



# SUNSHINE

The Publication for Nature's Sunshine Managers & Associates

Oct/Nov 2003 *TODAY*

## Getting your Z's with NSP

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Protecting Ourselves Against

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**New! ASK SUNNY  
& Find Sunny**

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## NSP: The Ideal Business for the Health-Care Professional



**H**ave you ever met a health-care professional that you felt would be “perfect” for NSP? Here are 10 reasons why they might be attracted to this company. Copy this article and use it as your prospect for new business-builders.

1. You can make a difference in the lives of others. Most people in our society would like to enjoy wellness and our products can help them achieve that goal.

2. You will receive recognition for your accomplishments. For many health-care professionals, the only recognition they receive is at their retirement party. At NSP, worthwhile goals are recognized and rewarded through rank advancement, travel opportunities, business bonuses, public recognition at meetings and conferences, and through the appreciation of other NSP associates.

3. You can enjoy career security. In this era of cutbacks and shutdowns, job security in the health-care sector is a thing of the past. You can begin to build an NSP business while you still have the safety of a regular paycheck, then eventually go full time and work up to your desired income level.

4. You can work from home. After you have achieved your income goals, spare yourself the hassle of commuting by running an NSP business from the comfort and convenience of your own home. This leaves you more time to spend with family and friends.

5. You choose which hours to invest. You decide how much and how often you want to work. Many successful NSP business owners work much less than their “40-hour a week” friends and neighbors.

6. You are your own boss. Unlike any job you have ever had, you do not have a boss in NSP. You have men-

tors, trainers, supporters, encouragers and partners. We say “In NSP, you’re in business for yourself, but not by yourself.”

7. You can provide for your family’s future by building a business worth passing on to them. This is one of the nicest gifts that a parent can give to his or her children. It represents security, an opportunity for personal growth, and a profession they can be proud of – thanks to a gift from you.

8. You may establish a tax shelter for yourself and your dependents. Tax deductions in Canada are very attractive to entrepreneurs in general and “homepreneurs” in particular. An NSP business operated from your home allows you to benefit from these provisions in the tax laws.

9. You can design your own retirement lifestyle. You choose the place where you want to live and carry on your business. Select those activities you enjoy—cultural, recreational, spiritual, social—and have the time and resources for them. You can even qualify for major expense-paid trips within Canada and to exotic international destinations.

10. You can use your life’s training and experience to optimize your retirement years. All of us gain many valuable lessons and experiences in the course of our lives. Too often, these are no longer needed by others after our retirement. In NSP, you build on your cumulative years of experience to create a more enjoyable and comfortable lifestyle during your retirement years. The older you become, the more valuable you become to NSP.

SUNSHINE TODAY is published bi-monthly as an educational and professional newsletter for Nature’s Sunshine Associates.

Please direct your submissions or comments to: Jeff Harmon, Communications 1-877-257-HERB

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### Medical Disclaimer

Nothing written or portrayed in this publication should be taken as prescription, diagnoses or a substitute for consultation with a competent health professional. It is advisable to seek the advice of your doctor concerning any ailment or when starting a supplement program.

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MEMBER  
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Direct Sellers Association

Ontario Herbalist Association

# News & Tools

## Hours of operation

- Wednesday, December 17th, 2003. Last order date for guaranteed delivery before Christmas.
- Wednesday, December 24th, 2003 closing at 12:00 pm E.S.T.
- Thursday, December 25th, 2003 Closed for Christmas.
- Friday, December 26th, 2003 closed for Boxing Day.
- Monday, December 29th, 2003. Customer Service open until 7:00 pm E.S.T for your ordering convenience.
- Tuesday, December 30th, 2003. Regular operating hours.
- Wednesday, December 31st, 2003. order entry and PV cut off is closed as of 3:00 pm E.S.T.

## Purolator Courier

As the cool weather and gift giving season approach please keep in mind the risks involved with leaving your package as a No Signatures Required. Freezing and theft are always a possibility as packages are left outside.

## Practitioner Promos— Open to all Associates

- Buy 5 get 1 of the same FREE.  
October 1st – November 14th, 2003
- #11819-2 CR II
  - #11820-1 Ginkgo T/R
  - #11573-0 Cat’s Claw
  - #11821-2 Stress Formula

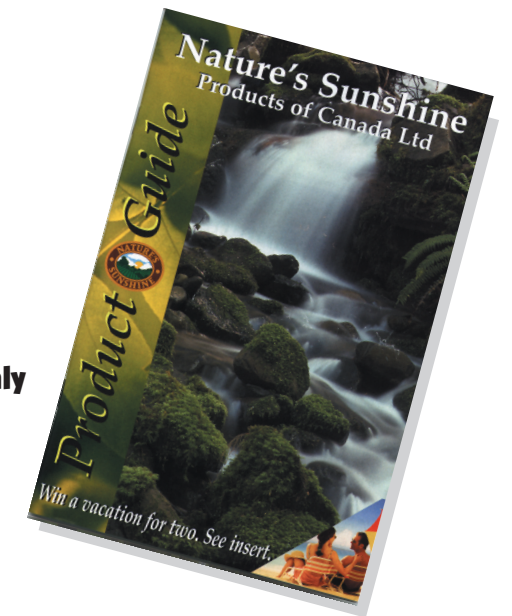
## New Product Guide now available

### New NSP Product Guide

A great resource for NSP Associates, the Product Guide contains all products and is conveniently organized according to body systems. Also includes the LifeStyle Analysis with a chance to win a trip for two!

Stock #15171-1 (english)  
\$1.00 ea

**Buy 100 Product Guides for only \$75.00 (you save \$25.00 off regular price).**



**A great learning tool. Fully updated.**

## Putting on our “Thinking Caps” Marketing Advisory Committee advices on the future

Recently some of NSP’s Managers gathered with company personnel to advise on future marketing initiatives. A special thank you to all members of the Marketing Advisory Committee for their advice and support. Committee Members: Allan & Lyn Bailey, Eugene Orr (Lei Orr absent), Christopher & Barbara Opolski, Hugh & Kim Gair, Colleen Zade, Odette Cousineau & Gerard Jodoin

# QUALITY, SERVICE, INTEGRITY

A message from Daren Hogge, President, International Division



Recently, I had the opportunity of traveling to Kiev in the Ukraine. It was my first visit to this beautiful country in which we celebrated an anniversary for Russia and the former Soviet Republic. Our growth throughout this region has been phenomenal. It was rewarding to see a great number of people travel so far to support Nature's Sunshine Products and this great event. With 4,000 people in attendance, we talked about the stability and security of belonging to Nature's Sunshine Products. Our distributors and family members have changed hundreds of thousands of lives throughout the years, allowing others health, wealth and the ability to dream their future with confidence.

