

# Year In Review 2011



New Products  
Annual Health Conference  
Recognition  
Events

# An 11-Year Legacy with NSP Canada

*Dear Partners,*

Some of you who know me best know that my favorite musician is the Irish singer, Daniel O'Donnell. On one of his songs he says something like this : "The time has come to say good-bye ...". And so, Partners, that's what I have to say to each of you. Having had the very great privilege of leading the NSP Canadian team for the past 11 and a half years, I am going to miss you and miss my great staff here in Brampton. Together, you and I have had an exciting journey. Sometimes up, sometimes down, but always moving forward. Sort of like a roller coaster, never standing still.

As of December 31st I will be leaving my position here as the General Manager of NSP Canada, but I will be taking a significant piece of NSP away with me in my heart. So many memories! So many new friends I have met here!

I sincerely hope that some of the decisions we have made under my leadership and some of the changes we have experienced together have helped you build your business better and more

strongly than before. I have had the privilege of coaching many of you personally and it always pleases me to see you succeed. Keep on keeping on, my friends!

Once the word of my leaving started to leak out, people started to ask me what I will be doing when I "retire." Let me start by saying I don't plan to "retire," just "transition." When I told Bryant Yates two years ago that I would like to step down at the end of 2011, I had a vague idea of going back into consulting to the Direct Selling industry which I was doing when Bob Shaffer called me many years ago. Over the past year my plans have begun to jell and starting January 1st, 2012, I will become once again a consultant to Direct Selling companies and a coach to a limited number of individuals who really want to build a direct selling business.

Elsewhere in this magazine you will find some pictures and memories we have shared together. I trust they will bring back good feelings for you just as they will for



me. I'm sure our paths will cross from time to time and we can always be friends.

Although I can't tell you at this time who my successor will be – because I honestly don't know – I can tell you that I am leaving a great management team in place to carry on supporting you and your business. The company is strong, the products are still top quality, and you are an exceptional sales force. Your future with NSP is bright and I wish you every success.

My wife, Carol and I will miss you all and together we say thank you for eleven great years. Thank you for letting us share in your life and your business. May God bless you and yours in 2012. We wish you a blessed Christmas and a happy New Year!

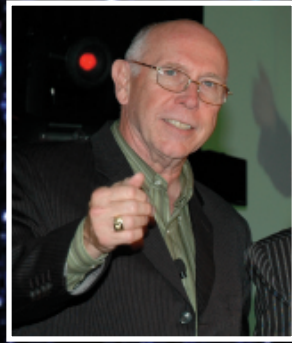
A handwritten signature in cursive script that reads "Garry Ford".

Garry (& Carol) Ford

General Manager

Nature's Sunshine, Canada





*Over Garry's 11 years with NSP Canada, he not only led the company into some of its most successful years, but he provided plenty of fun and entertainment. He will certainly be remembered for the many characters he played on stage at Annual Health Conferences.*

*Garry Ford—Oct., 2011  
Annual Health Conference  
Awards Ceremony*



# GLOBAL LEADERSHIP CONFERENCE

# BARCELONA

APRIL 3-9 2011



Congratulations to our Leadership 2011 earners: Cecil & Frieda Anderson, Arnie & Barb Bakke, Caroline & Jacob Braun, Rhéa Goudreau, Lise Harbeck, Joan Johnson, Gail Pyke, Marilène Perreault, Renate & Rebecca Stiller, Behrooz & Elaine Tahrirha, JoAnne & Ken Thaxter, and Shelia Wajsen

**Leadership attendees joined with NSP Associates from around the world for a trip to Barcelona, Spain, where they attended training from top International leaders plus enjoyed the beauty of Spain in the springtime!**



**Global Leadership 2012 will be held in Orlando, Florida, USA**



Our Top Achievers earned a week aboard a Greek Island Cruise with fellow Top Achievers from throughout the world. They took part in sight-seeing, training, and were treated to all that this exclusive yearly club trip offeres top performers.



