



SUNSHINE

The Publication for Nature's Sunshine Managers & Associates

June/July 2004 **TODAY**

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Superior Whole Food Nutrition
Take the GreenZone Challenge

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Can aging be reversed?...page 17

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**Essential oil, best kept secret
and soft tissue healer.**



**ASK SUNNY
& Find Sunny**
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Please direct your submissions or comments to: Jeff Harmon, Communications 1-800-265-9163.

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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 supplementing program.

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Showcasing Yourself



Would you be interested in a way to meet hundreds, perhaps even thousands, of new prospects for an investment of just pennies a piece? Believe it or not, there is such a method, and people who use it well are reaping tremendous rewards. There are many ways to describe it, but for a working team I will refer to it as "showcasing".

The basic idea is to take a booth in a local fair, trade show, health expo, etc. The key is to plan and implement your presentation professionally.

Most well run shows structure their booth fees in relation to the expected attendance. Although you can't expect that every single attendee will visit your booth, you can do much to maximize your effectiveness. Let me suggest just a few things:

1) Plan and prepare well in advance.
2) Decide what you are going to feature and build your display accordingly. A narrow focus is more effective than one which tries to promote everything you carry. You can present that once you have built an initial relationship.

3) Make sure all of your props, signs, literature, etc are clean and professional looking.

4) Schedule your people to staff the booth so that nobody has to put in unreasonably long hours. At least two and if possible three people should be on duty for each shift. This allows for washroom and meal breaks. If the booth is small, one of the participants can stand in the aisle greeting passers-by, inviting them to enter a draw.

Train your booth workers well in advance.

5) Have an effective and attractive draw to secure leads. (One booth recently attracted over 600 leads with 40 requests for information about the business opportunity. This was a two-day weekend event in a relatively small community.) You must be proactive to attract leads.

6) Follow up on the leads as soon as possible after the event. Leads grow colder every day that they are unworked.

There is a great selection of training material available from the acknowledged expert on fair booths named Barry Siskind.

You can find his organization at www.siskindtraining.com or by email at info@siskindtraining.com or toll free at 1-800-358-6079. I have recommended this material to many people and the reports have been overwhelmingly positive.

One final note, NSP Canada offers an attractive "fair booth" package for people who choose to use this venue for promoting their business. For details please contact Melissa Baker at 1-800-265-9163 ext 3920.

I hope to hear positive showcasing reports from many of you in the near future.

Garry Ford
Garry Ford
General Manager
Nature's Sunshine Canada

News & Tools

Hours of operation

- Thursday July 1st, 2004 CLOSED for Canada Day.
- August 2nd, 2004 CLOSED for the Civic Holiday.

New Product Fact Sheets now available

A comprehensive guide to all of NSP Canada's products is now available. Fully updated, the new Product Fact Sheets are great for educating yourself and others on the history and use of herbs and supplements. Fact sheets of new products will be issued to update your Fact Sheet binder as they become available.

Stock# 15259-3 \$10.00



1st place
\$500 prize
Amber Jikeli



2nd place
\$300 prize
Alex De Soto



3rd place
\$200 prize
Dean Roth

NSP Kids Club Winners

Congratulations to our Kids Club Testimonial Winners for 2003. And thank you for all who participated.

All testimonials submitted will receive a FREE Calculator, PLUS a membership card to the Kids Club.

The best three testimonials from each region will receive a cash prize.

Celebrating New Silver Managers

Rising Star Convention 2005, Salt Lake City



Rising Star 2005 is Aug. 31st—Sept. 4th, 2005

Qualifications: Become a NEW Silver Manager between June 1st, 2004 and May 31th, 2005 and accumulate 70,000 TGV during the same period and you will earn an all-expense paid trip to Salt Lake City, Utah, USA. Visit our head office, laboratory, manufacturing plant and Gene & Kristine's cabin (our co-founders).

QUALITY, SERVICE, INTEGRITY

A message from Daren Hogge, President, International Division



One evening a young girl was setting the table for dinner when a family friend stopped by unexpectedly. The friend knocked at the door. The mother, busy at the stove, called to her friend to come in. The friend glanced at the beautiful table set with fine china.

"Oh, I see you are expecting company. I will come back another time—I should have called first anyway," said the friend.

"It's all right," replied the mother. "We are not expecting company."

With a puzzled look on her face the friend asked, "Why do you have the good dishes out? I only use my china twice a year—when special guests come to visit."

The mother replied, "I have prepared my family's favorite meal. If you set your best table for special guests and outsiders when you prepare a meal, why not for your own family? They are as special as anyone I can think of."

As I thought about this story, it reminded me of Nature's Sunshine. When receiving distributors at their corporate offices, many of our competitors take the effort to clean their plant and offices to impress those who have come to visit. In fact, some of

our competitors only allow guests to visit on certain days of the year, so they have proper time to prepare. However, Nature's Sunshine is different. Every day anyone that would like to go on a tour of our manufacturing plant is allowed to do so without any special preparation.

President's Message

I like the philosophy of the mother in the story. If we put forth our best efforts for guests, why not do it for family members every day. That is the philosophy of Nature's Sunshine Products—always putting those who are part of the family first and treating them as we would any guest.

I am proud that Nature's Sunshine has been named "Manufacturer of the Year." Also, we have been named one of the best corporate citizens for the year 2004. No other multi-level company made this list. We are the only one that has been on this list for two years in a row. I think it is because we do business the same way every day. We treat our family members

with the utmost respect. We never try to hide what we are doing. We are a people organization—an organization of employees and distributors.

Together we are changing the world.

I am happy to say that we are changing the world at a faster rate than ever before with unprecedented growth in each of the international markets.

Every day the story of Nature's Sunshine is shared with someone. It changes their life. We only get stronger and stronger as we move forward. Together we are doing something that has never been done before—work-

ing hand in hand with our distributors and making an impact on hundreds of thousands of people throughout the world. I know that through the remainder of the year and well into the next several years, Nature's Sunshine Products will continue to help others realize their dreams of health and wealth.

I look forward to seeing all of you sometime this year at conventions or other meetings, where I can thank you in person for your great efforts.