While I was in Kiev, I toured the city with Bryant Yates, General Manager of Russia and the former Soviet Republic. While touring, we visited a historical site. Throughout the entire site there were monuments and statues celebrating great leaders and past

heroes, and I was very impressed. I realized how proud this country is of their past, the foundation on which they were built and the sacrifices made by great people. As I looked at the statues, I thought of our great dis-

## President's Message

tributors and family members who have contributed so much over the years.

Nature's Sunshine Products truly has a great foundation that everyone can be proud of. Our 31 years of history have been marked by many wonderful individuals who have sacrificed much to share the message of caring and sharing with their fellow human beings. I am proud of the foundation and history of Nature's Sunshine Products. I am proud of the pictures and memorials we have at Corporate Headquarters of great leaders who have contributed to our record growth

over the years. I want you to know that we will continue to honor great individuals who contribute to the success of Nature's Sunshine Products.

It was truly an honor to recognize Tita Salinas from Mexico at the TAC trip for her great contribution to Nature's Sunshine. She is the latest inductee into the Circle of Honor. I encourage all of you to pursue your dreams in a manner that is consistent with your beliefs. As you do this, your contributions will be noticed; it will also give you the chance to be recognized for your efforts toward the improvement of others.

Thank you for your support and efforts in making these last few months some of the best ever. Be as proud of the history of Nature's Sunshine Products as I am. I look forward to continued record growth in the future.

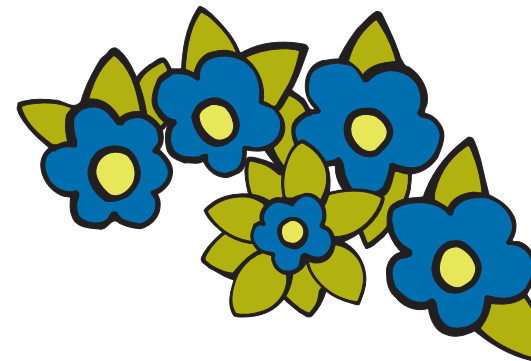
*Sincerely,*  
Daren G. Hogge  
President—International  
Nature's Sunshine Products, Inc.

# Testimonies

*Real-life stories from Nature's Sunshine Managers and Associates of life-changing events.*

## Crohns suffering relieved

In two short months I have noticed significant improvements in my condition. I have gone through all different types of treatments—deep tissue massage, cupping, coning, and of course the wonderful herbs. Who knew that things in pumpkin, cayenne pepper and seaweed would have the ability to treat various ailments? In the two months since I started this journey to health I feel significantly better. Virtually no abdominal pain, my energy level is up, bowel movements have improved (formed stool). I also managed to gain some weight. When I first came to see you (Betsy Vourantoni), I felt weak, very tired, depleted and I did not have any energy. Now I am like a completely different person—full of life and ready to go. The journey and recovery is not yet complete but for now I will enjoy the progress I have made and thank God for all the blessings he has bestowed upon me.  
*Nick Katsios*

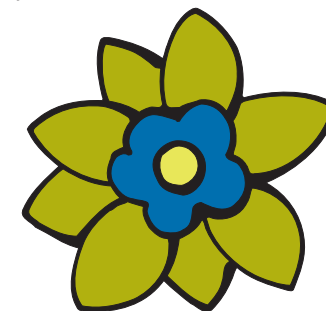


## Kidney discomfort improves

A woman had a very painful kidney condition that doctors couldn't help her with. Sitting for any length of time and going to the bathroom was very painful. Her skin was also painful to the touch. Chinese herbs and digestive enzymes brought her tremendous relief. After a period of time she was able to resume a normal diet and lifestyle.  
*Sara Braun*

## Weight loss and better digestion

I discovered NSP about three years ago. When I went to see Donna I was overweight and I had problems digesting food. Donna spent time with me and showed me what products would best help me lose my weight and help me digest food better. Since taking her advice and the NSP products, I now enjoy a healthier lifestyle and more energy. Plus, I lost the weight I wanted. ..I thank you Donna and NSP for all the help over the years.  
*Angela*

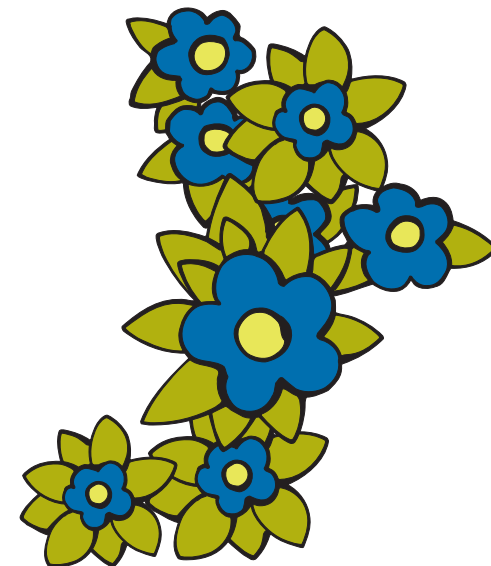


## Stretch marks reduced

After the birth of my two wonderful children, I was left with unsightly stretch marks. After only 2 weeks of using Collatrim they started to fade and close in. Thanks!  
*Shelly M. Stonewall*

## Colostrum for wound healing

I received a deep cut on the top of my foot that should have required stitches. After several frustrating days of the cut not healing or closing up, I applied to the cut a mixture of Colostrum and Aloe Vere gel. Within two days the cut was completely healed.  
*Jane Harmon*





# '6 Steps to Manager' Recognition

**Congratulations...** July winners on the **6-Steps to Becoming an NSP Manager** program. Congratulations to the following for earning \$100.00 by completing Step 3 of the "6-Steps to Becoming an NSP Manager" program. This was earned by meeting or exceeding the given PGV goals for month 1 – 350 PGV, month 2 – 550 PGV and month 3 – 750 PGV consecutively. These Associates and their sponsors have also qualified to attend a training seminar with Steven Horne, one of the world's leading herbalists.

<b>Name</b>	<b>Sponsor</b>
Darlene Balaz	Terry Bell
Dr. David & Erica Sloan	Laurie Syer
Violet Chew	Karen & Munro Armstrong
Dr. Charles Mba & C. Charity	Timothy Morrison
Tracy Martel	Karyn Ciccone
Bobbi Behiel	Corrine Gilbert
Irene Wells	Diane McLaren
Deborah Roberts	Gail Pyke
Mary Quackenbush	Audrey & Allan Barnes
Kim Owens	Robert & Carla-Lynn Brown

The following have won \$300.00 for completing Step 6 by meeting or exceeding the given PGV goals for month 4 – 950 PGV, month 5 – 1150 PGV and month 6 – 1350 PGV.

