

PROFILE

of a CHAMPION

Carla Brown

The direction of Carla Brown's life took a dramatic turn 25 years ago when nagging health concerns led her to health practitioner Heather Shaw and Nature's Sunshine's products for answers. Not only did Carla resolve her health concerns, that meeting started her off on a career path of education, personal growth and business success that has spilled out into the lives of many others.

Today, Carla runs a busy clinic and Nature's Sunshine business with daughters, Heather Mastromatteo, Angela Rasheed and daughter-in-law Ricki Gibb, in the Oshawa-Whitby area, Ontario. She has earned a Master's Degree of Nutritional Science and is an iridologist, kinesiologist, herbalist and nutritional consultant.

Her success with Nature's Sunshine has taken her to MasterGold rank and has earned her many rewards, such as trips abroad and the opportunity to meet with other like-minded Nature's Sunshine distributors. Most recently, Carla has earned an all expense-paid Spa resort trip to Cabo San Lucas, Mexico, for five nights of pampering and relaxation. Congratulations Carla!

We had the opportunity to speak with Carla and ask her some questions.

Why Nature's Sunshine?

The first thing that impressed Carla with Nature's Sunshine was the effectiveness of the products. "When I used the products and tested them with clients I could see the difference Nature's Sunshine products made. As an iridologist I could see the results in the eyes. Other products I tested just didn't show the results Nature's Sunshine products did."

Your 3 keys to success:

- 1) Being compassionate and listening. As a people-to-people business helping people is still the most important activity, according to Carla.
- 2) Carla always stresses the quality of the products. In an industry with so many competitors, quality is what puts Nature's Sunshine above the rest.
- 3) With a broad range of Nature's Sunshine products to offer, Carla is able to meet clients' needs with effective, accurate and tailored supplement programs.

What's your ultimate goal?

Carla continues to focus on her mission to help others achieve health and happiness. Since she began her journey with Nature's Sunshine, the needs of her clients has been her focus and the desire to see others achieve wellness her goal. She also enjoys the opportunity Nature's Sunshine provides for education, exotic travel, and to connect with like-minded people sharing the same goals.

Carla lives in Raglan, Ontario, with husband Robert. She has two daughters and two sons. She also has seven grandchildren. Her clinic can be reached at www.clbwellness.com.



Carla Brown

Compassion and listening make the difference

Those who know Carla will undoubtedly describe her, in a word, as *compassionate*. In an industry that serves people looking for help, she has become a sought after person in the area of education, teaching and alternative health.

Prior to Nature's Sunshine and her CLB Consulting and Wellness Centre, Carla was a school teacher. When she entered the world of alternative health, she naturally found the perfect fit for her teaching skills and desire to help others.

"My business has always been through people and word of mouth referrals. When I first began I would go to people's homes and meet with them there. I did whatever it took.

"The business grew mostly through my clients telling others about me. But I also attended trade shows, was invited to speaking engagements and taught nutrition classes. Other than word of mouth and being out teaching and conducting courses, I have a website for the wellness centre."

Through her wellness centre Carla teaches classes in iridology and personal wellness. She incorporates Nature's Sunshine products in her material and encourages students to use the products.

For Carla, the personal connection with people is what has allowed her to become successful. "I believe that showing compassion and listening to people makes a tremendous difference."

(To this day Carla still volunteers one day a week to teaching at a school)