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.

Sixty-six years old and still full of energy!

A Sixty-six year old woman says she has avoided all HRT (hormone replacement therapy) and has lots of energy with her daily regime of two each of Wild Yam & Chaste Tree and Cal-Mag plus D, and one each of Lecithin, Flax Seed Oil, Super Vit. & Min. "All my friends are on drugs and they can't do half of what I can," she says.

DLR from Cobble Hill, BC.

Acne clears up with Natria Detox Mask

A 16-year-old girl cleared up acne by using Natria Detoxifying Mask two to three times a week. She noticed improvements within two weeks. She now continues using the mask weekly.

She also cleaned up her diet and started drinking chlorophyll daily — she reports that she has more energy and is less moody!

LT from Fort Frances, ON

Eyesight improvement

A woman diagnosed with macular degeneration in one eye in 1998 and told she would likely be blind in both eyes within two years began a regimen of taking two Bilberry daily, with vitamins A&D, vitamin E, vitamin C, and Super Vit. & Min. In six years the

macular degeneration has not progressed. Now, at 80 years of age, her eyesight remains the same, or is slightly better.

AB, from Wpg. MB,

Valerian calms anxiety

On December 10, 2002, I saw my doctor who prescribed some medication that I was to take only if I started having one of my anxiety attacks. As I don't like taking any prescribed medication unless it's really necessary, I had the prescription filled and carried it with me for about 1-1/2 years without ever having to take it. On December 12, 2002 I had to drive to Victoria again with NO sign of anxiety or unease. I am still taking Valerian Root and have had no recurrence of any sign of anxiety or panic attack since December 6, 2002.

On January 16, 2003 I quit smoking after many years and I credit my success to Valerian Root as well.

JT

NSP Concentrate better than the rest

I love NSP Concentrate because it is so natural and non-toxic, but also because it works. As a window cleaner, the windows sparkle and are streak free. As a foaming soap pump it is far better than the anti-bacterial soap I

used to use. My hands actually feel clean but not dry. I am looking forward to trying it out in the laundry and as dishwashing liquid.

A wonderful product!

Linda Clark, Chilliwack, BC

Repeat visits to oncologist not necessary

My dad who was on a six week regimen of Paw Paw without medical intervention. since going back to his oncologist he has been given a clean bill of health and told that he does not have to come back. The doctor says he does not understand how this could be but is happy for my dad.

Thank you for Paw Paw on behalf of my dad and family.

Marlene Peitschmann, Eldorado, ON

FREE GIFT for your testimonies during the month of June

During the month of June, 2004 we are offering a FREE GIFT to each one who sends in one or more testimonies. Please send testimonies addressed to the Marketing Department.

'6 Steps to Manager' Recognition

Congratulations... March, 2004 winners on the **6-Steps to Becoming an NSP Manager** program. Congratulations to the following people 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.

Name

Elsie Belcheff
 Shirley & Herbert Obrecht
 Roni Leaf & Murray Hanes
 Gabriella Fattore
 Roxanne Kennedy
 Margo Sheane
 Jacob Maendel
 Danielle Bouchard
 Sainoor Premji
 Lucy Turney
 Norma Pumphrey
 Terry Probst
 Carol Vrbaneck
 Nell Stevenson
 Anja Dalglish
 Joelle Lauzon
 Marie Desjardins
 Lucie Saint-Martin

Sponsor

J & D Fraser
 Bonnie Scarborough
 Birgid Lehmann
 Guiseppina Carriero
 Paula Ashworth
 Vickie Farrell
 Herman & Susan Froese
 Diane McLaren
 Ramila & Megs Padiachy
 Yvonne Dollard
 Virginia Pumphrey
 Paula Ashworth
 Diane McLaren
 Diane McLaren
 Carolyn Steiss
 Joelle Jay
 Lise Harbeck
 Ginette Cloutier



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 or their downline has completed the 6 steps.

Name

Sophie & John Stanowski
 Blair Hunter
 Annette & Al Vandendriessche
 Timothy & Betty Neufeld
 Sherry Froehlich
 Gordon & Margaret Palka
 James Rempel
 Lorraine Carpino
 Hans & Marlene Pietschmann

Sponsor

Gordon & Margaret Palka
 Lorraine Carpino
 Hans & Marlene Pietschmann
 James Rempel
 Jean Dansereau
 For Sophie & John Stanowski completing 6 steps
 For Timothy & Betty Neufeld completing 6 steps
 For Blair Hunter completing 6 steps
 For Annette & Al Vandendriessche completing 6 steps

Congratulations... April, 2004 winners on the **6-Steps to Becoming an NSP Manager** program. Congratulations to the following people 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.

Name

Viky Russell
 Lucille Sawyer
 Keith & Joan Langille
 Heidi Prinzen
 Gini Taboika
 Debra Davies
 Violet Graves & J. Speers
 Janice Woodside
 Kaleya Karringten
 Deborah Phair
 Tannis Zimmer
 Nicky & Margaret Wiebe
 Anne Veinot
 Michelle Honda
 Stephanie Forgues
 Patricia Campea
 Marlene Matsen
 Adrienn Kovacs & D. Chabot
 Johanne Lebeuf
 Johanne Beaulieu

Sponsor

Behrooz & Elaine Tahririha
 Carol & Doug Nilsson
 Lynne Kildaw & Ean Langille
 Penny & Powell Slimmon
 Charonne Karringten
 Gabriella Fattore
 Marj & Brian Bugara
 Lucille Sawyer
 Charonne Karringten
 Vickie Farrell
 Margie Kadynuik
 Abe & Anna Fehr
 Charonne Karringten
 Lori Millen-Colwell
 Cheryl & Randy Whiteman
 Diane McLaren
 Karen Ramsay
 Ramila & Megs Padiachy
 Joelle Lauzon
 Lise Harbeck



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 or their downline has completed the 6 steps.