<b>Name</b>	<b>Sponsor</b>
Correnna Marshman	Howard & Judith Cobb
Vladimir & Teri Kusmenko	Deanna & Rick Burgess
Howard & Judith Cobb	For Correnna Marshman completing 6-steps
Deanna & Rick Burgess	For Vladimir & Teri Kusmenko completing 6-steps

**Congratulations...** August winners on the **6-Steps to Becoming an NSP Manager** program. Congratulations to the following for earning \$100.00 by completing Step 3 of the "6-Steps to Becoming an NSP Manager" program. This was earned by meeting or exceeding the given PGV goals for month 1 – 350 PGV, month 2 – 550 PGV and month 3 – 750 PGV consecutively. These Associates and their sponsors have also qualified to attend a training seminar with Steven Horne, one of the world's leading herbalists.

<b>Name</b>	<b>Sponsor</b>
Paula Ashworth	Diane McLaren
Vonda Derksen	Doris Barr
Darlene Gillrie	Bevin Saylor
Rebecca & Jeffrey Turner	Joan Johnson
Aline Brazeau	Claire & Pierre Hubert
Tomasz Kazula	Eva Darczewski
Sharyman Jones	Correnna Marshman
Pam Depres	Shelly Mulla
Ellen Sword	Kathy Deane

The following have won \$300.00 for completing Step 6 by meeting or exceeding the given PGV goals for month 4 – 950 PGV, month 5 – 1150 PGV and month 6 – 1350 PGV.

<b>Name</b>	<b>Sponsor</b>
Karyn Ciccone	Lily Dingwall
Lily Dingwall	For Karyn Ciccone completing 6 steps



## Congratulations to all our TAC Earners

William, Becky & Dora Wolff	Rhea Goudreau
Lily Dingwall	Lei & Eugene Orr
Cecil & Freida Anderson	Bob & Helen Pauls
Joan Emery	Hugo & Renate Stiller
Joan Johnson	Heather & Ken Shaw
Carol & Doug Nilsson	Shauna Kerr
Robert & Nicole Fournier	Lorene Benoit & Alain Chabot
JoAnne Thaxter	Florence & Brian Dyck
Allan & Lyn Bailey	Sheila Wajsen
June & Charlie Cobb	Pete & Sarah Nickel
Donna Roth	Vivian & Rob O'Neill
Betsy Vourantoni	Rob Tomilson





# Dream With Confidence

## Kingston Award Recipients

### Kingston, ON Conference

**Top Personal Sales**  
Hugo & Renate Stiller

**Top Personal Group Volume**  
Christopher & Barbara Opolski

**Top Total Group Volume**  
Robert & Nicole Fournier  
Betsy Vourantoni

**Top Recruiter**  
Christopher & Barbara Opolski

**Top New Managers Breakouts**  
Gail Pyke  
Susan Jikeli

*Continued on next page.*



**Rank Advancement**  
Betsy Vourantoni (Diamond)  
Russell Heffering (Silver)  
Joan & Conrad Ethier (Bronze)  
Silvana Fazzolari (Bronze)

**TAC Achievers**  
Betsy Vourantoni  
Robert & Nicole Fournier  
Rob Tomilson  
Heather & Ken Shaw  
Vivian & Rob O'Neill  
JoAnne Thaxter  
Hugo & Renate Stiller

**Leadership Conference Achievers**  
Christopher & Barbara Opolski  
Carla & Robert Brown  
Nella Berkhout  
Kim & Hugh Gair



## Bromont Award Recipients

### Bromont, PQ Conference

**Top Personal Sales**  
Rhéa Goudreau

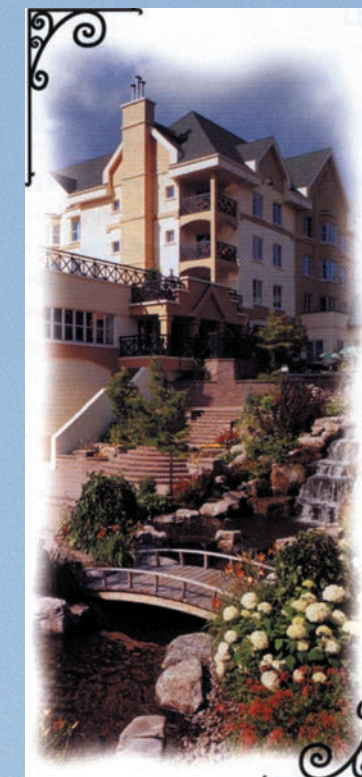
**Top Personal Group Volume**  
Rhéa Goudreau

**Top Total Group Volume**  
Rhéa Goudreau

**Top Recruiter**  
Elise Fontaine

**Rank Advancement**  
Rhéa Goudreau

**TAC Achievers**  
Rhéa Goudreau





# Product Corner

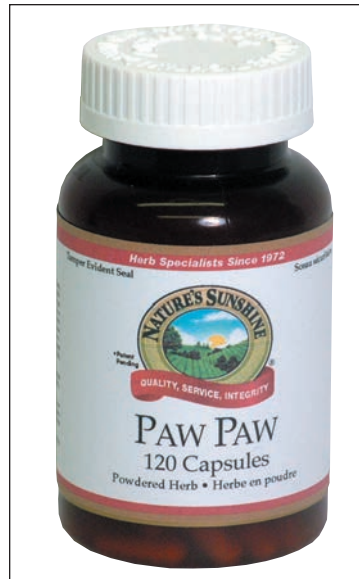
with Spence Masson B.Sc., Director of Science and Technology



## Three New Conference Products are a Big Hit with NSP Managers

**One of the biggest highlights at Conference is always the introduction of new products, and with this year's multiple Regional Conferences, we've been able to introduce several new products over the course of the year.**

**The first three Conferences saw the introduction of three new essential oils - Jasmine Absolute, Neroli and Sweet Marjoram; as well as Milk Thistle, Coral Calcium, Everflex Pain Cream and Stomach Comfort. There were an additional three products introduced at the Fall Conferences:**



### Paw Paw

By far the biggest news of all was the introduction of the most exciting product to ever come out of Nature's Sunshine. Introduced in the US as Paw Paw Cell-Reg, we are simply

calling it Paw Paw here in Canada.

