growth and put them into action — ultimately, helping others find health and financial success.



Kim Fournier-Gair

How I grow my NSP business

Successful business growth was part of Kim's mother's legacy. So when Kim stepped into her mother's shoes she continued to grow a large following of clientele with NSP being a key component of her growth.

Recently Kim suffered a few tragedies in her life, but never one to give up, Kim is back on track and growing strong again. Kim's growth activities include client consultation, conducting meetings and training courses. “Now is a great time to expand and the future in alternative health looks great.”

Over the years Kim has developed unique techniques to giving each client an individual incentive to pass the word on to friends and family, resulting in continued growth through referrals.

“I also encourage all my clients to become members of NSP as part of their nutritional program. It takes some time to improve one's health, but if one stays on the program, the results can be incredible. Once the initial program is complete, I put clients on a maintenance regimen and begin an education program about health and wellness practices.”

NATURE'S SUNSHINE®

Leadership

Nature's Sunshine has always led the supplement industry in its dedication to quality, service, and integrity. We also strive to provide for our customers product availability they can rely on for their personal and business needs.

Reliability

The supplement market in Canada is regulated by laws and standards to protect the consumer from harmful or ineffective products. As a manufacturer, this means we have to register our products with the government and be given an NPN number in order to ensure their availability to consumers.

Availability

NSP Canada offers over 240 unique, high quality health products. Plus, easy ordering, reliable shipping, knowledgeable customer service, and a sustainable business opportunity for the Canadian alternative health entrepreneur.



We would like to congratulate the following Managers for maintaining Manager for 4 consecutive months:

Name	Sponsor
Mary Parsons	Cheryl Markovich
Maryse Bedard	Nancy Moisan
Julie Theriault	Valerie Belanger
Joelle Matton	Julie Masse

Bronze Manager

Sonia Paolini	Diane & Bill McLaren
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MORE RECOGNITION from April 2018

Top 10 PV for April 2018

- 1 Diane & Bill McLaren
- 2 Marilène Perreault
- 3 Muhammad Ali
- 4 Jen Penner
- 5 Margie & John Kadynuik
- 6 Jean Dansereau
- 7 Rhéa Goudreau
- 8 Behrooz & Elaine Tahriha
- 9 Sarah Nickel
10. Caroline Braun

Top 10 PGV for April 2018

1. Diane & Bill McLaren
2. Shirley Vachon/Melanie Larochelle/
Geneviève Thiffault
3. Jean Dansereau
4. Jen Penner
5. Muhammad Ali
6. Behrooz & Elaine Tahriha
7. Margie & John Kadynuik
8. Rhéa Goudreau
9. Megs & Ramila Padiachy
10. Donna Roth

Top 10 PC Sponsors (YTD)

Since Sept. 1st (Conference Awards)

1. Bob & Helen Pauls	58
2. Noémie Bergeron	50
3. Rob Tomilson	29
4. Kathy Terpstra	24
5. Tammy Holmes	20
6. Eva Dyrda	18
7. Penny & Powell Slimmon	14
7. Caroline Huppe	14
8. Lisa Marion	12
8. Julie Theriault	12
8. Zahra Elmmala	12
8. Janet Newbatt	12
9. Eva Welska	11
10. Roxanne Head	10
10. Vivian & Rob O'Neill	10

Top 10 BA Sponsors (YTD)

Since Sept. 1st (Conference Awards)

1. Megs & Ramila Padiachy	68
2. Cheryl Markovich	31
3. Zahra Elmmala	29
4. Sarah Leblanc	24
5. Dominique Tremblay	21
6. Alyson Doran	20
6. Bahar Mahmoudi	20
7. Betsy Vourantoni	18
7. Donna Cox	18
8. Yvonne Dollard	17
9. Donna Roth	15
9. Mélissa Lacroix	15
10. Deborah Ferguson	14
10. Noémie Bergeron	14

MORE RECOGNITION from April 2018

Top 10 PGV by Rank (YTD)

Since Sept. 1st (Conference Awards)

MANAGER

1. Denis & Francine Lamadeleine
2. Gail Dusterhoff
3. Estelle Morin
4. Dominique Tremblay
5. Julie Beasse & Carl Dufresne
6. Eva Dyrda
7. Jacob & Eva Braun
8. Dale Yaremko
9. Louise Laplante
10. David Smith