Name

Cori Grieve
 Lynn Madore & Graeme Mowle
 Blair Hunter
 Ramila & Megs Padiachy

Sponsor

Blair Hunter
 Ramila & Megs Padiachy
 For Cori Grieve completing 6 steps
 For Lynn Madore & Graeme Mowle completing 6



Acetaminophen vs. ephedra and kava kava: Which do you think poses a *real* risk to public health?

I have written in the past that actions taken by governmental agencies in foreign countries do not affect Canada. For example, look at the FDA's attack on ephedra in the US. While ephedra supplements are now banned from OTC sale there, it is still legal to sell ephedra-containing products in Canada, as long as the lengthy list of regulations with ephedra is observed (I won't go into all that here!). But where it does affect us as a company is that our parent company can no longer make products with ephedra. That means that once we run out of Formula Chi With Ephedra (#844-9), we will have to discontinue it permanently. As of this writing, it looks like that will be end of June.

Ephedra Part Two – Chinese herbs are NOT being discontinued

It looks like the FDA was not satisfied with its original heavy-handed action on ephedra. They have now included ephedra-like herbs in their action, specifically *Sida cordifolia* and *Pinellia ternata*. We are again affected by this because the latter herb is in

several of our Chinese formulations. Those products are: AD-C, AG-C, AL-C, HRP-C capsules and liquid, K-C, LH-C, LIV-C, Tiao He Pak (contains LIV-C) and UC-C.

Please note these products are not being discontinued. We are reformulating them to remove the *Pinellia ternata* and replace it with a suitable alternative.

What about Kava Kava?

Speaking of heavy-handed government actions... Of course you all know we've had our own right here in Canada with the Stop Sale order on Kava issued in August 2002. Health Canada and several foreign regulatory agencies received reports associating the use of kava with serious liver dysfunction, and after a Safety Assessment Health Canada declared use of kava posed an unacceptable risk to health. What Health Canada seemed to ignore was the fact that in every case of a fatality reported overseas (there were none reported in Canada) and allegedly tied to kava use, the deceased had a serious, pre-existing liver condition. Despite submissions from several scientific bodies worldwide supporting the safe use of kava

since then, Health Canada's stance has not changed. In fact, they issued a reminder order about Kava in December 2003. But what's really interesting in observing the kava situation is that Health Canada has issued several warnings in the last 18 months under its Advisories for Health Professionals, warning about liver complications associated with several prescription drugs.¹ Same thing under the Warnings/Advisories heading.¹ And where are these prescription drugs now? Still on the market, of course! All but one, which was withdrawn from sale because of "events including liver failure requiring transplant." Certainly kava has never caused anyone's liver to shut down to the point where a transplant was needed!

And it's not just prescription drugs that pose more of a threat to liver health than kava. In February 2003, a warning was issued entitled "Health Canada is advising Canadians about the safe use of products containing Acetaminophen."² This warning stated in part for consumers to "avoid accidental overdose of acetaminophen, which can lead to serious liver toxicity, and even death. A recently



published article identified acetaminophen overdose as the number one cause of acute liver failure in the US, and most of these overdoses were unintentional. Since acetaminophen is widely used and present in many preparations available in Canada, it is important to Health Canada that people read their medication labels carefully to ensure they are used safely." Some of the brand names mentioned in this warning were Tylenol, Neo-Citran and Sinutab. These are all popular OTC medications, and there sure hasn't been a Stop Sale order issued for any of these, in spite of the fact that the adverse events discussed (death, for instance) seem to be more serious than those mentioned with kava. Kind of makes you wonder, doesn't it? I don't know about you, but I think I'll stick to the philosophy of "I use herbs instead."

Is there any good news?

Yes there is, but I can't tell you the specifics!! All I can say is that we

have several new products lined up for introduction at this year's Annual Health Conference in October. I know that you will find all of them to be very exciting and compelling products, and they'll be a great addition to Nature's Sunshine's product line and to your own businesses. This will be the single most exciting group of products launched at one time in several years. So do whatever you need to do to qualify yourself to get to Montreal in October. You don't want to miss Conference this year!

Sources:

1. TPD website, Advisories and Warnings http://www.hc-sc.gc.ca/hpfb-dgpsa/tpd-dpt/index_advisories_e.html
2. Acetaminophen warning http://www.hc-sc.gc.ca/english/protection/warnings/2003/2003_06.htm



New Feature ASK SUNNY!

Got a question or a comment? Submit your questions or comments to **ASK SUNNY** and we'll answer them. They 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 July 15th, 2004.

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: _____

June/July, 2004

CONFERENCE 2004

REGISTER EARLY!

CONGRATULATIONS: The following Associates and Managers have earned the complete conference package of 3 nights accommodation at the Delta Montreal Hotel, plus 2 registration packages by accumulating 12,500 PGV.

Abe & Anna Fehr
 Alex & Donna Ledenac
 Alfred Kehler
 Ann & Peter Wiebe
 Anna Marie Warriner
 Anne Irwin
 Anne Matthies
 Argyle & Elizabeth Sneesby
 Audrey & Allan Barnes
 Barbara Bakke
 Barbara Bednarczyk
 Barbara Ross
 Barry Whittaker
 Behrooz & Elaine Tahririha
 Betsy Vourantoni
 Bevin Saylor
 Birgid Lehmann
 Blair & Bonnie Hunter
 Bob & Helen Pauls
 Bonnie Scarborough
 Cara & Ross Mullen
 Carol & Dr. Doug Nilsson
 Carole Quinn
 Carrie Forsythe
 Cecil & Frieda Anderson
 Channele Padiachy
 Charonne Karringten
 Christian Limoges
 Christine Carnegie
 Christine Lennips
 Christine Rassias
 Christopher & Barbara Opolski
 Colette Delfrate
 Colleen & Bijan Zade
 Daniel Drost
 Daphne Houlton
 David & Carnah Collins
 Deanna & Rick Burgess
 Deanna Hansen
 Deborah & Kenneth Philp
 Deborah Ferguson
 Deborah Legere
 Dee & Ted Johnson
 Diane Dupuis
 Diane McLaren
 Diane St-Onge
 Diane Watkins
 Don & Lynn Lindberg
 Donna & Burt Gaynor
 Donna Cox
 Donna Roth
 Doreen Saltzberry
 Dorota Bartczak
 Dorothy & John Turner
 Dorothy Rempel
 Dr. Beverly Verpaclst
 Dr. Carl Taylor
 Elise Fontaine
 Fernand Demers & M. Desputeau
 Florence & Brian Dyck
 Fran & Garry Kovacs