For the past 25 years, Dr. Jerry McLaughlin, has researched the Paw Paw tree, and in particular the role its unique, active compounds can play in cellular protection. These compounds are known as acetogenins, and Dr. McLaughlin has published over 100 articles and studies related to their health benefits. He has recently completed a clinical study with over 100 participants showing that an extract of the Paw Paw tree (containing a naturally-occurring mixture of acetogenins) may support the body's cells during times of cellular stress. Paw Paw enhances the overall health of the body by selectively targeting abnormally growing cells. The acetogenins modulate the production of ATP in

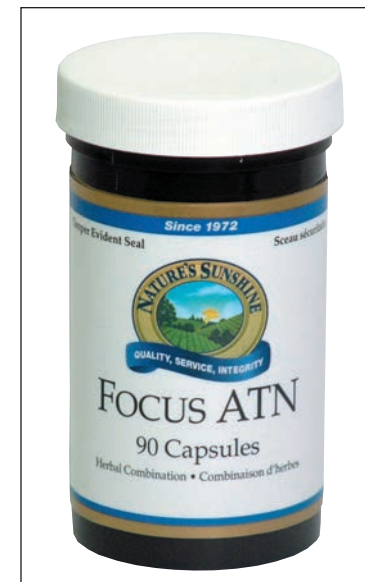
those specific cells, which affects the viability of those cells and the growth of blood vessels that nourish them. Nature's Sunshine's Paw Paw is patent-pending and is the only standardized acetogenin product available.

Although Paw Paw is a completely natural product that does not have any of the toxic side-effects that conventional treatment regimes for abnormal cells are known for, there are some cautions:

Only those who desire to target specific cells should take this product on a regular/daily basis. Do not take Paw Paw with Co-Q10 or KC-X, both of which enhance ATP production. Also do not take large amounts of antioxidant products in combination with Paw Paw, as they would help protect



the cells that are being targeted by the Paw Paw extract. And finally, the recommended daily dosage should not be exceeded. Our scientists have carefully worked out the best dosage for the Paw Paw extract, and in this case too much of a good thing is not good.



### Focus ATN

If your typical response when someone asks you a question is "Huh?", then Focus ATN is for you. It's called Focus Attention in the US; and some of our members have reported great results with kids that have ADD, or with college students looking to boost their brain power in preparation for

exams. Focus ATN provides nutrients that are essential for normal brain-stimulation levels while supporting blood circulation and neurotransmitters in the brain. It encourages restful, balanced mental activity. For optimum results, take Focus ATN capsules with NSP Flax Seed Oil softgels. Now that the children are back in school, you can help them hit the books with an advantage this year!



### Green Tea Extract

Green Tea is an herb that has so many health benefits, you'll really want to consider making it part of your regu-

lar herbal program. Green tea is an antioxidant superstar, being the most powerful antioxidant we have in our herbal arsenal. Green Tea supports the immune system function, but it also does much more than that. It contains a substance that inhibits tumor growth and lowers cholesterol. It also has fat-burning properties, and studies have shown that taking just 3 capsules per day increases fat burning without accelerating the heart rate.

Green tea contains some 52 anti-inflammatory compounds and has been shown to be as good as COX-2 anti-inflammatories for alleviation of arthritis symptoms.

And lastly, there are at least 15 anti-ulcer compounds in green tea, supporting evidence that long-term use can also inhibit ulcers caused by prolonged NSAID use.

Stock	Product	PV	Mgr.	Assoc.	PC	Retail
511-3	Paw Paw	25.99	25.99	27.85	31.56	37.13
1833-4	Focus ATN	23.49	23.49	25.17	28.52	33.56
1096-6	Green Tea	23.00	23.00	24.64	27.93	32.86



# Getting your Z's with NSP



Over the last 20 years there has been more than 15,000 scientific articles written on sleep. And what we've learned from all this research is that sleep is one of our most powerful healthy-living and anti-aging agents. Sadly, however, in our modern age sleep is viewed as an interruption to our busy, productive lives. If you burn a candle at both ends, the candle doesn't last as long. So it is with sleep—the less sleep we receive the shorter we live.

## Circadian Rhythm

When it comes to sleep, we are governed by the ancient, natural rhythms of planet Earth and the sun—that great ball of gas that sustains all life. This ancient rhythm of seasons and sunsets is called by scientists the Circadian Rhythm.

From sunrise to sunrise the following morning our bodies go through a cycle of waking, drowsiness, sleeping, and then waking again. Most of us never give this daily cycle a second thought; however, sleep is a very complex “phenomenon” controlled by the brain, hormones, and external factors of the rotation of the earth and the

changing of seasons. Simply put, daytime exposure to sunlight stimulates the release of melatonin from the pineal gland, which makes us drowsy and ready to sleep at the end of the day (notice how tired you are after a full day of being outside in the fresh air and sunshine). Come morning, however, cortisol (stress hormone) and testosterone levels rise to wake us from our slumber. The whole process can be called nothing less than marvelous.

## The Stages of Sleep

Many of us in today's modern culture go to bed and wake up never feeling rested. Why? The reason is that many of our lifestyle habits disrupt the natural circadian rhythm of sleep.

Quality, restorative, anti-aging sleep occurs in two main stages: REM (rapid eye movement) and NREM (no rapid eye movement) sleep cycles. During the night we cycle between REM and NREM four or five times within an eight hour period. A disruption in this cycle, especially REM sleep, will not produce the revitalizing rest we need for repair of the body

and for alert cognitive function. The effects of sleep deprivation are thus: cognitive impairment equal to that caused by alcohol intoxication; elevated cortisol (stress hormone) levels which stress all body system and impair immune response; and elevated insulin levels with a coinciding reduction in human growth hormone (HGH) production. In one study, researchers took healthy young men with no risk factors and turned them into pre-diabetics simply by depriving them of restorative sleep for one week. This evidence has led researchers to conclude that lack of sleep is partly due to the epidemic Syndrome X with its characteristic obesity, high insulin levels, heart disease and several other complications.

## How much sleep do we need

For sleep to be revitalizing and anti-aging researchers have concluded that adults require between seven to nine hours, without disruption in the REM, NREM cycles. Sweet Dreams!

