

# PROFILE of a CHAMPION

## Valérie Bélanger

Becoming a mother is one of the most joyous experiences in a woman's life. For Valérie, however, the birth of her child four years ago brought on several health problems she never saw coming. Sleep deprivation, her daughter's eczema, and a year-long bout of postpartum depression, were robbing her of the joys of being a first-time mom.

Finding little help from conventional health care, Valérie started searching for solutions in alternative medicine. This search led her to NSP Manager Marilène Perreault at her Capucin Academy and NSP's products. "Thanks to NSP I was able to deal with our health issues for the first time," says Valérie. "I quickly started talking about this to other mothers in my social media and support groups. Everyone wanted to try these products! At this point, I realized that this represented a real business opportunity. Indeed, it is very easy to recommend a product when the product in question worked for you! So I became interested in this field. Today I am studying in order to become a naturopath, because I am fascinated by natural health."

Recently Valérie achieved Bronze Manager rank. We had the opportunity to speak with her and get some insights into what makes her successful.

### Why Nature's Sunshine?

Valérie has found NSP to be a company that works closely with its distributors, offering lots of opportunity for recognition and incentives for growth. "The greatest gift that NSP ever gave me is the possibility to be present for my daughter's life. I want the flexibility of being able to work from anywhere, and my daughter frequently accompanies me. I don't merely trade my time for money anymore. On top of that, I help others to improve their quality of life. And when people tell me I can make miracles—it really motivates me to make more of them."

### Your 3 keys to success:

- 1) Support from your group, your upline and others in your life.
- 2) Use the products in your own life. "I also give them to my husband and to my family members."
- 3) Attend NSP educational events to increase knowledge of the products and company opportunities.

### What's your ultimate goal?

"My overall mission is to help people to take control of their health, and to help people make better choices for their children's health. I also want to help mothers to develop their own NSP business, so they can also spend more time with their children."



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### How I grow my business

"I needed support in order to help me take care of my young child, so I used social networks in order to find it. On these networks there are a lot of mothers who are looking for solutions. I advise them and I invite them to book a phone consultation with me so we can discuss these things further. I frequently use a personalized URL with my member ID number. I also have a professional Facebook page and a blog where I discuss NSP products. These tools have helped me a great deal in building up my credibility."

### How I build Managers, Associates and Clients

"I encourage my Managers to find a niche, depending on their interests and their knowledge. I also have a private Facebook group for my Associates. By staying in frequent contact, clients and Associates are more apt to use products much more frequently, because they are more informed and they share their testimonies with others."