Gail Pyke
 Gloria Rairie
 Gord Wainwright
 Gordon & Margaret Palka
 Hans & Marlene Pietschmann
 Heather & Ken Shaw
 Helen Janzen
 Helene Desjardins
 Helene Dufour
 Helene roy
 Howard & Judith Cobb
 Hubert & Margaret Schulz
 Hugo & Renate Stiller
 Huguette Auclair
 Jack Enns
 Jacqueline Blouin
 James Rempel
 Janette & Patricia Andrew
 Janis Gordienko
 Janis Gordienko
 Jayne Kadynuik
 Jean & Dmytro Chernesky
 Jean Dansereau
 Jeannine Tremblay
 Jennifer Hough
 Joan Emery
 Joan Vankoughnett
 JoAnne Thaxter
 Joelle Jay
 Johanna & Bill Downing
 John Gardiner & Bonnie Patterson
 Joyce & David Scapinello
 Joyce Kay
 June & Charlie Cobb
 Kathy Deane
 Kim (B.Sc) & Hugh Gair
 Laurena Wakelin
 Laurie Clark
 Laurie Meddings
 Laurie Syer
 Lei & Eugene Orr
 Lily Dingwall
 Linda Kennedy
 Lisa Davie
 Lisa Lalonde
 Lise Harbeck
 Lois Miller
 Lorene Benoit & Alain Chabot
 Lyn & Allan Bailey
 Lynn Millman
 Lynne Kildaw & Ean Langille
 Madeleine Guilbault
 Manon Rainville
 Marc Clavette
 Margaret Kopi
 Margaret Voth
 Margie Kadynuik
 Marie & Levi Marchand
 Marilene Perreault

Marj & Brian Bugara
 Mary Ann Palmer
 Maryanne Cornish
 Mel Tarry & Frank Raglan
 Micheline Morel-Fiset
 Monica Hirai
 Muhammad Ali
 Nelson Labbe
 Odette Cousineau
 Pat Boisjoli
 Paula & Alen Hilman
 Paula Ashworth
 Peggy Fahie
 Penny & Powell Slimmon
 Pete & Sarah Nickel
 Rachel Smith
 Ramila & Megs Padiachy
 Raymonde Nadeau
 Renate Graf
 Rhéa Goudreau
 Rob Tomilson
 Robert & Carla-Lynn Brown
 Robert & Ida Pierce
 Robert & Nicole Fournier
 Roy Kelly
 Russell Heffering
 S. Schroeder & C. Klippenstein
 Sara & Stephanie Braun
 Sharon & Mervin Stebeleski
 Shauna Kerr
 Sheila Boese
 Sheila Wajsen
 Shirley & Jerald Kozub
 Silvana Fazzolari
 Stephane Gravel
 Susan & Christopher Jikeli
 Susan Reimer
 Tannis Zimmer
 Terri Louise Phillips
 Terry Bell
 Tina & Peter Dyck
 Tracy & Brad James-Hockin
 Vannette Keast
 Vera Pestik
 Vickie Farrell
 Vivian & Rob O'Neill
 Walter Sanclemente
 Wanda Eldstrom
 Yvonne Dollard

AromaPlus

Helichrysum: The Best Kept Secret & Soft tissue healer.



By Judith Cobb

Soft tissue injuries that won't heal? Sprains? Bruises? Repetitive strain injuries? Overuse injuries? Sports injuries? Healing after surgery? Lumpy scar tissue formation? Generally, the recommendation for such problems has been rest and ice

followed by gentle exercise and 'range of motion' exercise, or worse yet, nothing. However, NSP has another answer, and it's one of the 'best kept secrets'! It's an essential oil. Essential oils are like lasers—they focus on the problem at hand and work quickly.

The specific answer to the problems listed above is helichrysum. It is a must have item in every first aid kit.

It is, however, one of the oils we are destined to lose because very few NSP associates have purchased it. In my experience helichrysum is one of the most reasonably priced oils on our price list, and I'm serious when I say that. Anyone who is not using it either leads a very safe life or doesn't know how truly valuable this oil is. It can save measurable amounts of pain, time and money by speeding healing amazingly.

Larissa Jones (author of *Aromatherapy for Body, Mind, and Spirit*) has great things to say about helichrysum. This oil is specifically used for bruises, burns, rashes, eczema, psoriasis, scarring, wounds, inflammation, muscle pain, nerve damage, and hematomas. Helichrysum stimulates new cell growth.

It is also recommended for liver and spleen congestion, including 'the most stubborn of wood emotions – jealousy, half-conscious anger, and bitterness of spirit', and works through the

continued on page 12

AromaPlus Circle of Excellence

(AromaPlus Presenters attain Circle of Excellence Membership by holding a minimum of five personal Sunshine Hours with at least \$1500 average per month in retail sales from parties beginning in January 2004)

March 2004

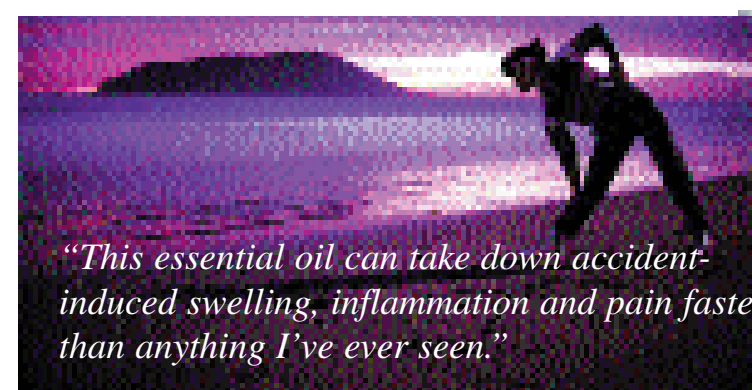
Bev Blackmore
 Birgid Lehmann
 Dee Johnson
 Helga Lambrecht
 Jennifer Dyck
 Lucille Sawyer
 Lynn De Bruyn
 Margaret Voth
 Marlene Pietschmann

April 2004

Bev Blackmore
 Birgid Lehmann
 Dee Johnson
 Jennifer Dyck
 Lynn De Bruyn
 Margaret Voth
 Marlene Pietschmann
 Norma and Emil Volaric



MONTRÉAL
 OCTOBER 14TH-16TH



"This essential oil can take down accident-induced swelling, inflammation and pain faster than anything I've ever seen."