BRONZE

1. Jackie Boyd
2. Cara & Ross Mullen
3. Shirley Vachon/Melanie Laroche/
Geneviève Thiffault
4. Zahra Elmmala
5. Amy Raistrick
6. Helen Janzen
7. Willie & Anne Unrau
8. Kurt Johnson
9. Janet Farmer
10. Sandra Basilone & Giuseppe Iannello

SILVER

1. Muhammad Ali
2. Federico Hiebert
3. Aganetha Wall
4. Darlene Balaz
5. Cheryl Markovich
6. Johan & Mary Loewen
7. Carol Vrbaneck
8. Annie & Heinrich Froese
9. Doreen Saltzberry
10. Bruce & Claudine Sweeney

Top 3 PGV by Rank (YTD)

Since Sept. 1st (Conference Awards)

DIAMOND

1. Diane & Bill McLaren
2. Bob & Helen Pauls
3. Betsy Vourantoni

Top 10 PGV by Rank (YTD)

Since Sept. 1st (Conference Awards)

GOLD

1. Yvonne Dollard
2. Rachel Smith
3. Deborah Ferguson
4. Kathy & Audra Deane
5. Isabelle Langlois
6. Melanie Monette
7. Marlene & Hans Pietschmann
8. Joelle Jay
9. Mary Ann & Ron Palmer
10. Marj & Brian Bugara

MASTERGOLD

1. Margie & John Kadynuik
2. Behrooz & Elaine Tahririha
3. Jen Penner
4. Megs & Ramila Padiachy
5. Penny & Powell Slimmon
6. Carla & Robert Brown
7. Caroline Braun
8. Kim Gair
9. Rob Tomilson
10. Ean Langille & Lynne Kildaw

PLATINUM

1. Sarah Nickel
2. Jean Dansereau
3. Terry & Joanne Bell
4. Lise Harbeck
5. June & Charlie Cobb
6. Élise Fontaine
7. Donna & Burt Gaynor
8. Jane & Ray Friesen
9. Heather & Ken Shaw
10. Joanne Thaxter

Top 5 PGV by Rank (YTD)

Since Sept. 1st (Conference Awards)

SENIOR DIAMOND

1. Marilène Perreault
2. Rhéa Goudreau
3. Donna Roth
4. Eugene & Anne Orr
5. Florence & Brian Dyck

MORE RECOGNITION

Since Sept. 1st (Conference Awards)

Top 4 Manager Increase (1st level)

1. Megs & Ramila Padiachy	7
2. Donna Roth	5
3. Diane & Bill McLaren	4
3. Jean Dansereau	4
3. Mary & Pete Giesbrecht	4
4. Judith Cobb	3
4. Marilène Perreault	3
4. Abe & Eva Bergen	3
4. Virginie Plante	3
4. Cheryl Markovich	3

Top 10 Manager Increase (group)

1. Lily Dingwall & Charlotte Lawrence	38
2. Nicole & Steven Fournier	36
3. Alain Plante	34
3. Rhéa Goudreau	34
3. Carol Nilsson	34
4. Jeff & Chelsie Wolff	37
5. Donna Roth	26
6. Frieda Anderson	22
7. Allan Bailey	20
7. Joan Johnson	20
8. Marilène Perreault	19
9. Valerie & Conrad Zacharias	18
9. Bob & Helen Pauls	18
10. Betsy Vourantoni	15
10. Beverly Verpaelst	15

Top 10 PGV Increase (\$ average)

1. Marilène Perreault	
2. Shirley Vachon/Melanie Larochelle/ Geneviève Thiffault	
3. Abe & Eva Bergen	
4. Silvana — Journey to Wellness	
5. Jackie Boyd	
6. Eva Dryda	
7. Zahra Elmmala	
8. Randy Kuz	
9. Federico Hiebert	
10. Kurt Johnson	

Top 10 TGV Increase (\$ average)

1. Marilène Perreault	
2. Nicole & Steven Fournier	
3. Nature's Emporium	
4. Lily Dingwall & Charlotte Lawrence	
5. Rhéa Goudreau	
6. Alain Plante	
7. Joan Johnson	
8. Allan & Lyn Bailey	
9. Beverly Verpaelst	
10. Frieda Anderson	



New Breakout Managers

Congratulations to the following who broke out to Manager status during April 2018 (first month at Manager status):