Congratulation to our Top Achievers' Club (TAC) earners: Charlotte & Alan Lawrence, Lily Dingwall, Joan Emery & Terry Maygard, Carol Nilsson, Allan & Lyn Bailey, Elise Fontaine, Donna & Kelly Roth, Eugene Orr, Heather & Ken Shaw, Florence & Brian Dyck, Diane & Bill McLaren, Ramila & Megs Padiachy, Vivian & Rob O'Neill, Marilène Perreault, Rob Tomilson & Silvana Fazzolari, Jennifer & Kevin Penner, Robert & Nicole Fournier, Rhéa Goudreau, Alain Chabot & Lorene Benoit, Lise Harbeck, Pete & Sarah Nickel, Jean & Gina Dansereau, Christopher & Barbara Opolski, June & Charles Cobb, Betsy Vourantoni, Bob & Helen Pauls, Terry & Joanne Bell, and Alain Plante



# Highlights of Conference 2011

On October 27th to 29th, 2011 NSP Associates gathered from across Canada to celebrate the 35th Annual Health Conference in Mont-Tremblant, Quebec. Hundreds came to learn, share and grow through the many planned activities held over the three-day event. Here are just a few pictures of the many memories attendees took with them.



Skits, prize draws, recognition are what attendees have come to enjoy in the over 35 years of NSP Annual Health Conferences—this year did not disappoint!





Special entertainment was provided by the Painchaud Family Quartet.

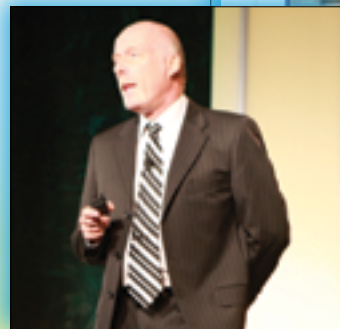
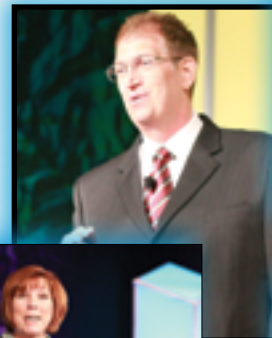


Attendees enjoyed a gala evening of dining, entertainment and dancing.

Seven top speakers conducted workshops and presentations concerning new products, health topics, and business building training.

Speakers:

- Spence Masson
- Kim Balas
- Steven Horne
- Jay P. Vanden Heuvel
- Karen Phelps
- Sylvia Rogers
- Gordon Pedersen





# Sunny 2011 Awards



### Top Preferred Customer Sponsor

- 1st Place – Christopher & Barbara Opolski
- 2nd Place – Noemie Bergeron
- 3rd Place – Diane & Bill McLaren



### Top Associate Sponsor

- 1st Place – Pete & Sarah Nickel
- 2nd Place – Christopher & Barbara Opolski
- 3rd Place – Megs & Ramila Padiachy



### Top Personal Group Volume Increase (\$ Average)

- 1st Place – Marilène Perreault
- 2nd Place – Diane & Bill McLaren
- 3rd Place – Kim & Hugh Gair



### Top Total Group Volume Increase (\$ Average)

- 1st Place – Marilène Perreault
- 2nd Place – Rhéa Goudreau
- 3rd Place – Yvonne & Ben Perc



### Top Personal Group Volume by Rank — Silver

- 1st Place – Darlene Balaz
- 2nd Place – Carol & Branko Vrbaneck
- 3rd Place – Donna Cox



### Top Personal Group Volume by Rank — Gold

- 1st Place – Yvonne & Ben Perc
- 2nd Place – Deborah Ferguson
- 3rd Place – Laurie Meddings







**Top Personal Group Volume by Rank — MasterGold**

1st Place – Marilène Perreault  
2nd Place – Caroline & Jake Braun  
3rd Place – Jean Dansereau



**Top Personal Group Volume by Rank — Platinum**

1st Place – Pete & Sarah Nickel  
2nd Place – Diane & Bill McLaren  
3rd Place – Christopher & Barbara Opolski



**Top Personal Group Volume by Rank — Diamond**

1st Place – Vivian & Robert O’Neill  
2nd Place – Donna & Kelly Roth  
3rd Place – Eugene Orr



**Top Personal Group Volume by Rank — Senior Diamond**

1st Place – Rhéa Goudreau  
2nd Place – Brian & Florence Dyck



**New Senior Diamond**  
Brian & Florence Dyck



**New Platinum**  
Marilène Perreault



**New MasterGold Managers**  
Caroline & Jake Braun  
Lise Harbeck  
Marilène Perreault



**New Gold Manager**  
Jacqueline Le May

**The Bob Shaffer Award Of Excellence for Outstanding Achievement went to:**

Marilène Perreault





# The Launch Of A Star Performer

NSP's newest member to the Solstic family

## Solstic Nutrition

In August 2011, NSP Canada launched Solstic Nutrition to further enhance and round out the popular Solstic line. Solstic Nutrition offers individuals and families a convenient way to receive daily nutrition in a tasty powdered beverage. The success of Solstic Nutrition in the Canadian market was immediate, and sales have continued to be brisk! To kick off Solstic Nutrition, NSP Canada staff put on a BBQ and launch party, inviting neighbouring company staff, family, and NSP Associates. Below are some pictures of that launch party—Congratulations to everyone who made Solstic Nutrition a success!