Aroma Plus

lymph glands to detoxify the body. Ms. Jones gives enough reasons for anyone to love this oil!

I have had many first-hand experiences with this amazing oil, and am a dedicated believer in its healing powers. If you knew what I know I'm sure you'd feel the same! Here's what I know.

This essential oil can take down accident-induced swelling, inflammation and pain faster than anything I've ever seen. For emergency situations I blend 1/2 tsp (2.5 ml) massage oil with 1 – 2 drops of helichrysum in the palm of my hand and proceed to massage it gently into the injured area. One of my sons was trying out for the Grade 10 football team a few years ago. He came home from one practice and said "Hey, Mom, look at this!" He had caught the football 'end on' with his index finger and it was already swollen to double its normal size, and he could not bend it. Knowing that such a minor injury would mean a four-plus hour wait in the emergency room I confidently said "I can fix that for a price." (The price was a kiss on my cheek, which he very reluctantly granted me before I would proceed with the treatment.) I mixed up the helichrysum and massage oil, gently massaged the mix into his sausage-like finger, wrapped it in a cloth wrap, and waited until morning. He was pretty excited the next morning when he had full flexibility back, along with a normal finger profile.

Helichrysum can help break down already formed, internal scar tissue. I have been in several car accidents (none of them my fault) and have had repeated whiplash injuries. My chiropractor has admitted that my neck will

never be 'right' again. During the most recent course of therapy for whiplash I tried Active Release Therapy to break down the internal scar tissue that was creating severe nerve pain in my upper shoulders and arms. Active Release Therapy is amazingly painful and I knew I would not choose to have more than the requisite six treatments. I applied (not massaged) the helichrysum essential oil, mixed with massage oil, onto the areas where the scar tissue had built up. My chiropractor's comments at each ART treatment were "I've never seen ART work this fast before." By the time we were finished the six treatments there was only a small amount of scar tissue remaining.

Helichrysum can save money by reducing the need for other physical treatment modalities. In dollar figures, an ART treatment is \$55 here in Calgary. Without the helichrysum the prognosis in the above mentioned course of therapy was one series of six treatments over three weeks, followed by another series of six treatments one month later. Because helichrysum had helped dissolve the bulk of the scar tissue so quickly my chiropractor changed his prognosis at the end of the first course of ART treatment and withdrew his recommendation for further courses of treatment. The helichrysum saved me over three hundred dollars on ART not to mention the pain and inconvenience of twice-weekly appointments.

I've also used this with a client who has uterine fibroids. Massaging the usual blend onto her abdomen, and checking with ultrasounds offered through her doctor, we have found a slow, but steady decrease in the fibroids. Our goal is to prevent a hys-

terectomy and it looks like we just might be able to do that!

Helichrysum can help speed healing in athletic and over-training injuries. I have recently begun training for competitive distance running. Being over-exuberant, as I tend to be, I have over-trained a few times, inflaming the ligaments in both feet and my AC ligament in one knee. Helichrysum combined with Everflex cream, massaged into the inflamed areas, has healed each injury in less than one-half of the expected time. This is fabulous news for athletes since each day of missed training results in significant setbacks. Every athlete, be they serious or recreational, should have a bottle of helichrysum (and a jar of Everflex) in their gym bag.

Helichrysum helps reduce bulky scar tissue formation. Some people are very prone to bad scarring, especially after surgery. While the incision appears to heal well, over time the scar becomes hard and lumpy. Applying helichrysum, in the proportions mentioned previously, beginning as soon as the incision has closed, and continuing a few times each week, can reduce the build-up of lumpy tissue in a scar.

There is no other oil on our price list that is this powerful for healing soft tissue and scar tissue problems. We may be able to save this oil on our price list by improving sales. I refuse to be without this oil, so I've already stocked up and have six new bottles in my essential oils first aid kit. This is truly an oil that each and every NSP associate needs to experience first-hand to understand how powerful it is.

About the author: Judith Cobb is a Master Herbalist, Certified Iridologist, Registered Nutritional Consultant Practitioner, Certified Childbirth Educator, and mom of seven.

Topic: The Fountain of Youth with NSP

Barrie, ON

Mon. Jun. 14 7pm
High Point Apt. Mtg. Rm
2 Kozlov Street
705-722-5896
\$2.00

*Sharon Johnstone

Bowmanville, ON

Mon. Jun. 14 7pm
Clarington Comm. Ctr
132 Church Street
905-987-3778
\$2.00

*April Bayer-Murchison

Coquitlam, BC

Tues. Jun. 15 7pm
Best Western Coquitlam
Inn
319 North Road
604-850-6746
\$3.00

*Speaker: TBA

Montreal, PQ

Wed. Jun. 16 7:30pm
Rotisserie St. Hubert
6225, rue Sherbrooke Est,
Free of Charge
1-888-325-4372
*Robert Levert

Oakwood, ON

Fri. Jun. 18 7:30pm
Oakwood Fire Hall
West of Lindsay
South of lights on Hwy#7
705-953-9937
\$2.00

*Speaker: TBA

Quebec, PQ

Fri. Jun. 18 7:30pm
1500, boul Wilfred-Hamel
Ouest
Free of charge
1-888-325-4372

*Robert Levert

Blackwater, ON

Sat. Jun. 19 10 to 12pm
Hwy 12, RR#4
Free of Charge
705-357-2321
*Heather Shaw

Kitchener, ON

Mon. Jun. 21 7:30pm
16 Wellington St. N.
Free of Charge
519-568-8731
*Ginette Ethier