Name	Sponsor
Natacha Levesque	Noémie Bergeron
Sherri Deardoff	Future Essentials Inc
Jocelyn Guptill	Bruce & Claudine Sweeney
Gerry Friesen	Diane Blackburn
Carolina Becerra Gomez	Global Sponsor
Janet Newbatt	Vivian & Rob O'Neill
Linda D'Amico	Bahar Mahmoudi
Emily Watson	Alicia Gonzalez
Kaitlyn Reher	Bruce & Claudine Sweeney
Stephen Rath	Bahar Mahmoudi
Katharina Wiebe	Mary & Johan Loewen
Jocelyn Bonion	Donna Roth
Johan & Maria Peters	Global Sponsor
Anna Dagostino	Bahar Mahmoudi
Henry Fehr	Abe & Eva Bergen
Rebecca Bergeron	Noémie Bergeron
Marie Joelle Tremblay	Virginie Plante
Caroline Tremblay	Melanie Monette
Lynn Goneau Marie	Joelle Tremblay
Barka Fatima	Zahra Elmmala



SUNSHINEREWARDS

Top Leaders in number of sign-ups for April year-to-date

Since Sept. 1st (Conference Awards)

1. Cheryl Markovich	15
2. Noémie Bergeron	9
3. Loretta Condruk	8
4. Tina & Aaron Knockaert	7
5. Ramona Kossowan	5
6. Sandra Basilone & Giuseppe Iannello	3

Rank Advancement 2018

*Congratulations to the following who
Rank Advanced in April 2018*



ADVANCED TO *SILVER* MANAGER

Bruce & Claudine Sweeney



ADVANCED TO *BRONZE* MANAGER

Sylvie Benoit

Le Capucin Sherbrooke

NATURE'S SUNSHINE®

New Premier Associates

Congratulations to our New Premier Associates for April 2018:

Premier Associate *(first/last)*

Michelle Smith
Grace Yerex
Naomi Martens
Lynda Rideh
Beth Lewis
Donna McArthur
Maude Pineau-Breton
Mikelle Sharpe
Patrick Scrive
Helena Hook
Dawn Michie
Audrey Hebert-Auger
Sylvie Lalonde-Cousineau
Iris Magill
Fatima Neves-Falzon
Christina Block
Monica Buit
Carol Kube
Naa Allan
Nelsy Elliott
Betty Lou Berecz
Alaina Condruk
Kalyinka Ciejek
Michelle Porter
Loren Job
Laura Collins
Caroline Lapointe
Judith Perison
Annie-Claude Roy
Matt Couzens
Fatine Laasri
Nisrine Elmouhri
Jocelyn Bonion
Charlene Reeves

Sponsor *(first/last)*

Deborah Ferguson
Betty Aitken
Anne & Willie Unrau
Lise Harbeck
Alyson Doran
Teya & Aryana Naddelin
Jessica Corbeil
Daniel Drost
Noémie Bergeron
Deborah Ferguson
Carla-Lynn & Robert Brown
Marilène Perreault
Sylvain Pelletier
Megs & Ramila Padiachy
Diane & Bill McLaren
Diane Blackburn
Cheryl Markovich
Maureen O'hearn
Megs & Ramila Padiachy
Laura Ridley
Barb Bakke
Loretta Condruk
Kim Gair
Diane & Bill McLaren
International Sponsor
Patricia Loosemore
Noémie Bergeron
Bernice Ruppel
Dominique Tremblay
Donna Roth
Fatima Barka
Fatima Barka
Donna Roth
Selena Wong

New Premier Associates (continued)

Congratulations to our New Premier Associates for April 2018:

Premier Associate *(first/last)*

Dale Machum
Lamine Abdulghani
Louise Lavallee Dobie
Nathalie Petit
Dennis Locatelli
Ron Coll
Anik Arand
Betty Hanston
Allen Hillsden
Johan & Maria Peters
Rosanne Ballast
Dale Vader
Gretchen Kosick
James Alan Vaughan
Jane Durst Pulkys
Anna Dagostino
Dave Scheideman
Henry Fehr
Helen Jakimeczko
Wayne Plazek
Lynne Sussman
Carol Wieler
Anita Catterson
Eden Deboer

Sponsor *(first/last)*

Loretta Condruk
Zahra Elmmala
Isabelle Arbique
Dominique Boucher-Gagnon
Megs & Ramila Padiachy
Tanja Powell
Megs & Ramila Padiachy
Peggy Bergeron
Tina & Aaron Knockaert
International Sponsor
Noémie Bergeron
Sandra Basilone & Giuseppe Iannello
Shanon Pratt
Bruce & Claudine Sweeney
Baharak Mahmoudi
Baharak Mahmoudi
Yvonne Dollard
Abe & Eva Bergen
Marianne Derkach
Betsy Vourantoni
Megs & Ramila Padiachy
Brenda Hodgins
Sandra Basilone & Giuseppe Iannello
Jocelyn Bonion

Premier Associates Sponsoring Promo

Earn a \$50 product credit plus FREE
Shipping for attaining 300 PV or sponsoring
3 new Associates within your first 3 months.

