Now that you have made the decision to succeed, you get to choose and create your own “Path to Prosperity.”

Our team has created a number of resources (PDFs, audios and videos) regarding the NSP compensation plan. If you’d like to access any of these resources, visit our website under the Members tab.

Here, we’ll share ideas that are in concert with our compensation program. For example, if you’re just getting started, you may want to learn about the SmartStart sponsoring bonus, which is the first step to getting your monthly order paid for by the income you earn. This bonus also provides a great place to start as you share the compensation plan with your team. Get additional details on the SmartStart sponsoring bonus on our website under the Members tab/Education/Sponsoring Programs.

Our history has shown that people typically join Nature’s Sunshine for one of three reasons:
1. **Product**
2. **Purpose**
3. **Prosperity**

We have discovered that members typically join due to an interest in one of the above Ps. But over time, they may add a second or a third driving factor.

Which one of the three Ps initially drew you to Nature’s Sunshine? __________________________________________________________________________

Which one of the three Ps KEEPS your interest with Nature’s Sunshine? __________________________________________________________________________

Has it changed over time? Why or why not?
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As you examine your own pull to product, purpose and prosperity, you will FIND other individuals who are drawn to one of these three initial interests. Knowing what helps drive their interests can make it easier for you to start conversations, offer invitations appropriate to their goals and needs, and help you meet their needs for challenge and growth.
PATH TO PROSPERITY

**FIND**

The following section is dedicated to helping you build a list of prospects with whom you can have a conversation. Right now, just think about two main groups: users and sharers.

- Users are individuals who are interested in Nature's Sunshine products purely for personal and family use. They don’t have an interest in building a business with Nature’s Sunshine, but they are committed to natural products and love the variety of offerings available.
- Sharers love the product and want to grow a Nature’s Sunshine business either as a hobby or as a source of income.

Some users will naturally become sharers over time, which is great! But don’t discount avid customers just because they aren’t willing to build a business right now and share on a bigger level.

If you’re fairly new with Nature’s Sunshine, the best place to start is with people you already know. Don’t worry about finding sharers who will immediately build a substantial business. Focus on finding users by introducing products and helping people meet their health goals.

We’ll go into greater depth later on, but for now, think of five people you already know who may be interested in natural health solutions:

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If you’ve been with Nature’s Sunshine for some time and have a number of committed users, look at those who have been purchasing the longest and consider inviting them to share Nature’s Sunshine products on a higher level.
Who do you think would be a great sharer? Think of five people you could personally contact, and invite them to start building an NSP business.

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DEVELOP
Now that you have generated an initial list, it’s time to help these individuals take the next step. Whether you’re finding people who should try our products or inviting someone to become a manager within the Nature’s Sunshine family, you get to be a guide and resource for them.

The good news is, you don’t have to have all the answers! You can invite your upline to support you in developing your customers and managers. Seek their advice and wisdom every step of the way. And you’re always welcome to call our Leadership Support Services line (1-800-223-8225) to get answers to your questions.

The key is to develop yourself as a leader and bring others along with you as you grow. A common limiting belief people have is that you must have a thriving business before you can invite others to join you in the process. Just as young parents can never feel “ready” for their first child, you may never feel “ready” until you act. And as you act, you will learn and grow as well.

The Path to Prosperity exists as a support structure for you and your team. Every path is unique, but you’ll take similar steps. So bring people along on this journey with you; it’s a lot more fun that way, too!

TRANSFORM
Once you’ve experimented with the tools always available to you in this workbook, and you’ve figured out your own set of best practices, you’ll be able to create duplicable systems. Success thrives in consistency. Residual income works because you establish a pattern, and when it is followed it produces results. These tools are designed to help you every step of the way.

As you grow, revisit your goals. As your team members grow, invite them to revisit their goals. In the beginning, you’ll share products and success stories of natural health solutions that have personally benefitted you. As you grow, you’ll share best practices and strategies with your team to help them succeed. Become a mentor and establish a pattern of support with those who you bring in. This creates a ripple effect of success from leader to leader.

These principles are just the beginning. Now let’s put them into action plans you can implement to build an enduring business with residual income.
SAMPLE PATHS TO PROSPERITY

You have goals that are unique to your current circumstances and your vision for the future. While many Paths to Prosperity exist through Nature’s Sunshine, we have created some sample paths for you to consider based on your individual goals.

Path A: 
USER
(3 for Free program)
If you love Nature’s Sunshine products and would love to have enough customers that your commissions pay for your monthly order, consider this path.
3–5 hours per week
1 class per month
10 calls per week

Path B: 
SHARER
If you love Nature’s Sunshine products and would also like to earn a moderate monthly income, consider this path.
10–20 hours per week
2 classes per month
20 calls per week
1 Team member holding a class

Path C: 
BUILDER/LEADER
If you love Nature’s Sunshine products and would like to build a team and earn a substantial monthly income, consider this path.
20–40 hours per week
4-6 classes per month
30 calls per week
3 Team members holding classes

CREATE YOUR OWN GOAL/PATH WORKSHEET
If you love Nature’s Sunshine products and would like to take a unique approach to building a business, or if you have unique circumstances that need to be taken into consideration, map out your own path to prosperity.
ACTION ITEMS

1. Create your path to prosperity—put it somewhere you can see it regularly.

2. Create routines around your action items. Will you make your calls at the beginning of every day or after lunch? Do you like holding weekday or weekend classes? Consider your current time constraints and routines. As Brendon Burchard would say, “Success is scheduled.”

3. Quick action activity: find two people like you and commit to calling them tomorrow. We can talk about doing it or we can actually DO it.