

PROFILE

of a CHAMPION

Christopher Opolski

Like many people, Christopher's first impression of alternative health and herbal remedies was one of skepticism and disbelief. But when conventional medicine failed to resolve a family medical issue, Christopher and family were left with no other choice than to reach out to alternative medicine.

Not only was the alternative health practitioner they chose successful in resolving the family's health concern, but the whole experience left a lasting impression on Christopher and wife Barbara. The practitioner was knowledgeable, personable and professional, but what impressed Christopher most was the quality of the Nature's Sunshine products she recommended.

So with skepticism gone, Christopher says: "This experience opened my eyes and marked the beginning of a new life adventure with NSP."

Today, Christopher and Barbara are Platinum Managers who operate a successful alternative health practice in Mississauga, Ontario. We had the opportunity to speak with Christopher and get some insights into what's made him and Barbara so successful.

Why Nature's Sunshine?

With the herbal remedies/alternative health market having become very competitive, quality is of first importance, according to Christopher. "There is a large number of supplement retailers and manufacturers, but NSP quality beats them all." Second is education—NSP offers endless opportunities to develop new skills and knowledge through conferences, meetings and webinars. "The educational variety is such that truly everyone can find something of interest to help them launch a career with NSP."

Your 3 keys to success:

- 1) Understand clients' needs and concerns. Educate them about their health and teach them how to take their health into their own hands.
- 2) Share, share, and share. Share what you know. Share the good news of Nature's Sunshine products. Share your own experiences and that of others.
- 3) Give personal attention and care to others. Establish good rapport with clients and they're more likely to join NSP. This is how your success line keeps growing.

What's your ultimate goal?

"I discovered my life's vocation at 35 years of age. Herbs are my passion," says Christopher. Christopher and wife Barbara see themselves one day at the top rank in the NSP Marketing Plan while they continue to help others. "Once during my career an NSP Manager from England asked me what was the top level in NSP Canada's marketing plan? I said: Senior Diamond. Then he replied: 'Senior Diamond—then that's the only game in town.' And so—I'm not there yet—but yes, Senior Diamond is my only game in town."



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How I grow my business

As a Polish Canadian Christopher and wife Barbara naturally began building their business within the Polish community.

"There is a beautiful tradition among Polish people—their cultural background makes them open and very accepting of herbal remedies," explains Christopher. "They quickly and easily fall in love with the quality and variety of NSP products."

After his curiosity awoke he signed up with NSP, became educated in herbology, and eventually opened his own practice. "We had success right from the start," says Christopher. "NSP herbs were a big part of that success as they were exceptionally effective, and our clients kept coming back."

Christopher's success is also due to him sharing and educating clients and those he sponsors through publishing his own newsletter and his alternative health Polish radio program.

Support, support, support...

Having a supportive, dedicated sponsor gives you the best chances of success, according to Christopher. He credits his sponsor, Betsy Vourantoni, with much of his success. "She's always been there for me and to this day remains a close friend. I'm trying my best to duplicate her."

The other success factor is his wife of 34 years, Barbara. "People like that we are a family business; they can always feel at home with us here. People like that we're not a faceless corporation."