MAY 1st - 31st, 2018 New Sign-ups & Membership Renewal OFFER



Offer One* (Retail value \$26.74):

Renew** or Sign Up with a product order over \$75 and receive FREE

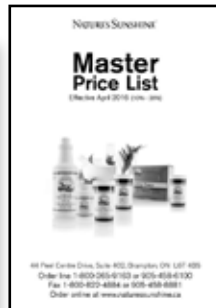
FREE ▼
Chlorophyll (473 mL, Liquid)
Product Guide
Master Price List

Offer Two

(Retail value \$73.15 plus FREE shipping):

Renew** or Sign Up with a product order over \$200 and receive FREE

FREE ▼
Shipping
Chlorophyll (473 mL, Liquid)
Lavender Oil
Spray Bottle
Product Guide
Master Price List



To renew or sign up, please call or fax Customer Service at
Ph: 1-800-265-9163/Fax: 1-800-822-4884. NOT VALID OVER THE WEB.

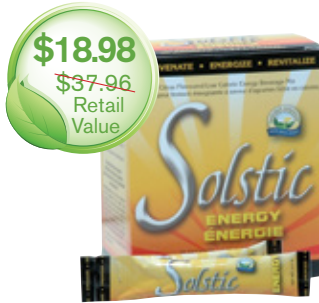
(*Offer does not include FREE shipping. **Renewal fee applies: \$15 for Preferred Customers and \$20 for Business Associates and Managers. Nature's Sunshine reserves the right to substitute or modify any part of this special offer as supply of items or availability warrant. Not valid with any other promotion.)

NATURE'S SUNSHINE®



\$30.87
~~\$61.74~~
Retail Value

RECOVER SOOTHING OIL BLEND
A frosty-then-warming blend of wintergreen, peppermint, camphor and other efficacious oils that is both penetrating and soothing. Ideal for soar warm out muscles.



\$18.98
~~\$37.96~~
Retail Value

SOLSTIC ENERGY
A convenient drink mix that promotes healthy energy levels. Just add a packet of Solstic Energy to water and you can keep up with whatever life throws at you!



\$53.47
~~\$106.94~~
Retail Value

CANDIDA CLEAR
A 14-day program to help restore the balance of friendly gut bacteria and minimize harmful organisms, particularly candida and fungus.



\$207.00
~~\$414.00~~
Retail Value

IN.FORM STARTER KIT
FOR CONSUMER CONVENIENCE
Contains 4 bags of a protein shake of your choice (whey, pea or soy), 1 Daily Kit of vitamins/minerals, 1 Probiotic and 1 Berberine.

May 1st - 31st

Host a Herbal Hour* meeting with \$200 or more in total Guest Sales*** and earn the following Rewards:

- **Host/ess Credits****
- **FREE Host/ess Shipping**
- **1/2 Price Savings on the above products**

Use the Rewards Calculator below to calculate your total rewards!

Rewards Calculator

Each time you hold a Herbal Hour meeting you receive rewards based on total Guest Sales placed at the meeting:

Total Guest Sales***	\$200	\$500	\$750	\$1000
Host/ess Credit**	\$20	\$60	\$150	\$250
Choice(s) of 1/2 Price monthly Feature Product(s)	1	1	2	2
Host/ess Shipping	Free	Free	Free	Free

You must have at least 3 guests in attendance who are 18 years of age or older. ** Host/ess Credit is for NSP product purchases and may go towards purchases at the Herbal Hour meeting. Host/ess Credit cannot apply to monthly 1/2 priced items. The Host/ess must be a new NSP member (3 months) or Retail Customer and cannot be the same person who is presenting the Herbal Hour. *Guest Sales excludes shipping, handling charges and applicable taxes. Offer valid with Herbal Hour Orders Only. Guest and Host/ess Orders must be submitted together on Herbal Hour Forms.*

Featured Products for May 1st -31st

Release Springtime freshness into your living environment with Essential Oils and safe Cleaning Products

