

PROFILE

of a CHAMPION

Federico (Fred) Hiebert

Since infancy Federico struggled with health issues for which his parents took him to see many doctors, but none could find the cause of his health problems. At the same time Federico's father was referred to a Homeopathic doctor for headaches and decided to take his son, Federico as well. Through iridology the homeopathic doctor was able to discover Federico's health problems and recommend natural products that made a large improvement in his health.

"My experience brought interest in natural medicine to my family. In my teenage years my dad encouraged me to become a doctor, so I could help myself and others. Seeking advice and guidance in a health food store, we were recommended to work with Nature's Sunshine Products, and for me to take courses from Steven Horne. As I learned about NSP products and used them for myself, I found them to be very effective and uniquely formulated with great quality. I have used NSP since my teenage years and have no intention of stopping."

Why Nature's Sunshine?

"I choose NSP's products because they are in-house manufactured, exclusive to NSP. Their unique formulas are made from top quality raw materials under excellent quality control. This is important to me when I am dealing with the health of myself or my customers, and it's also why I keep coming back."

Your 3 keys to success:

- 1) Education: I continuously study and have a very busy practice educating customers on how to build their health supporting the natural functions of their body. My recommendations often include NSP products, which is great for business.
- 2) Knowledge: It is very important to know and share how the product will benefit the customer.
- 3) Do to others as you would have them do to you, (Luke 6:31): "Treat your customers exactly like you would want to be treated if you were in their shoes. Honesty has its rewards. It is a great way to create loyal repeat customers."

What's your ultimate goal?

"I would like to grow my NSP business, help more people and gain more financial freedom."



*Federico Hiebert,
CCI, CHC, Bs.H.H.Sc.*

How I grow my NSP business

"I grow my business by helping people. A helped customer will likely refer their friends and family. As a practitioner, I also like to study and keep expanding my scope of practice. I also believe in fully supporting my downline through education, encouragement and personal coaching."

