

# PROFILE of a CHAMPION

*Donna Gaynor*

After repeated surgeries due to complications from an ectopic pregnancy (11 surgeries in total), and more surgeries being recommended, Donna, then 32 years old, was sick and tired of being sick and tired. Against all medical advice, she declined the further surgeries and resigned herself to live with her condition. "At that time I would sleep for about 14-16 hours a day and was told by doctors I had depression," states Donna. "Strangely, I didn't feel depressed, just exhausted all the time. I finally came upon NSP products from iridologist and reflexologist Manager, Heather Shaw, (through my sister-in-law). I was very skeptical at first, but what I learned changed my life to this day: I discovered I had an underactive thyroid and was not depression. I signed up with NSP, started taking kelp and other supplements, and within weeks my life had changed.

"I took classes in iridology and reflexology, went to as many NSP meetings as I could, which eventually led me to start my own NSP business. My friends and family saw the changes in me and wanted to know what I was doing. Within no time, my business grew. Soon I was teaching and training people on NSP products. Unfortunately in 2001 I was diagnosed with Lyme Disease, which took its toll on my health and slowed me down a bit. However, I stayed on NSP products, which to this day I credit for helping me to keep working, growing my business, and helping others."

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

"My main reason for choosing NSP products is because they work. After 25 years of taking NSP products I have never wavered from them—when something works you stay with it.

"While touring the plant in Utah, I noticed that in the basement there were all these containers with yellow tags on them. I asked our guide why they had yellow tags on them and he said they were tested and rejected because they were not up to NSP standards. I asked what they do with the containers and he said they send them back to the suppliers and who will then resell them to other herbal companies. I was so impressed that NSP had such high standards—it reinforced to me what a great company it is."

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

1. Being an example: "When you walk the walk many will follow. Share Share and Share!"
2. Teaching and educating people: "Most people don't know about how to help themselves. It's our job to show them the way."
3. Never quit learning: "Learning makes you grow, your business grow, and your life so much healthier."

## **What is your ultimate goal:**

"My ultimate goal is to continue to be healthy, grow my business, meet new people, and help people to become healthy."



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## **How I grow my NSP business and develop Managers**

"By opening a store-front shop I have made myself more accessible to clients and the community. Clients can pick up their supplements six days a week.

"Also, being a certified iridologist and reflexologist has helped to build my business; not only does it provide for one-on-one times with clients, but it also allows me to introduce them to NSP supplements. They start to see the changes in their lives, which brings in repeat business. Teaching classes is also beneficial in growing the business.

"I develop my Managers by keeping them informed of new products, email them, visit with them, etc. Basically, being available if they need help. My motto is: *the happiest people are not those getting more, but those giving more.* I've found my happy place!"