

PROFILE of a CHAMPION

Bahar Mahmoudi

Bahar Mahmoudi is a nutritionist, natural health practitioner and iridologist, with a background in conventional pharmacy. She joined NSP in 2012. Then in October 2014 she became a certified IN.FORM Coach. She currently runs a busy clinic out of the retail health food store, Nature's Emporium in Newmarket, Ontario. There, she consults on matters of medication safety and supplements, advises on dietary and lifestyle changes, designs meal plans and protocols, teaches health seminars on men's and women's health issues, and runs a successful IN.FORM weight loss clinic. She is a published author and contributes to various health magazines and blogs.

We had the opportunity to speak with her and get some insights into what makes her successful.

Why Nature's Sunshine?

Working in the trenches of today's competitive supplements market — where customers have numerous product choices and product quality and health results matter most — gave Bahar a unique perspective, and ultimately helped her choose NSP products for her own clinic. "What drew me to NSP products above all others were the many satisfied NSP customers," says Bahar. "NSP has consistently helped my clients achieve their optimal health goals, and I am confident that my clients are receiving the best ingredients and the most current health information. I always count on NSP to deliver the highest quality and most innovative products. My clients deserve the best."

Your 3 keys to success:

- 1) Making sure my clients always get the health result they are looking for.
- 2) Having the confidence, training and knowledge to design effective health protocols that get results for my clients.
- 3) NSP delivers a quality program like IN.FORM that helps me to make a tremendous difference for my participants. When I explain the history of the company and the global reach that NSP has, my clients know they are in good hands.

What's your ultimate goal?

Bahar is constantly striving to grow her business through new-Manager development and this she believes will benefit her ultimate goal: "My ultimate goal is to give my clients the very best of myself and products. In doing so my commission cheque will be matched with my energy and support that I give to my clients — hopefully all the way to Platinum level!"



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How I grow my business

Bahar attributes much of her growth to the IN.FORM program. "I have steady walk-in customers that require the most up-to-date health information."

She remembers filling her first IN.FORM class simply from building excitement by talking and texting about it to everyone she knew.

Today, she also relies on word of mouth, social media, phone calls, and retail signage where she works. "I even take my Bio-Tracker scale with me to parties when I visit family and friends. They actually ask me to bring it because they want to get on the scale!"

Building a team of like-minded people!

"My plans are to build a large team of Managers through the IN.FORM program. This will also include teaching health seminars and group workshops. I'm always on the lookout for individuals who have the desire to share the gift of health as I do. NSP also helps me to stay current with new research and products. Our annual Conference is always a spark for me to build even more.

"I also really appreciate the support of my upline Manager Laurie Stewart. None of this would be possible without her."