Sudbury, ON

Date: TBA
Holiday Inn
50 Brady Street
705-692-1970
\$5.00

*Joanne Thaxter

Calagry, AB

Thurs. Jun. 24 7pm
Days Inn
2799 sunridge Way, NE
403-276-5798
Pre-register for \$5.00
\$7.00 at the door
*Monica Hirai

Sherbrooke, PQ

Fri. Jun. 25 7:30pm
Date, time and location
To be announced
1-888-325-4372
*Robert Levert

Hanover, ON

Mon. Jun. 28 1pm
Lutheran Church Basement
(Beside Fire hall)
425-10th Ave
519-364-7092
\$3.00

*Christine Lennips

St. Catharines, ON

Mon. Jun. 28 7:30pm
Four Points Hotel
3530 Schmon Pkwy
905-646-2754
\$5.00

*Audrey Barnes

Moncton, NB

Date: TBA 7pm
Wedge Wood Hall
1201 Mountain Road
506-859-0383
\$2.00

*Deborah Legere

Kelowna, BC

Thurs. Jun. 24 7pm
Kelowna Library
Ellis Street
250-764-2852
\$3.00

*Carol Nilsson

Kamloops, BC

Fri. Jun. 25 7pm
Kamloops Art Gallery
265 Victoria Street
877-739-4749
Free

*Rebecca Turner

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 June 2004

Superior Whole Food Nutrition

Science has discovered that a nutritionally dense, low calorie diet is the best way to ensure longevity.

GreenZone is the finest blend of some of the most nutritious land- and sea-based herbs, plus minerals, amino acids, fatty acids, and bioflavonoids. A nutritionally dense whole food that

Everyone today knows the importance of a diet rich in plant-based nutrients to prevent disease and ensure a long healthy life. Yet, many of us do not achieve the up to 12 servings of fruit and vegetables we require. Furthermore, much of the fruits and vegetables we do eat lack nutrients due to storage, cooking, poor soil and pesticides.

GreenZone is a convenient powdered whole food supplement (available in capsules, too) that can help you get the plant-based nutrition you need to live your life to the fullest.

In fact, GreenZone is so brimming with nutrition it is considered *food*.

One of the first

things you'll notice after taking GreenZone for some time is stronger nails, healthier hair and improved skin condition. You'll have increased vitality and endurance. You'll experience less stress and fewer bouts with illness. Because GreenZone is a low glycemic food, many people also report better blood sugar stabilization.

And for those looking to lose weight, GreenZone increases your metabolism without causing nervousness or heart palpitations.

We've lots to tell you about this exceptional supplement, so read on!

And don't forget to take the GreenZone Challenge on page 16 and experience for yourself the power of whole food nutrition.

What is GreenZone?

GreenZone is a supplement designed to provide pure, unprocessed, natural whole foods in an easy to use powder or capsules. GreenZone provides balanced nutrition following the 40-30-30 principle: 40 percent of calories come from carbohydrates, 30 percent from proteins and 30 percent from fat. This balance allows GreenZone to help maximize the body's fat-burning and energy-releasing mechanisms. It blends whole foods, algae and herbs

for the best utilization by our bodies.

The Ingredients

GreenZone contains spirulina which is rich in proteins, carotenoids, B-vitamins, iron, trace minerals, essential fatty acids and all eight amino acids. Spirulina is a quick-energy food.

Amaranth flour is added because it is a highly nutritious grain loaded with minerals, lysine, essential fatty acids and vitamin E. Soy lecithin powder is also in GreenZone. It emulsifies fat to aid in its elimination. Wheat grass,

known for its blood cleansing and immune-stimulating ability, is added. GreenZone contains barley grass as an excellent source of calcium, fibre, iron and antioxidants, including beta-carotene and vitamin C.

Other nutritional ingredients in GreenZone include: lemon juice pow-

der, chlorella, alfalfa, apple pectin, acerola cherry extract, bee pollen, lemon grass, spinach, astragalus root, *Echinacea purpurea* root, ginger rhizome, milk thistle, papaya fruit, shi-take mushrooms, beet extract, flaxseed, stevia leaf, orange bioflavonoids, royal jelly, rosemary

GreenZone satisfies your quest for a healthy lifestyle — whether it's weight management, detoxification, or simply better nutrition.

leaf, hawthorn berries, elderberry extract, grape skin extract, brown rice, bladderwrack, Siberian ginseng, sodium copper chlorophyllin, rhodenol root, Ginkgo biloba leaf concentrate, polyphenol catechins and

licorice root.

GreenZone contains in all 36 herbs, minerals, amino acids, fatty acids and bioflavonoids long recognized for their antioxidant richness and amazing nutritional value. This wide variety of ingredients has many health-promoting benefits.

Benefits

The benefits from this whole food or "superfood" vary widely. The chlorophyll, amino acids, enzymes, vitamins and minerals found in GreenZone are recommended for everyone. They support the immune system, strengthen connective tissues, provide the body with the benefits of cleansing and detoxification and offer valuable nutrition that support energy endurance and stamina. Some of the herbs in GreenZone are adaptagens which strengthen the body's ability to cope with stress.

Recommended Use

Mix one heaping tablespoon of GreenZone into six to eight ounces of water or your favorite fruit or vegetable juice. This makes a convenient "instant" drink packed with nutrients. Begin with one serving daily for three days, and then work your way up to two to three servings per day as desired.

An incredible list of 36 'superfood' ingredients

Spirulina (blue-green algae)

**Amaranth powder,
lemon juice powder
soy lecithin powder
chlorella powder
wheat grass powder
alfalfa juice powder
barley grass herb
apple pectin
lemon grass herb
acerola cherry extract
bee pollen powder
spinach powder
ginger rhizome
astragalus root
echinacea root
milk thistle seed powder
papaya fruit**

**shitake mushroom
beet powder extract
flaxseed powder
stevia leaf powder
orange bioflavonoids
royal jelly
rosemary leaf
hawthorn berries
elderberry 5:1 extract
red grape skin extract
brown rice powder
bladderwrack powder
Siberian ginseng root
sodium copper chlorophyll
rhodenol root
ginkgo biloba leaf concentrate
polyphenol catechins (from green tea leaves)
licorice root.**



Drink your Greens!

