

# PROFILE

## of a CHAMPION

### *Diane McLaren*



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In the 1980's Diane McLaren's dream of becoming a pianist came to an abrupt end. While studying at McGill University in Montreal to be a concert pianist, she fell ill with Multiple Sclerosis (MS). By 1982 she was completely paralyzed down her right side – nothing moved and she was told she would always walk with a cane and would never play piano again. Still worse, the disease would leave her unable to work and she would be unable to have children. During the next 12 years Diane tried all the standard treatments offered for MS, but without success. So she began experimenting with natural alternative treatments. To her amazement she recovered from three major 'crisis,' and during each it was alternative treatments that gave her victory. Diane was intrigued by how successful alternative treatments were. When she was successful, she also noticed that the different practitioners she visited each used NSP products. "I decided to research and retrain so I would understand what had worked and what did not," says Diane. "It became my passion in life and I wanted to tell the world and everybody that they have options in their health."

Diane opened her NSP business in 1994. Today, she is a top Manager (Diamond) with NSP as her and husband Bill help many people in the Toronto area experience vibrant health and wellness.

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

"NSP is my first choice. After extensive research, I decided to carry NSP as they have the best quality in the market. I love their herbal supplements and their total commitment to quality in every department. I truly love these remarkable herbs; everyday my respect increases as I see results achieved in others."

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

- 1) Passion: "I want everybody to know what is possible and that they have options."
- 2) Tenacious belief: Truly believe in what you are doing and never give up.
- 3) Desire to share with everyone the success you have found.

#### **What's your ultimate goal?**

"I want to help many more people and families to be healthier. By doing this I also want to help many more Associates to grow their own NSP businesses. One day, being Senior Diamond would be very nice. . . Because that means I will have accomplished my two goals above!"

#### **How I grow my NSP business**

About 10 years ago, Diane's husband, Bill, decided to join her. He now overlooks the marketing, IT and Operations with great success.

Seven years ago they opened their first Wellness Centre and then a second four years ago. These have been very successful and the couple are about to open a third.

#### **Helping others to grow**

Over the years, Diane has had a strong emphasis on educating her Managers. She teaches classes in herbology, iridology, reflexology to give students a well-rounded knowledge and ability in alternative health.

From a business coaching approach, Diane uses one-on-one support to help individuals grow at their own speed. She meets with her Managers based on their own needs, she says, whether that be weekly, monthly or bi-monthly.