## Supplements to help you sleep

**RE-X**—A sedative formula of several traditional sleep-enhancing herbs: valerian, passion flower, hops and catnip.  
#1241-6

**Calcium**—Calcium is a muscle and nerve relaxant which promotes sleep. Take shortly before bedtime.  
#1873-7 Coral Calcium  
#3191-6 Liquid Calcium  
#4041-3 SynerPro Cal/Mag  
#1758-6 Cal/Mag plus D

**Passion Flower**—This herb has been used for centuries to calm nerves and promote sound sleep.  
#500-3

**Lobelia Extract**—A traditional muscle relaxant in times of stress or nervousness.  
#1765-8

**AD-C**—A traditional Chinese herbal combination to reduce stress and bring about a feeling of well-being. Reduces restlessness and anxiety.  
#1877-2

**Stress Formula**—B-vitamin complex in a base of traditional herbs to calm and strengthen the nervous system.  
#1645-6

**St. John's Wort with Passion Flower**—St. John's Wort has traditionally been used as a relaxant in times of stress and insomnia.  
#655-3

**SynerProtein Powder (GMO Free)**—Soy protein provides the amino acid tryptophan, which is needed to stimulate the sleep-inducing neurotransmitter serotonin.  
#8228-0

**Valerian**—Herbalists have traditionally used valerian to calm the nervous system and as a sedative to relieve insomnia.  
#720-0

**Lavender oil**—This essential oil has traditionally been used to enhance relaxation and aid in sleep. A drop or two on the pillow is said to produce sound sleep.  
#3907-8

**Jasmine oil**—In one study, people who slept in a room infused with the scent of jasmine tossed and turned less and had higher mental function scores.  
#3890-1

## Tips for revitalizing sleep

- Establish how much sleep you need and try to reach it each night. Remember that the body repairs itself in the delta sleep phase in the early hours of the morning, so the earlier to bed the longer you'll stay in delta sleep.
- Avoid eating two to three hours before bedtime. Eating too close to bedtime can alter growth hormone production due to high insulin levels.
- Supplement with the amino acid tryptophan, which is required to stimulate the sleep-inducing neurotransmitter serotonin. Tryptophan is found in soy protein, bananas and pineapples.
- Sleep in as much darkness as possible. Light on your skin sends messages to the brain to lower melatonin response.
- Establish a regular sleeping and waking routine.
- Have a regular eating schedule and eat a light dinner.
- Limit your consumption of coffee, tea, cola drinks and chocolate.
- Avoid alcohol and sleeping medication since they disrupt your REM sleep.
- Get physical after dinner with a brisk walk. However, avoid strenuous activity within two hours of bedtime.
- End your day on a low key. Avoid stressful events, TV shows, movies, balancing the cheque book, heated discussions, etc.
- Take nutritional supplements that promote sleep. Herbal teas, vitamin B3, calcium and magnesium are helpful sleep aids.
- Take a warm bath in the evening. Raising the temperature of your body stimulates melatonin secretion.

# Monthly Meetings October 2003

**Please Note:**

\*Speakers are subject to change without notice. Please contact Customer Service at 1-800-265-9163 Mon. to Fri. 8:30am to 5pm EST for the most current information.

## Topic: Enviro DTX

**Belleville, ON**  
Wed. Oct. 1st 7pm  
Clarion Inn & Suites  
211 Pinnacle Street  
613-963-4531  
\$2.00  
\*Hans Pietschmann  
**CANCELLED**

**Barrie, ON**  
Date: TBA 7pm  
High Point Apt. Mtg.Rm  
2 Kozlov Street  
705-722-5898  
\$2.00  
\*Sharon Johnstone

**Edmonton, AB**  
Wed. Oct. 8 7pm  
St. Albert Inn  
156 St. Albert Trail  
780-459-5551  
\$3.00  
\*Behrooz Tahririha

**Scarborough, ON**  
Thurs. Oct. 9 7:30pm  
Curves-880 Ellesmere  
Unit 301 (Upstairs)  
Free of Charge  
905-985-7657  
\*Hugo Stiller

**Vernon, BC**  
Wed. Oct. 15 7pm  
Schubert Centre  
3505-30th Ave  
250-547-2281  
\$3.00  
\*Kathy Deane

**Montreal, PQ**  
Wed. Oct. 15 7:30pm  
Rotisserie St. Hubert  
6225, rue Sherbrooke  
Free of Charge  
1-888-325-4372  
\*Robert Levert

**Moncton, NB**  
Mon. Oct. 20 7pm  
Mike's Restaurant  
9 Champlain Street  
506-859-0383  
\$2.00  
\*Deborah Legere

**London, ON**  
Thurs. Oct. 16 7:90pm  
St. Jude's Hall  
Corner of Fanshaw and  
Adelaide  
519-720-6969  
\$5.00  
\*Russ Heffering

**Kitchener, ON**  
Mon. Oct. 19 7:30pm  
16 Wellington St. N.  
(Parking Available)  
519-568-8731  
Free of charge  
\*Ginette Ethier

**Sudbury, ON**  
Wed. Oct. 15 7pm  
Holiday Inn  
50 Brady Street  
705-692-1970  
\$5.00  
\*Joanne Thaxter

**Quebec, PQ**  
Fri. Oct. 17 7:00pm  
Maison Jesus-Ouvrier  
475, boul. Pere-Lelievre  
Free of Charge  
1-888-325-4372  
\*Robert Levert

**Duncan, BC**  
Wed. Oct. 22 7 to 9pm  
St. John's Hall  
Jubilee and 1st St.  
250-748-6802  
\$3.00  
\*Lorene Benoit

**New West Minster, BC**  
Tues. Oct. 28 7pm  
Best Western Coquitlam Inn  
319 North Road  
604-946-0091  
\$3.00  
\*Speaker: TBA

**Calgary, AB**  
Wed. Oct. 22 7:30pm  
Cobblestone Health  
2036-42nd Street  
403-287-2991  
\$5.00  
\*Judith Cobb

**Kelowna, BC**  
Tues. Oct. 21 7pm  
Kelowna Library  
On Ellis Street  
\$3.00  
250-764-285  
\*Donna Roth

**Oakwood, ON**  
Fri. Oct. 24 7:30pm  
Oakwood Fire Hall  
South of Lights in centre  
of Hwy #7  
705-953-9937  
\$2.00  
\*Speaker: Helen Biffert

**Sherbrooke, PQ**  
Fri. Oct. 31 7:30pm  
Auberge Elite  
4206, rue King Ouest  
1-888-325-4372  
Free of Charge  
\*Robert Levert

**Hanover, ON**  
Mon. Oct. 27 7pm  
Lutheran Church Basement  
( Beside Firehall)  
425-10th Ave  
519-364-7092  
\$3.00  
\*Christine Lennips

**WEEKEND WORKSHOPS:**  
**St. Catharines, ON**  
Sat. Oct. 18 9 to 4pm  
Four Points Hotel  
3530 Schmon Pkwy  
Cost: \$25.00  
Topic: TBA  
Speaker: TBA  
Advance Registration  
required, Call Audrey @  
905-646-2754

**Belleville, ON**  
Sat. Oct. 18 10am to 4pm  
Clarion Inn & Suites  
211 Pinnacle Street  
Cost: 20.00  
Topic: Essential Oils  
Speaker: TBA  
Call Kathy: 613-395-5027

## Topic: Balancing your Emotions

**Belleville, ON**  
Wed. Nov. 5 7pm  
Clarion Inn & Suites  
211 Pinnacle Street  
613-963-4531  
\$2.00  
\*Hans Pietschmann

