

PROFILE

of a CHAMPION

Loretta Condruk

As a massage therapist, Loretta Condruk heard many a client's story of how the health care system had failed to solve his or her health problem. Being a caring person, and having experienced her own positive results from alternative health using herbs and supplements, she decided that her business would expand into offering herbs and nutrition for what ailed her massage clientele. From there she discovered the company Total Wellness Inc. which offered energy muscle testing and iridology courses. It was through these courses in 2011 that Loretta was introduced to NSP products. "Through courses and the help of my sponsor, I have included these practices into my business, which I expanded into Fundamental Changes Wellness Centre Inc," says Loretta. "I continue to educate myself by attending all seminars and participating in webinars. I became an IN.FORM Coach and this past year a TAFYH (Take Action For Your Health by Donna Roth) Leader."

Why Nature's Sunshine?

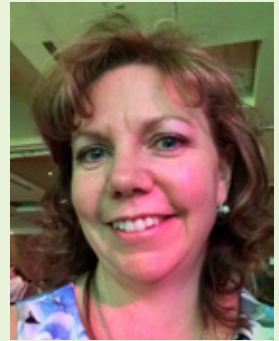
For Loretta, what impressed her most about NSP was the consistent quality of the products, and the service and support from the company. "When I muscle test NSP products against other brands, NSP always comes out on top. In addition to quality, it's the staff and fellow members that make NSP stand out apart from other companies. Their enthusiasm, passion, willingness to help and educate, make me feel part of a team and family. They do a lot of things right!"

Your 3 keys to success:

- 1) Goal orientated: "The motivation to earn incentives and Inspire trips has helped continually push me forward to achieving my goals"
- 2) Go the extra mile: "Help people with their health plan, help them place an order and answering questions at all hours."
- 3) Support from others: "My sponsors Ean & Lynne and other NSP members are a great support. They truly inspire and encourage me, and always take time to answer my many questions."

What's your ultimate goal?

Loretta's own personal attitude is "go big or go home" so it's not surprising her goal is to go to the top! "My ultimate goal is to achieve Senior Diamond of course! NSP combines my love of helping people with my passion for sales. And the compensation plan will provide me with a residual income upon retirement!"



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How I grow my NSP business

Loretta grows her business by teaching TAFYH and IN.FORM courses and relies on two business-building pillars:

Educating — Take advantage of webinars and seminars to learn about new products and then pass along the information to clients. "When someone brings up a health issue you will usually hear me say, 'there's a supplement that can help with that!'"

Being an example — "It is important to me to be in the best health myself, therefore leading by example."

On developing Managers

Loretta explains the NSP income opportunity to her students. "I think it's important to share the NSP opportunity to as many people as you can because you never know who it might resonate with."

She also encourages her group to step out of their comfort zone and try new things like become an IN.FORM Coach or TAFYH Leader, hold Herbal Hours or do home meetings. "I work with my people individually and stay in contact with them, working one-on-one to achieve their health and personal goals."