

# PROFILE

## of a CHAMPION

### *Yvonne Dollard*

Yvonne started her health journey in the fitness industry as a Fitness Instructor and Personal Trainer, following her passion for helping people look and feel their best. “Personally, I also have always been using herbs, vitamins, minerals, protein shakes and enzymes to supplement my level of health and stamina,” says Yvonne. “In the mid 80s, I decided to branch out to learn more about these various avenues of alternative health and that took me on a journey to where I am today: a master herbalist, nutritional consultant, kinesiologist, iridologist, sclerologist, and acupuncturist.” In 1993 Yvonne was introduced to NSP by Manager Barb Bakke and has been using NSP products personally and in her practice ever since.

#### **Why Nature’s Sunshine?**

“Prior to NSP I was using other natural products in my practice. Offering lifestyle changes with these other products I was seeing results; but when I started using NSP products with lifestyle changes, I was quite amazed by the rapid results that I was seeing. The reason I chose NSP was because of their quality control. I am so pleased with the quality control of NSP products and I’m confident about offering them to my clients — knowing that they will be receiving benefits from them and enjoying the health they deserve.”

Other reasons Yvonne chooses NSP includes the high level of customer service and communications with distributors regarding specials, promotions, programs, etc. “I have always loved the management team, there have been changes to that since I have been in, but somehow they are always able to find the best of the best!”

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

- 1) One-on-one service: “Learning about the person’s health challenges and then educating them on how they can make themselves well.”
- 2) Be a product of the product: “When people come in to see me, I am always very healthy, upbeat, optimistic and extremely positive! I do believe and teach that it is NSP helping me to have a healthy mind and body.”
- 3) Follow up is absolutely imperative: “Show a genuine interest in your clients and share with them all the new educational materials that NSP offers.”

#### **What’s your ultimate goal?**

“My goal is to continue doing what I do. I am nearing 60 years of age but I cannot see retirement in the near future,” says Yvonne. “When the day comes that I decide to retire, I want my NSP business to be able to support the lifestyle that I have now.”



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

Yvonne grows her business by helping clients understand the mind/body/spirit connection, better nutritional choices, and going on a targeted NSP products program. She encourages clients to become NSP associates or preferred customers.

“I encourage my clients to go online for training videos and to learn about the products specials. By the way, I am loving the new oils that NSP offers and have been encouraging people to try them. I have my oil diffuser running every day. For me, that is the best way to share the oils when running a busy practice.”

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

“My ultimate goal is to get everyone to a place where they are well enough to stay on a maintenance plan and making small changes along the way. Some of my clients are so amazed at how fast they become well with NSP, that they want to do what I’m doing too. I train them through Steven Horne’s Practical Iridology and a course on herbs, nutrition, and the body systems. With training programs and tools from NSP, plus encouragement, sincerity, and an open heart toward others, the growth comes naturally,” says Yvonne.