

PROFILE of a CHAMPION

Penny Slimmon

While working in a laboratory and raising a family, Penny suddenly got seriously ill. At the same time some family members started facing their own serious health challenges. Penny's illness and family and work stress eventually sent her into a tailspin of pain, depression and despair. She even recalls thoughts of suicide as she felt there was no solution.

"That's when my journey into 'alternative' medicine began. I started seeing Vivian O'Neill and began to slowly get better. I was so excited that I wanted to let other people who had given up hope like me that there was help out there. I took some basic Herbology courses and then I just started talking to people. As people saw me getting better, they started to ask me if I had any suggestions for their health concerns. I started ordering for them and before I knew it, I was a Manager, although I didn't even know what that meant. And that's how it all started for me."

Why Nature's Sunshine?

"Without a doubt, NSP has superior quality and the largest product line. I can use them alone in my practice and not worry about carrying several different brands on my shelves.

I continue to use NSP products because of the ongoing research and development they do. I know they are on the leading edge of natural health advancements."

Your 3 keys to success:

1. Longevity: "I started with NSP and have stayed with NSP. I know their products inside out and know how well they work."
2. Personal relationships: "Get to know what is going on with your clients and their families. I consider them to be friends and I know they can feel that I am sincere."
3. Educate yourself: "I continue to educate myself and my clients. If I don't know an answer to a question, I will be honest with them and tell them that I don't know but I will find out for them."

What's your ultimate goal?

"It is my ultimate goal to be able to pass on a legacy of learning to 'swim upstream' in a world of fish swimming downstream. While everyone else is doing things one way because the majority are (i.e. just taking medications because you are told that's how you will alleviate symptoms), I hope to inspire people to think for themselves and be able to figure out what their body is communicating to them, and in turn, give the body what it is asking for. Only then can they achieve lasting health and happiness."



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How I Grow My Business

"I continue to learn and keep current with what is new on the health front. I keep changing as technology dictates so as not to become like the dinosaurs and become extinct.

"Receiving coaching on how to do my business is new to me and has been beneficial. Rhancha Trick is my coach and she is able to see things that I am not able to see; places where I am weak and need to fine tune; and places where I am strong and should be capitalizing on."

How I develop new Managers

"Bringing people to Conference is one of the best ways to develop new Managers. That's where it all started for me. I got a real feel for the whole company and knew that NSP was truly a caring company.

"Now I go to conference to continue learning and to get my 'shot in the arm' so to speak, that keeps me inspired until the next year. It reminds me that I am making a difference. It's important for me to spend time with like-minded people so I can jump back in the river and continue swimming upstream."