**Edmonton, AB**  
Wed. Nov. 5 7pm  
St. Albert Inn  
156 St. Albert St.  
Cost: \$3.00  
780-459-5551  
\*Jean Dansereau

**Barrie, ON**  
Mon. Nov. 10 7:00p.m  
High Point Apt. Mtg.  
Rm  
2 Kozlov Street  
705-722-5896  
\$2.00  
\*Sharon Johnstone

**Scarborough, ON**  
Thurs. Nov. 13 7:30pm  
Curves-880 Ellesmere Ave.  
Unit#301- Upstairs  
Free of Charge  
905-985-7657  
\*Hugo Stiller

**Newmarket, ON**  
Wed. Nov. 12  
38 Centennial Ave  
(Holland Landing)  
Free of Charge  
905-836-1897  
\*Debbie Philp

**Vernon, BC**  
Wed. Nov. 19 7pm  
Schubert Centre  
3505-30th Ave  
\$3.00  
250-547-2281  
\*Kathy Deane

**Kitchener, ON**  
Mon. Nov. 17 7:30pm  
(Parking Available)  
519-568-8731  
Free of Charge  
\*Ginette Ethier

**New Westminster, BC**  
Tues. Nov. 18 7pm  
BC Justice Institute  
715 McBride Blvd  
604-850-6746  
\$3.00  
\*Speaker: TBA

**Montreal, PQ**  
Wed. Nov. 19 7:30pm  
Rotisserie St. Hubert  
6225, rue Sherbrooke  
1-888-325-4372  
Free of Charge  
\*Robert Levert

**London, ON**  
Thurs. Nov. 20 7:30pm  
St. Jude's Hall  
Corner of Fanshaw &  
Adelaide  
519-686-7381  
\$3.00  
\*Russ Heferring

**Kelowna, BC**  
Thurs. Nov. 20 7pm  
Kelowna Library  
Ellis Street  
250-764-2852  
\$3.00  
\*Donna Roth

**Oakwood, ON**  
Fri. Nov. 21 7:30pm  
Oakwood Fire Hall  
South of Lights in centre  
of Hwy 7  
705-953-9937  
\$2.00  
\*Speaker: TBA

**New West Minster, BC**  
Tues. Nov. 18 7pm  
BC Justice Institute  
715 McBride Blvd  
604-850-6746  
\$3.00  
\*Speaker: TBA

**Duncan, BC**  
Date: TBA 7pm  
St. John's Hall  
Jubilee & First Street  
250-748-6802  
\$3.00  
\*Lorene Benoit

**Sudbury, ON**  
Date: TBA 7pm  
Dumus Independent Storre  
On Lorne Street  
705-692-1970  
\$5.00  
\*Joanne Thaxter

**Hanover, ON**  
Mon. Nov. 24 7pm  
Lutheran Church basement  
( beside firehall)  
425 10th Ave  
519-364-7092  
\$3.00  
\*Christine Lennips

**St. Catharine's ON**  
Mon. Nov. 24 7pm  
Four Points Hotel  
3530 Schmon Pkwy  
Call Wilma Calabresi @  
905-358-8719  
\$5.00  
Speaker: TBA

**Quebec, PQ**  
Fri. Nov. 28 7:30pm  
Maison Jesus-Ouvrier  
475 boul. Pere-Lelievre  
1-888-325-4372  
Free of Charge  
\*Robert Levert

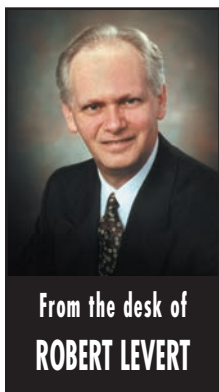
**Please Note:**

\*Speakers are subject to change without notice. Please contact Customer Service at 1-800-265-9163 Mon. to Fri. 8:30am to 5pm EST for the most current information.

# Monthly Meetings November 2003



# Protecting Ourselves Against the Environment



From the desk of  
**ROBERT LEVERT**

In the mid-70's while I was living in Oakland, California, I vividly remember reading the following words on a bumper sticker at

a stop light: "On the first day, God created the earth; on the last day, Man destroyed it."

These words obviously had, and still have, a profound social and environmental meaning. Who's responsible for the damage caused to our environment? Man, as a consumer, has been using every new invention, tool and product available to enjoy a more leisurely lifestyle, but not necessarily a more healthy lifestyle. A safe, healthy environment starts with each one of us and, foremost, with our internal environment, including the way we think and the way we act.

In the second half of the 20th centu-

ry, environmental issues came to the forefront of daily concerns, and environmentalists and ecologists gave the alert. In 1992, the UN organized the Conference on Environment and Development—also called the Earth Summit—held in Rio de Janeiro, which gave a significant push to global economic and environmental regulation.

As we all know a polluted environment has an immediate impact on our internal environment, whether it be pollution from outside the home or inside the home. In his pamphlet *Let's Stop Poisoning Our Children*, Richard M. Barry writes that "Indoor air pollution is one of the most important environmental health problems", according to the EPA (Environmental Protection Agency) in a report to the US Congress. He goes on saying that "One reason chemical concentrations are so high in some homes is that cleaning products and some personal care products release toxic vapors into