For those who desire the superior nutrition of whole green foods we offer GreenZone.

GreenZone contains 36 ingredients including herbs, sea-based vegetables, whole plant food, minerals, amino acids, fatty acids, enzymes, antioxidants and bioflavonoids, all recognized for their richness. GreenZone is a convenient way to achieve the 5 to 12 daily servings of fruits and vegetables health professionals recommend. One serving of whole food supplements like GreenZone is nutritionally equivalent to 6 servings of healthy salad. Whole food supplements also have the highest ORAC score (antioxidant potential) of any fruit or vegetable.



Available in capsules, too.

GREENZONE VS. The Competition

At Nature's Sunshine we've made a name for ourselves by offering only the best quality of products. GreenZone is an excellent example of this quality. Here is a comparison of our GreenZone to Greens+, a leading national brand of a whole food supplement. You be the judge.

GreenZone versus Greens+

Nature's Sunshine's GreenZone contains 36 ingredients compared to Greens+, which lists only 23 on its label. Here are some of the ingredients missing from Greens+ that you'll find in GreenZone:

Amaranth, lemon juice powder, lemon grass, spinach, astragalus root, echinacea purpurea root, ginger rhizome, papaya fruit, shitake mush-

rooms, flaxseed, hawthorn berries, elderberry extract, bladderwrack, sodium copper chlorophyllin, and rhodenol root.

Spirulina is the first ingredient we list in our ingredients. Although expensive, we feel it is one of the most important ingredients because it is rich in protein, carotenoids, B-vitamins, iron, trace minerals, essential fatty acids and all eight essential amino acids. Our competition lists spirulina as their sixth ingredient.

Amaranth is a highly nutritious grain loaded with minerals, lysine, essential fatty acid and vitamin E. We have it, they don't.

We feel Nature's Sunshine's GreenZone is the best whole food supplement on the market. And we trust you will agree.

Take the GreenZone Challenge

Here's the challenge: Make GreenZone part of your supplement regimen for at least one month. We believe you'll experience renewed energy and vitality. And if you're trying to lose weight, take GreenZone to supercharge your metabolism. Then write us with a testimony detailing your experience with GreenZone. The best testimony will receive special recognition and a FREE gift.



As I reflected on this question I was reminded of Alexis Carrel's experiment while he was working at the Rockefeller Research Institute in the 1930s. Alexis Carrel, a two-time Nobel Prize winning scientist, took tissue from the heart of an embryonic chicken and put it in a flask with water, nutrients, and oxygen. The water was filtered to remove toxic wastes and the temperature was regulated. The tissue went on growing with no signs of deterioration for 34 years before the experiment was brought to an end. In 1935, Alexis Carrel wrote: "When the composition of the fluid around the cells is maintained constant (with oxygen, nutrients, etc.), the colonies remain indefinitely in the same state of activity. They never grow old." The account of this experiment is found in Alexis Carrel's book *Man the Unknown*.

Without necessarily wanting to go on living forever, most human beings are trying to discover the secret of longevity and optimal health. Several books have been written on this topic in the last decade, namely *Ageless Body, Timeless Mind* by Deepak Chopra M.D.; *Staying Young* by Tom Monte; *Stop Aging Now* by Jean Carper; *RealAge* by Michael F.

Roizen, M.D.; *Shed 10 Years in 10 Weeks* by Julian Whitaker, M.D; and *Anti-Aging Prescriptions* by James A. Duke, Ph.D. You might also recall that both Clell Fowles and Steven Horne lectured on this topic at our NSP Annual Health Conference in Salt Lake City in September 2002.

After a quick review of some of the literature available on this topic, I have come to the conclusion that there are at least four basic habits promoting longevity and optimal health: Exercise, Attitude, Diet, and Supplements.

Exercise

Whether you choose regular walks, bicycle rides or swimming, exercise increases your chances of living longer, gives you greater vitality and a more youthful appearance, and improves your outlook on life. You draw greater quantities of air into your lungs and deliver more oxygen to your heart, brain and muscles; in fact, you oxygenate virtually every cell in your body. In short, exercise slows the aging process according to scientists. "By taking yourself from a sedentary

state to a physically trained state, you can, in effect, reduce your biological age by 10 or 20 years," says Roy Shepard, M.D., Ph.D., a professor of applied physiology at the University of Toronto. "It seems that even moderate exercise can push aging back," says Dr. Kananagh, director of the Toronto Rehabilitation Centre.

Attitude

"Mental fitness is as critical to staying young as physical fitness.

Attitude, for example, is an important ingredient in how long you live and how well you live," says Tom Monte. "We are the only creatures on earth who can change our biology by what we think and feel... for nothing holds more power over the body than beliefs of the mind," says Dr. Deepak Chopra.

Diet

According to the latest research on preventing premature aging, at least five servings of fresh fruits and vegetables everyday is essential since they provide the highest quantity and best variety of

antioxidants from our diet. To keep our cells healthy, we must supply them with a constant flow of antioxidants. They are the only substances capable of neutralizing the destructive action of free radicals responsible for the first signs of degenerative diseases. Two or three portions of fish each week are beneficial to our health; the flesh of fat fish (salmon, mackerel, sardines, tuna and herring) is our best bet considering the outstanding properties of omega-3 essential fatty acids. Soybean contains several types of antioxidants and a variety of substances said to exert anticancer activity. It is recommended to eat one portion a day of soybean or its by-products (soy beverage, tofu, tempeh, etc.) or at least two or three servings a week. Garlic is another powerful antioxidant that helps prevent atherosclerosis and the decline of brain functions due to aging. Hence, a clove of garlic each day is very beneficial. It is also recommended to eat less calories than needed, less harmful fats, less meat, less alcohol, and less sweets, all of which are associated with either obesity, free radical damage or degenerative diseases.

Since a balanced diet is something found in books and rarely on the table according to Earl Mindell, R.Ph., Ph.D, supplements and herbs can be a great asset in stripping away the wear and tear of aging.