NSP Concentrate is a general purpose, non-flammable cleaning concentrate that is effective on all types of dirt and grime, yet won't harm the environment or you because it contains no polluting phosphates, borates or nitrates. Its biodegradable cleaning and sudsing agents break down easily, helping to prevent foaming and sudsing problems in our lakes and streams. That's a good thing. NSP Concentrate is a versatile product with literally hundreds of uses. Used full strength, it is a powerful cleanser. In various dilutions, it can be used to clean an extensive variety of items. **Add a few drops of your favourite Essential Oil to create an effective, customized household cleaner, shampoo, body wash, or sanitizing hand soap.**



Nothing says Springtime like citrusy essential oils



Inspire Uplifting Blend: Juicy citrus and cooling mint awaken the senses while spicy undertones provide the fire needed to uplift, motivate and INSPIRE! Great for diffusing in the morning whenever a sense of 'get-up-and-go!' is needed. Carry in purse, briefcase or backpack to help find motivation during a long, exhausting day. *(Contains a blend of grapefruit oil, orange oil, citrus limon peel oil, peppermint oil, bergamot oil, ginger oil, spearmint oil, vanilla oil and cinnamon bark oil.)*



Renew Releasing Blend: Prepare to let go of unwanted burdens with RENEW Releasing blend. Featuring a selection of authentic essential oils specifically chosen for their balancing and calming properties, RENEW Releasing Blend can help you unwind, restart and recharge, leaving you ready to face whatever challenges life may present. *(Contains a blend of grapefruit oil, lemon oil, rosemary oil, cypress oil, juniper oil, and Laurel leaf oil.)*

\$3.00 OFF
Full PV
or Buy 3 Get 1 FREE

May 1st -31st

Promo#	Description	PV	Mgr.	Assoc. 20%	PC 10%	Retail
P537237	Nature's Sunshine Conc. (\$3 off)	15.83	16.41	19.18	21.95	24.72
P537239	Nature's Sunshine Conc. (x4)	47.49	58.23	66.54	74.85	83.16
P536902	RENEW Releasing Oil (\$3 off, 15 mL)	30.15	27.15	31.46	35.76	40.07
P536904	RENEW Releasing Oil (x4, 15 mL)	90.45	90.45	103.38	116.28	129.21
P536907	INSPIRE Uplifting Oil (\$3 off, 15 mL)	25.79	22.79	26.47	30.16	33.84
P536909	INSPIRE Uplifting Oil (x4, 15 mL)	77.37	77.37	88.41	99.48	110.52

Not valid with any other promotion. Items may change without notice.

NATURE'S SUNSHINE

Share it
Wear it

Show Your Pride!

3-Month
Sponsoring
Contest



Lady's
Jacket



Men's
Polo Shirt

Sign up 12 new* members with 100+ PV and automatically receive a NSP embroidered lady's grey Jacket or men's black Polo Shirt.

Starts April 1st to June 30th

*Note: New is never before membership with NSP. Orders must be shipped directly to new sign ups, not drop shipped. No PV transfers.

NATURE'S SUNSHINE®

LUCKY



SEVEN



POINTS REWARDS PROMO

Be an honoured guest at an exclusive dinner with Jennifer Cole (Managing Director, NSP Canada) and select Canadian Management. Or be the recipient of free products and special Conference recognition. Earn points by achieving the qualifications below to join with only 7 others in receiving this exclusive **LUCKY SEVEN Rewards Recognition.**

TOP 3 POINT EARNERS (out of 7 total top earners)

- Be a guest for an exclusive dinner (Friday night at Conference 2018) with Jennifer Cole (Managing Director, NSP Canada) and select Canadian Management.
- Receive a sample pack of new products being introduced at Conference 2018 and a travel diffuser.
- Be recognized on stage at Conference 2018.

4-7 POINT EARNERS (out of 7 total top earners)

- Receive a sample pack of new products being introduced at Conference 2018 and a travel diffuser.
- Be recognized on stage at Conference 2018.

POINT EARNING ACTIVITIES

EARN POINTS IN THE FOLLOWING WAYS

- 100 Points for each new Business Associate sign up with 135 PV
- 50 Points for each new Premier Associate you develop.
- 25 Points for each new sign up who enrolls in the Sunshine Rewards Program.

(If there is a tie, top PGV growth will break the tie. Must have a minimum of 10 new sign ups to be in the Top 7. New means never before a member of NSP.)

Earn points from April 1st to June 30th.
With the exception of Sunshine Rewards which will run to August 30th.

NATURE'S SUNSHINE®