## Launch BBQ & Celebration





# BRILLIANT *body* BRILLIANT *business* *Herbal Hour Kit*

NEW  
**\$175**  
2011



## **Includes:**

- Carrying Case
- New Product Guide
- Opportunity Presentation Flip Chart  
'The System' by Kevin Graff
- Natural Health and Business Manual
- Associate Kit
- Brilliant Body Kit
- It's a Party Out There (Karen Phelps' Book)
- Lifestyle Analysis Pad (50 per pad)
- Interview Guide Pad (50 per pad)
- Rewards Brochure
- Herbal Hour Presentation Folders
- Smoothie Brochures (15)
- Brilliant Body & Brilliant Business Posters
- Poster Stands
- Set of Herbal Hour Literature/Documents



# Arginine Plus: Comparing The Incomparable

## *A miraculous discovery in cardiovascular health*

L-arginine is a vital amino acid that plays a role in a number of physiological functions in the body, but is best known for its cardiovascular benefits. In the body, L-arginine is converted to nitric oxide, which relaxes the blood vessels and regulates blood vessel tone and flexibility. This reduces stress on the heart, improves circulation, and lowers blood pressure.

There are approximately 60 approved products in Canada containing arginine and Nature's Sunshine's Arginine Plus contains the 2nd highest amount of arginine per dose at 6000 mg per scoop. The one product which contains more arginine than Arginine Plus contains 7000 mg of arginine. However, arginine is the sole medicinal ingredient in the product. Currently there are no products approved for sale in Canada which can compare to Nature's Sunshine's Arginine Plus with its unique combination of amino acids, vitamins, minerals and antioxidants.

One serving of Arginine Plus contains 6,000 mg of elemental pharmaceutical grade L-arginine. As a

therapeutic agent, the safety and efficacy of L-arginine has been validated by several scientific clinical studies.

L-arginine is best known for its cardiovascular benefits. In the body, L-arginine is converted to nitric oxide, which relaxes the blood vessels. This reduces stress on the heart and improves circulation. L-arginine is the body's major source for nitric oxide synthesis. L-arginine also reduces blood viscosity. Scientific studies have shown that L-arginine also aids in reducing blood pressure levels.

NSP's Arginine Plus also contains a unique blend of supporting ingredients to enhance its effectiveness. The additional health

benefits provided by these supporting ingredients are listed below.

**L-Citrulline** is an amino acid which metabolizes to yield more L-arginine, which in turn provides additional nitric oxide. Citrulline helps to optimize blood flow throughout the body and promote healthy energy levels.

**Folic acid, Vitamin B6 and Vitamin B12** all work together to naturally decrease homocysteine levels. A high level of blood serum homocysteine is a powerful risk factor for cardiovascular disease. Elevated levels of homocysteine have been linked to increased fractures in elderly persons.

**Resveratrol** is a powerful antioxidant sourced from



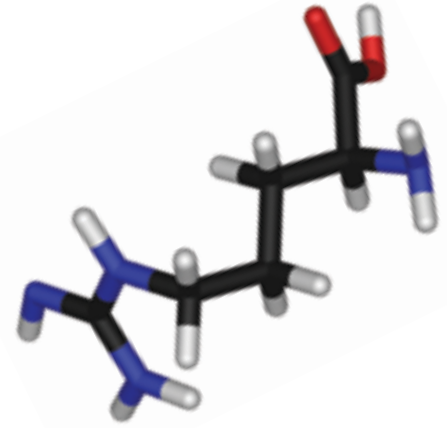
Japanese knotweed. Its antioxidant nature protects the body's cells as well as its nervous and cardiovascular systems.

**Vitamin C** helps the body to metabolize fats and proteins and aids in the development and maintenance of bones, cartilage, teeth and gums. Vitamin C also helps in connective tissue formation, wound healing and is also an antioxidant for the maintenance of good health.

