

PROFILE of a CHAMPION

Kim Fournier-Gair

“Still Building on a Pioneering Spirit”

Most people have a story to tell or their reason why they chose Nature's Sunshine; however, for Kim you could say she's a child of NSP. At the age of 23 Kim started working with her mother, Isabelle Fournier, as she tirelessly criss-cross the country helping sick people get well and introduce them to the NSP business opportunity. She witnessed first hand the dedication it took to pioneer and build the largest NSP business in Canada, which is still being energized by the power of direct sales and continues to grow to this day. Kim followed in her mother's footsteps, becoming an NSP Manager herself and studied under renowned Dr. Bernard Jensen, as well as completing other alternative health studies. Kim is a qualified instructor of iridology and holistic health practitioner for over 30 years now.

Why Nature's Sunshine?

“As a pioneer with NSP, I can say the products are the best and education is the key.” Kim finds the tools NSP provides assist her in helping clients to understand that herbs and supplements can improve their overall health. “Being around the alternative health field for over 30 years, there is no other company that comes close to the success I have with NSP. NSP makes my job easier because of the science, the integrity, and quality behind its products.”

Your 3 keys to success:

1. As a practitioner Kim works one-on-one with clients to develop tailored health programs and trusting friendships.
2. “Everybody knows that once clients find someone they trust and have faith in, they will send their friends and family, creating a huge following.”
3. “Live the NSP lifestyle. Use NSP products. And helping people help themselves to a healthier, happier lifestyle — that's the future of the alternative health business.”

What's your ultimate goal?

Armed with her mother's legacy, Kim carries on that legacy in her own NSP business. Throughout recent losses and life challenges, she is still determined to take her ideas and vision of growth and put them into action — ultimately, helping others find health and financial success.



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How I grow my NSP business

Successful business growth was part of Kim's mother's legacy. So when Kim stepped into her mother's shoes she continued to grow a large following of clientele with NSP being a key component of her growth.

Recently Kim suffered a few tragedies in her life, but never one to give up, Kim is back on track and growing strong again. Kim's growth activities include client consultation, conducting meetings and training courses. “Now is a great time to expand and the future in alternative health looks great.”

Over the years Kim has developed unique techniques to giving each client an individual incentive to pass the word on to friends and family, resulting in continued growth through referrals.

“I also encourage all my clients to become members of NSP as part of their nutritional program. It takes some time to improve one's health, but if one stays on the program, the results can be incredible. Once the initial program is complete, I put clients on a maintenance regimen and begin an education program about health and wellness practices.”