

# PROFILE

## of a CHAMPION

### *Sarah Nickel*

After many years of seeking medical help for her late husband, Pete, and with still no improvements, the couple's son-in-law Herman told them of Bob Pauls (a Nature's Sunshine Manager) and his health consultation services. "We were skeptical," remembers Sarah. "If the medical system couldn't help how could one herbalist make any difference?" Because Pete's health was quickly deteriorating and the couple was out of options, they decided to give it one more try with Bob Pauls. "Pete's health was going down hill but still he wanted to be able to see his grandkids grow up, as well as to be able to go back to work some day. Since finances were tight and we were skeptical of herbal remedies, Bob suggested only one product and I remember it to this day: HP Garlic! Before Pete finished his first bottle of garlic he could already feel great improvements. So with improved health Pete went back to Bob who continued helping him with other health issues. When Pete finally went to see his doctor, the doctor reduced his prescription drugs slowly one at a time decreasing it from \$450 a month down to no prescriptions whatsoever."

Since manual labour was no longer an option for Pete, the couple decided to help others achieve a healthier life as Pete did, through natural, alternative medicine and the support of caring people. "So that is how it all started. We opened up Prairie Health consultation office in Portage la Prairie, Manitoba, and have not stopped helping others ever since, which is now 25 years and still going strong." The business has expanded over the years, most notably with their son, David, joining and adding his expertise in NSP products and alternative health to the services the business provides.

#### **Why Nature's Sunshine?**

"NSP's mission statement says it all: Quality, Service and Integrity! Pete maintained that he would not consume any other herbal product but NSP, and he didn't. I only use NSP as well, as I also know that the purity and potency of NSP products is like none other."

#### **Your 3 keys to success:**

1. Honesty and Integrity with my clients.
2. My clients appreciate the personalized targeting system we use in our office. Fewer products at a time working on the worst problems first often corrects other underlying problems.
3. Always giving each client the time they need to share their story/struggles with us. Lending an ear or a shoulder to lean on proves to your clients that you are sincere and want to help them.

#### **What is your ultimate goal?**

"My Ultimate Goal is to continue helping people. When I have clients who see the great results and they in turn want to be able to 'pay it forward' and help others just like I was able to help them, we grow and succeed together.



*Sarah Nickel*

### **How do we grow our business? One product at a time that's how!**

Sarah continues to grow the business Pete and her started 25 years ago using the same consistent, proven methods that keep clients coming back and her success line of Managers expanding. It's simple, no pressure consultation and caring for the needs of others.

"So by starting with one product alone you can change a person's health enough for them to have faith in the whole product line and the business model," says Sarah in describing her philosophy and business practice. And it seems to be working as her Prairie Health office and store are bustling.

"We continue to grow our team and motivate them to do the best each can. We emphasize education as a key and growing in the knowledge of NSP products. So with continued conferences, seminars and Update & Educate newsletters we are able to obtain the information about the new products and changes being made to existing products."