

# PROFILE of a CHAMPION

## Cheryl Markovich

Cheryl's involvement with NSP began about ten years ago. She had recently left a career as a nurse educator and was pursuing more natural health practices. Having started her own contracting business working with single parents and youth at risk, she was shocked to find such a lack of education in healthful living practices. This lack of education in healthy living motivated her to seek more natural and less invasive means of acquiring whole health wellness. After continued training in natural health and wellness, as well as completing Naturopathic Studies from Trinity School of Natural Health College, Cheryl and her husband opened the clinic Building Bridges to Health Naturally. Today, the two operate the clinic on an acreage just outside of Red Deer, Alberta. "This was to be my retirement hobby—doing the blood analysis part time—but a few thousand clients later, it became a passion to continue learning. Both the passion for learning and sharing natural health and NSP remains with us today."

### Why Nature's Sunshine?

"The proven purity and potency of the products is why I use them; but why I will continue is because of the NSP family. With so much support, so little pressure, such loving people, and huge rewards, why would I want anything else? After the Calgary Conference we learned so much more and with the addition of essential oils, I'm finding I need to look no further for effective products. On top of all this, winning a trip to Las Vegas as well as a visit to Head Office, confirmed so much about the purity of the products, and some of the most compassionate, kind and caring people we have ever met. What a Company to work for!"

### Your 3 keys to success:

- 1) Love and care for the people you help.
- 2) Educate first, then offer and share with everyone.
- 3) Trust in the Golden Rule, DO UNTO OTHERS...

### What's your ultimate goal?

"My ultimate goal in the Company is to bring more people on board, win more trips, and help others experience what we have.

"I used NSP products for years but had never really been acquainted with the business side of it until two years ago. My husband and I were on our way home from a trip to Alabama when we decided to detour and attend the Conference in Montreal, since I had acquired free conference and accommodation. The best move we ever made! Our eyes were opened to not only the quality of the products, but the opportunity to be involved with an amazing company. I began to switch out other products for NSP products and an amazing thing happened: I started to get a paycheck. This motivated me even more, but what I found most amazing was I began getting more consistent results."



Cheryl Markovich

### How I grow my NSP business

"I grow my business by writing articles about it in a local paper. I love to teach so the In.Form is a platform for me to reach others. This brings in more clients just by word of mouth.

"Growing my business has mostly been about giving good service and getting great results. I do have a website and facebook page, but word of mouth has still been the best advertising for me. My clients are my friends."

### Be a source of hope and healing

"Our acreage is a peaceful retreat for a lot of people and in these stressful times people are looking for peace and serenity. We often hear comments that just coming to the clinic brings healing. When we provide a calm and understanding environment for others, they feel it. When we are healthy, vibrant, and full of peace and joy, others want it. We model health by how we act and how we treat and accept others, regardless of the state they are in. When they ask what we have, we share what NSP has done for us."