Supplements

“Unfortunately, no possible ‘balanced’ diet is likely to meet nutritional needs today,” says Dr. Earl Mindell. “Though nutrients are widely scattered all through our food supply, soil depletion, storage, food processing, and cooking destroys many of them. Still, there are enough left to make balancing meals important. After all, supplements cannot work without food, and the better the food you eat, the more effective your



supplements will be,” claims Dr. Earl Mindell, author of *Earl Mindell’s Vitamin Bible* and *Earl Mindell’s New Herb Bible*.

Antioxidants

Most experts agree that antioxidants are the most important supplements of an age reduction program, especially since our naturally produced antioxidants decline with age and disease. Antioxidants include vitamin E, vitamin C, beta-carotene, selenium, zinc and proanthocyanidins (known as GraPine), as found in Nature’s

Sunshine’s Protector Pak. Vitamin E can strengthen immune function in older people and slow the progression of Alzheimer’s disease. Vitamin C is necessary for the production of new cells and tissue. Beta-carotene is well known for its ability to protect against both cancer and heart disease.

Selenium protects against strokes and has been shown to reduce the incidence of cancer.

Zinc can slow down aging and strengthen immunity by restoring thymus function.

Proanthocyanidins (derived both from grape seed and Maritime pine bark extracts) are capable of crossing the blood-brain barrier and can remain in the bloodstream up to 72 hours to protect the brain and central nervous system against free radical damage; they are also an important component in the prevention of heart disease, particularly early atherosclerosis.

Ginkgo biloba

Ginkgo biloba, the oldest surviving tree on earth, is a herb with powerful antioxidant effects on the brain, retina, and cardiovascular system. It improves circulation throughout the body and is well known for its ability to enhance memory and concentration. Studies have shown that ginkgo can significantly benefit memory, even in individuals who have already demonstrated some memory loss. Ginkgo extract has been shown to produce positive effects on mental function in many cases of dementia (senility), including Alzheimer’s disease. Moreover, ginkgo can enhance your sexual function and performance into your 80s and beyond, according to Dr. Julian Whitaker.

Green tea, the superstar antioxidant, is the beverage of choice in Japan. Many cancer-prevention experts encourage people to drink three to four cups of green tea a day. Besides protecting against cancer, green tea helps lower cholesterol levels and reduce the clotting tendency of the blood. It also shows promise as a weight loss aid that can promote the burning of fat and help regulate glucose and insulin levels. Concerned about the caffeine found in green tea? Nature’s Sunshine’s green tea contains no caffeine.

Garlic

You already know that a clove of garlic a day is very beneficial, but you just can’t stand the smell. Fortunately, there is Nature’s Sunshine’s High



Potency Garlic, which is not a so-called ‘odourless garlic’ without the allicin, but an odour-controlled tablet with a unique ‘locked in freshness’ coating containing chlorophyll. The 400 mg of standardized garlic in this product is equal to 1,200 mg of fresh garlic (1,000 mg of fresh garlic is equivalent to 1 clove). Dr. James A. Duke considers garlic as one of the top youth preservers along with ginkgo, bilberry, echinacea, evening primrose oil, hawthorn, milk thistle, St. John’s wort, and saw palmetto. He calls garlic ‘a veritable wonder herb.’

CoenzymeQ10

As we grow older, a common complaint is loss of energy. Both coenzymeQ10 (CoQ10) and chromium are known to strengthen every system in the body, including the immune system, the cardiovascular system, and the nervous system. Much like spark plugs are needed to jump-start an engine, CoQ10 provides sparks without which the body cannot run. CoQ10 helps the heart generate the energy and strength necessary to maintain adequate circulation.

Chromium

Chromium, another exceptional supplement, burns fat, and increases muscle mass, thus helping to produce energy. Experts say it is impossible to

slow down the aging process without an adequate amount of chromium since it plays a premier role in the regulation of blood insulin levels. Too much insulin in the bloodstream speeds up the aging process of our cells, which promotes the development of many diseases.

Essential Fatty Acids

Essential fatty acids (EFAs), as found in evening primrose oil, flax seed oil, and Super Oil, are necessary for many important body functions, and they can protect both against heart disease and cancer. Regular consumers of EFAs, the ‘good fats’, have a better chance to avoid chronic diseases that plague old age. Japanese who consume three times as much EFAs as North Americans do hold the world record of longevity.

Water

“As we age,” says Dr. Julian Whitaker, “we lose our water content, and in a sense, aging is a form of slow dehydration. Drinking enough water is one of the easiest yet most effective ways to rejuvenate your body. Water is absolutely essential for maintaining the mineral balance that keeps our cells working well and our bodies functioning normally.” To prevent dehydration that can accelerate aging, Dr. Julian Whitaker recommends to

drink eight glasses of water a day, one when you get up in the morning, and one or two glasses half an hour before each meal, plus a glass of water each time you take your supplements and herbs. Water processed through a Nature’s Spring reverse osmosis unit is water like Nature intended it to be, pure and healthy.

pH Balancing

If you have had the opportunity of attending Dr. Kim Balas’ seminar on pH balance (acidity/alkalinity) in May, you know how important pH balance is to optimal health. Dr. Balas taught that to avoid disease and to be able to live a healthy, productive life, we need to give up the ‘magic bullet’ concept and focus on caring for and managing the biological terrain. Good digestion and elimination, cell oxygenation, stress reduction, and mineral balance are all important factors that promote pH balance, which in turn positively impacts the biological terrain responsible for health, vitality, and longevity.

Conclusion

In conclusion, let me quote Dr. Julian Whitaker one last time: “There is a body of solid, compelling scientific research which shows unequivocally that life can be not only extended well beyond what we ever thought possible, but also our health and destiny are very much in our own hands.”

Millions of years in the making.

From the ancient mineral-rich deposits of a pure Utah lake comes ESSENTIAL LIQUID MINERALS. The 64 trace and macro minerals, plus Potassium, in colloidal suspension, are readily assimilated by your body and utilized by every body system for superior health, repair and stress management. Experience the difference.



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