**Vitamin D3** has long been known to aid in calcium absorption, but new research shows that D3 also plays a role in healthy cardiovascular function and supports healthy inflammatory response.

**Vitamin K2** keeps calcium in the bones and out of the arteries. Vitamin K2 has been clinically proven to provide extraordinary benefits for bone health and cardiovascular health.

Nature's Sunshine's Arginine Plus is a unique and incomparable arginine supplement to support the circulatory system and improve cardiovascular health. L-arginine is best known for its cardiovascular benefits. When you add in all of the additional health benefits provided by its unique blend of supporting ingredients, you will see that there is no better product for your heart health.



*L-arginine is said to be the 'miracle molecule'*

Nature's Sunshine's Arginine Plus is a comprehensive and irresistible package of arginine plus a unique blend of supporting ingredients to improve your overall cardiovascular health. No other arginine product on the Canadian market comes close!



### **Arginine Plus benefits**

- Supports cardiovascular health
- Enhances blood flow to vital organs
- Combats the negative effects of premature cardiovascular aging
- Sweetened with Xylitol to enhance oral health
- Great-tasting mixed berry flavour
- Supports healthy sexual performance
- May aid in decreasing body fat
- Maintains healthy blood sugar levels already in the normal range
- May boost energy levels
- Contains additional heart-protective nutrients
- Contains L-citrulline which converts to L-arginine in the body

# Comparison of arginine products

Ingredients	Arginine Plus	Physicorp L-arginine; Avicenna naturals l-arginine	L-Arginine Complete
Approved for sale in Canada?	Yes (NPN 80026419)	Yes (NPN 80025830)	No
L-arginine	6000 mg	7000 mg	5000 mg
L-citrulline	270 mg	No	1000 mg
Folic acid	400 mcg	No	400 mcg
Resveratrol	12.5 mg	No	100 mg
Vitamin B12	6 mcg	No	6 mcg
Vitamin B6	2 mg	No	2 mg
Vitamin C	60 mg	No	60 mg
Vitamin D3	1000 IU	No	2500 IU
Vitamin K2	20 mcg	No	20 mcg
Magnesium	No	No	20 mg



Many consider the breakthrough discovery of the amino acid L-arginine to be one of the most important advancements in the fight to naturally lower high blood pressure, stroke, high cholesterol, heart attack, and loss of libido, in the last 50 years!

Nature's Sunshine's Arginine Plus provides a high-quality L-arginine supplement you can conveniently add to any liquid for a great-tasting dose of heart health.

Stock No. 8200-3 (377 grams)

Stock No. 8201-4 (1887 grams)



**New look—New feel...  
Same Great Information!**

***New Product Guide, 2011/2012***



**Stock #15852-3  
\$0.75 Each**

**Or 50 for \$30.00  
stock # 12038-4**

Toronto, ON  
Oct 25-27,  
2012

Begin  
Qualifying  
NOW!

# Conference 2012 Qualifications

**Qualification Period:  
August 1st, 2011 – July 31st, 2012**

**Earn your registration for 2 plus hotel accommodations...**

***IF YOU'RE A NEW MANAGER***

(Never been at Manager Status before August 1st, 2011)

- Accumulate 12,500 PGV you will earn 3 nights PLUS registration for 2 FREE

***IF YOU'RE AN Existing Manager***

(Manager Level before August 1st, 2011)

- Accumulate 14,500 PGV you will earn 3 nights PLUS registration for 2 FREE

**Plus, Earn A Travel Allowance...**

Earn 2 Credits towards a Travel Allowance when you accomplish any of the following (to a maximum of 6 credits per account):

- A. For every 12 NEW sign ups (Associates or Preferred Customers) with 75 PV—Earn 2 credits (max. of 4 credits earned).
- B. Breakout a NEW Manager\* (the NEW Manager must be Manager rank or above by August 1st, 2012)—Earn 2 credits.
- C. Personally advance in rank by August 1st, 2012—Earn 2 credits.

2 Credits = \$100

4 Credits = \$250

6 Credits = \$400

Max of 6 credits per account



PV transfers do not count towards this promotion. Travel allowance only redeemable if attending conference and is non transferable. Maximum travel allowance \$400. To earn the points for a NEW (never at Manager level before) Manager they must be at Manager level at the end of the promotion.