

PROFILE of a CHAMPION

Lisa Lancaster

Lisa's passion for helping others started with a career in Early Childhood Education, where she would assist children and their families. After being introduced to NSP, that passion turned into helping others with their health and weight loss challenges. "I was introduced to NSP almost two years ago through a friend as my own health was deteriorating from environmental toxins and unhealthy eating. My favourite saying now is: 'If you ignore your health, it will go away' — and it's so true," Lisa explains.

In addition to Lisa's NSP business, she also runs a busy construction company. Recently we spoke to Lisa about her thoughts on success with NSP.

Why Nature's Sunshine?

"For me, Nature's Sunshine has quality, service and integrity like no other. Products are effective, safe and accessible to everyone. Order by phone and it shows up at your door within two days! The company is friendly and supportive. My Sponsor, Kathy Deane, has been with NSP for almost 30 years and possesses a wealth of information on the products and is a huge support when I need it. Educational tools can be easily accessed on NSP's website. I love that the company is always advancing with new products as well. They are generous with product promotions and incentives for Herbal Hours. And each month I get a cheque for my volume sold!"

Your 3 keys to success:

1. Share your personal success stories and plant seeds of opportunity. "I am a very busy person with community sports and my construction company as a painter, which finds me in constant contact with new people. I find this is a great opportunity to talk to others about their health concerns and offer them life-changing health solutions with NSP."
2. Offer Herbal Hours with guest speakers or videos on topics of health concerns. "At Herbal Hours I have door prizes, specials and product samples for people to try."
3. Stay true and genuine to the people you work with and touch base with them often on their health journey. "Celebrate their success stories, invite them to share their stories at Herbal Hours."

What's your ultimate goal?

"I want to continue to educate myself with the company and products so that I can work this full time and not have to work in construction anymore. I want to become a certified IN.FORM coach so I can help others with their weight loss goals. As I become more confident and educated, I will continue to support and work with the Managers and members in my business to help them grow their business with NSP."



Lisa Lancaster

“Always planting seeds...”

"I grow my business by staying active at work and in the community developing caring and trusting relationships. I'm always planting seeds with people and inviting them to the next Herbal Hour or guest speaker. I also keep products on hand for people to try first.

"I'm finding that social media and the internet are amazing tools to use in sharing NSP products and health information."

For Lisa, developing new managers happens naturally when people support and work in partnership with others. "We like to host Herbal Hours and share information over websites or webinars and communication on upcoming NSP promotions."