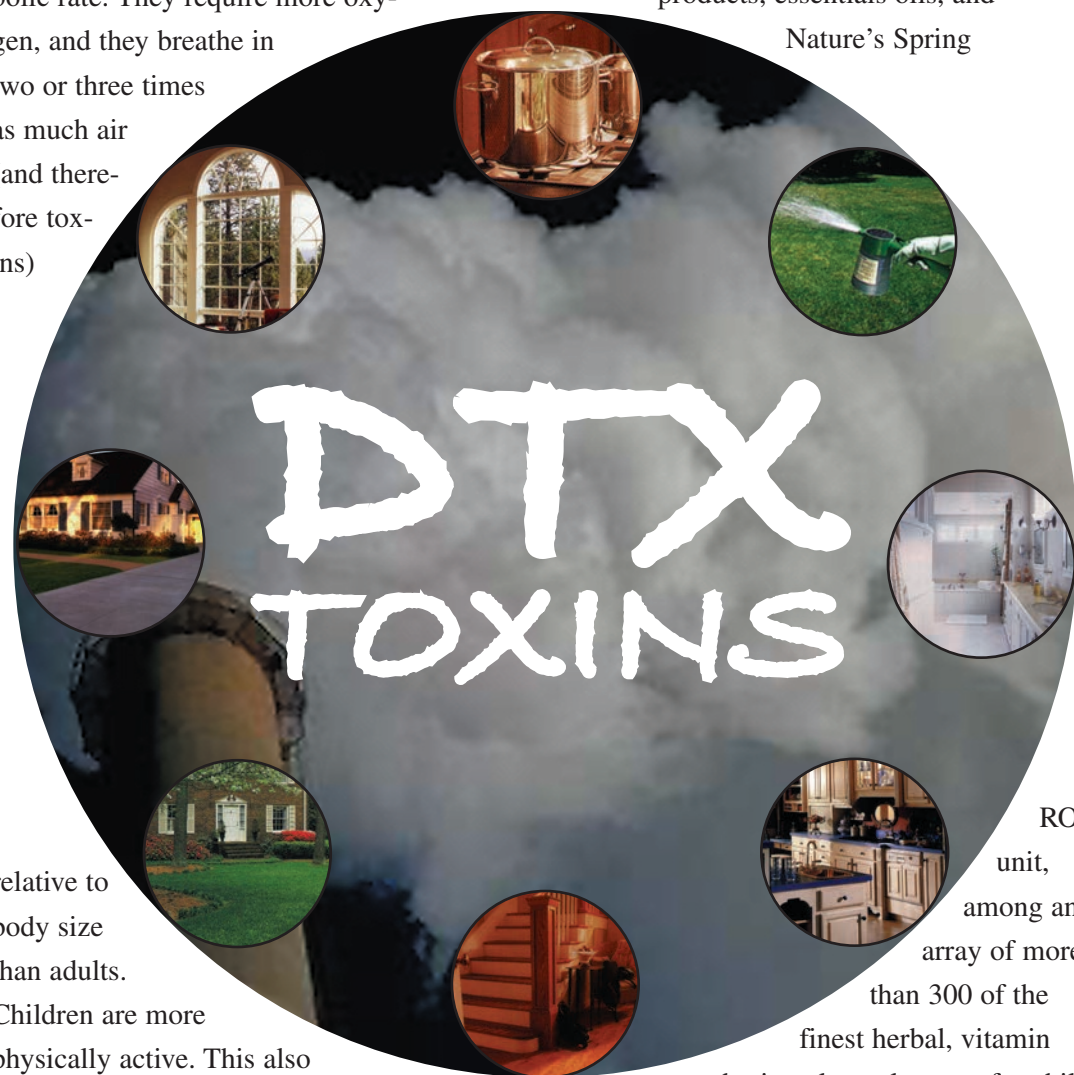
the air when they are used – and even when they are stored. It's alarming that indoor air is so full of chemical vapors because most children spend twelve to twenty hours a day in their homes. Physiologically, children are more vulnerable to toxic vapors than adults because of their higher metabolic rate. They require more oxygen, and they breathe in two or three times as much air (and therefore toxins)

relative to body size than adults. Children are more physically active. This also increases their breathing rate and intake of toxins. In addition, children play close to the floor where heavier pollutants settle. Parents can do something to reduce their family's exposure to airborne toxins from household products—they can simply switch brands. I think it's important to say that household cleaning and personal care products are not the only source

of chemicals in your home, but they are the easiest to replace."

Fortunately, Nature's Sunshine comes to the rescue with a wide range of environmentally safe, natural products for a healthy home and body. These products include NSP Concentrate, Natria personal care products, essential oils, and

Nature's Spring



RO unit, among an array of more than 300 of the finest herbal, vitamin and mineral supplements for children and adults.

With NSP Concentrate, one could get rid of almost any other toxic cleaner around the house. This general purpose, non-inflammable cleaning concentrate is effective on all types of dirt and grime, yet won't harm the environment or the ones you love, because it contains no polluting phos-

phates, borates or nitrates.

Its biodegradable cleaning and sudsing agents break down easily, helping to prevent foaming or sudsing problems in our lakes and streams. NSP Concentrate can be used for laundry, dishes, appliances, windows, floors, fixtures, woodworks, silverware, counters, chrome, fruits and vegetables, on domestic animals, as a hand wash, a shampoo, and a lawn and garden conditioner. Get the flyer on NSP Concentrate with a list of recipes on its multiple uses. You can also add essential oils to NSP Concentrate for various household and personal care purposes. In her booklet 'Is Your Home Safe?', Larissa Jones shares recipes using NSP Concentrate and essential oils for a cleaner, safer home and environment.

The Natria personal care products represent a great alternative to commercial cosmetics filled with preservatives, petrochemicals, and disinfectants, all of which can damage and age the skin, not to mention increase our overall chemical load. The Natria flyer and catalogue will provide you with all the information you need on personal care. The Natria products are all dermatologist-tested, safety-tested, allergy-tested, non-animal tested, and contain only natural fragrances and colors. No toxic vapors.

Any concerns about your tap water? Nature's Spring RO unit is the answer. Our bodies need pure water to produce heat and energy, and get rid of waste material and toxins. Did you know the body of a newborn is 77 percent water? Children are 59 percent water, and adults are between 45 and

65 percent water. The blood is 83 percent water, kidneys 82 percent, muscles 75 percent, brain 74 percent, liver 69 percent, and bones 22 percent. Water is the main constituent of the fluids that surround and are within all living cells. The new, improved Nature's Spring RO is a four-stage water treatment system that utilizes some of the most advanced methods of water treatment technology available today. It can produce up to 35 gallons of pure water daily. Reverse osmosis produces water like nature intended it to be, pure and natural!

In his book *Man the Unknown*, Alexis Carrel, two-time Nobel Prize winning scientist of the Rockefeller Institute for Medical Research, shows that when all the basic conditions are reunited, living cells never grow old. To achieve that state, every cell in our body needs five things on a constant basis: (1) oxygen, (2) nutrients, (3) water, (4) heat, and (4) waste removal. The external environment does have an impact on our health, but not as much as the internal environment.

With the help of herbs, which activate, build and cleanse, as well as the elements identified above, the body can function properly and achieve homeostasis, which means that we have the oxygen, the nutrients we need in a clean, moist, warm and clean environment. But when toxins and waste material build up in the system, Enviro D-T-X is a formula designed to cleanse and strengthen the detoxifying organs of the body: kidneys, liver, lungs, and skin.





## New Feature ASK SUNNY!

Got a question or a comment? Submit your questions or comments to **ASK SUNNY** and we'll answer them. It might even end up in *Sunshine Today!*

### Find Sunny

Win your way to a FREE gift.

This issue of the *SUNSHINE TODAY* contains a hidden picture of Sunny, the *Sunshine Today* mascot!

When you spot Sunny, fill out the ballot and return it to Nature's Sunshine. Each correct ballot will be placed in a draw where 20 winners will receive free shipping of one order. The draw will take place on Nov 15, 2003.

**Don't miss your chance to WIN!**



### I Found Sunny

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_

Account #: \_\_\_\_\_

email: \_\_\_\_\_

Fax#: \_\_\_\_\_

I found Sunny on page: \_\_\_\_\_

*Continued on page 18*

These organs bear the burden of filtering and eliminating toxins that are ingested through airborne pollutants and exposure to chemicals (including household cleaners, cosmetics, pesticides, paints, etc.), food additives, impure water, drugs, and alcohol. Enviro-D-T-X is also found as a component of a herbal program called Bod-E-Klenz. Milk Thistle, a very popular herb in Europe, is known to protect the liver against liver toxicity. The active ingredient in Milk Thistle called silymarin is reported to be a more powerful antioxidant than vitamin E. Research shows that silymarin helps rejuvenate the liver, stimulates the production of liver proteins which create new liver cells to replace old, damaged cells. Furthermore, research shows that silymarin inhibits the depletion of glutathione, necessary for the conversion of alcohol into a water-soluble substance which is easily eliminated by the kidneys. Milk Thistle is also found in an herbal combination called LIV-Gd. Finally, HRP-C, a Chinese herbal combination, strengthens immunity against viral and bacterial infections, including extremely contagious diseases. It is our most precious asset when it comes to providing antibacterial, antimicrobial, anti-parasitic, and antiviral activity against numerous pathogenic organisms. HRP-C is available in both capsulated and liquid forms.

Ever wondered why people are worried and despaired when they watch TV or read the newspaper? The media

focus on the negative rather than the positive, the problems rather than the solutions. When they talk and write about SARS, Mad Cow Disease, West Nile Virus, and other types of infections, it just seems as if we were all doomed. We should remember that whenever problems occur, nature provides solutions. Nature and technology can work hand in hand, as it is the case with Nature's Sunshine products, to provide a healthy internal and external environment for each of us to live in. We shouldn't worry so much about the disease than giving our bodies the power to fight back.

Worried about the fact that herbs might be contaminated? Contaminated herbs are indeed sold on market, but they are not Nature's Sunshine herbs. Nature's Sunshine herbs contain only "Guaranteed Pure Ingredients." Upon arrival, NSP tests all raw materials.

Part of the testing procedures include tests for contamination by pesticides, heavy metals and microbes. If our tests show any type of contamination, the raw material is rejected and sent back to the supplier. NSP also tests for radiation, potency, and much more, through more than 150 tests and procedures to guarantee the finest quality herbal products on the market. For more information on NSP's quality control, read our brochure 'Quality, Service & Integrity: Quality Control & Nature's Sunshine Products'.

Protecting ourselves against our environment starts with each one of us. We can make our bodies, our homes, this land and this earth a safer and more enjoyable place to live. Our future and the future of our children

# AromaPlus

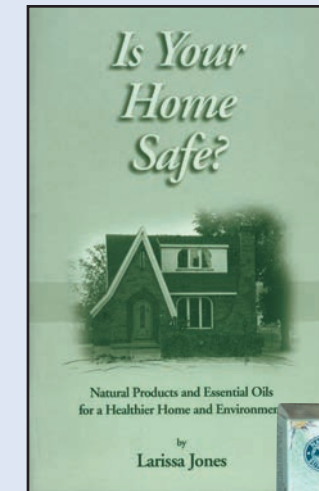
## Turn your home into a safe zone

*Find out the secrets of using natural, safe essential oils for everyday cleaning and personal care.*

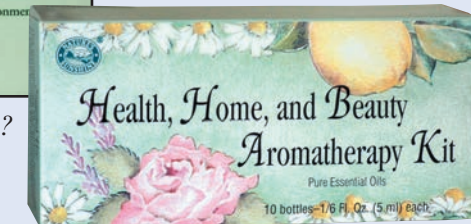
**Y**ou can have a sparkling clean home without exposing yourself to the danger of common household cleaners and chemicals. *Is Your Home Safe?* offers easy alternatives to toxic cleansers using natural ingredients and essential oils.

Discover the pleasure of using fragrant essential oils to create perfumes, bath salts, face creams, and other natural cosmetics. Compare these natural recipes to the ingredients found in some common personal care products, which pose a risk to your health. Effective alternatives to synthetic chemicals are simple to make with the recipes found in this helpful book.

Full of useful and sometimes surprising information, this book is a great tool for home parties and meetings. It will make you think twice before using chemicals in your home.



*Is your Home Safe?*  
Stock# 2892-3  
\$8.95



**Healthy, Home, and Beauty Aromatherapy Kit**  
(Contains: Bergamot, Frankincense, Pink Grapefruit, Lemon, Pine Needle, Cinnamon Leaf, Geranium, Lavender Fine, Peppermint, and Red Mandarin)  
Stock# 3954-1

### Limited time offer!

For a limited time order the Healthy, Home, and Beauty Aromatherapy Kit and receive the *Is Your Home Safe?* book completely **FREE**. Offer valid October 15th to November 28th, 2003. Call Customer Service to order yours today.

## AromaPlus Circle of Excellence

(AromaPlus Presenters attain Circle of Excellence Membership by holding a minimum of five personal Sunshine Hours average per month with at least \$1500 average per month in retail sales from parties beginning in January 2003)

### July 2003

Diane Ray  
Norma & Emil Volaric  
Helga Lambrecht  
Marlene Pietschmann  
Judith Cobb  
Margaret Voth  
Birgid Lehmann  
Denise Thiffault

### August 2003

Diane Ray  
Norma & Emil Volaric  
Helga Lambrecht  
Marlene Pietschmann  
Cindy Scott





# CONFERENCE 2004 MONTREAL OCTOBER 14TH-16TH 2004

## 2004 CONFERENCE PROMOTION

Qualification Period: October 1st, 2003 to August 31st, 2004.

### Earn the Complete Conference Package: 3 nights accommodation *Plus* 2 Registration packages.

To earn the Complete Conference Package:  
Accumulate 12,500 PGV during the qualification period and you will earn 3 nights PLUS registration for 2 FREE.

### Earn up to \$400 in Travel Allowances

To earn travel allowances:

- Every 5 sign-ups with 300 Accumulated PV within 3 months=2 Travel Credits
- Breakout a NEW Manager that maintains for 3 consecutive months=2 Travel Credits
- Personally rank advance (must be NEW rank at the end of the qualification period)=2 Travel Credits

Maximum credits to be accumulated=6 per account.

2 Travel Credits=\$100

4 Travel Credits=\$250

6 Travel Credits=\$400

PV transfers do not count towards this promotion.

Conference accommodations and facilities provided by the luxurious downtown Delta Montreal Hotel.

