

## **To Our Managers and Members:**

**In an effort to make sure everyone is aware of the upcoming updates and transitions in the Nature's Sunshine Computer System, as an addition to our April Newsletter we are including the information below, that everyone should have received from NSP on March 15<sup>th</sup>, to make sure everyone has been informed. Please share this info with members of your own successline so that no one is left out in the cold. We don't want to see a repeat of "Houston, We have a problem." Be aware that this transition will affect your cut-off time for ordering and transferring QV for March and that the entire system will be shut down for a period of several days. Read carefully below for full details.**

Dear NSP Distributor,

Over the past two and half years, Nature's Sunshine has been working on the largest infrastructure project in our 45-year history—the global integration and upgrading of all computer systems. This has required tremendous effort from all departments of our company, and for the most part, this conversion will be invisible to you. You'll be able to place orders, receive product and earn benefits and commissions as you always have.

To successfully complete this conversion, all Nature's Sunshine systems—including the website—will be down temporarily from the close of the business day on Friday, March 31 until noon on Monday April 3, 2017. Call Center orders will be accepted until 5:00 p.m. and Website orders will be accepted until 6:00 p.m. (Mountain Daylight Time) on Friday. We have carefully planned this conversion to minimize the disruption to your business. While we apologize for any inconvenience this downtime may cause, we encourage you to coordinate with your downlines and plan your own ordering to ensure that your March QV qualifications are met before the conversion occurs.

This project has been a monumental undertaking, and we appreciate the phenomenal efforts of our employees around the world in planning, developing and testing our new system. We are confident that this vital infrastructure will enable us to continue to be an industry leader long after our 45th anniversary!

Thank you for your patience in this transition,

**Gregory L. Probert**  
Chairman and CEO

**Adriana Mendizabal**  
President, Nature's Sunshine Americas

### **Q: How does the new computer system benefit me as a distributor?**

A: Our upgraded computer systems will give us increased flexibility in managing business functions such as promotions and discounts. Watch for these new features this coming summer. Additionally, the new systems will provide greater insight into your business operations, meaning that we'll have better reporting and analysis of your business activities. In other words, we'll be able to give you more and better information to help you build your business faster than ever.

### **Q: Will this new system change the way I do business?**

A: No. You will be able to place orders, receive product, and earn bonuses and commissions as you always have. As implementing the new system will standardize our processes, some countries will have slight changes to the sign-up and renewal requirements, but you are free to continue building your business in the way that best suits your abilities and circumstances.

### **Q: What will change with this new system?**

A: As of April 2, 2017, every Nature's Sunshine distributor will receive a new, unique account number. In addition, distributors who use the website will have to set up a new username and password for their account. You will automatically be prompted to do this when you visit the Nature's Sunshine website and attempt to log in.

### **Q: What if I don't use the website?**

A: Don't worry. The first time you have a conversation with an Order Sales or Customer Service representative, he/she will give you your new account number.

### **Q: Why do I need a new account number?**

A: Our new system will place all Nature's Sunshine accounts on a single, global platform for all of our business operations. Currently, some account numbers are duplicated in multiple markets, meaning multiple people have the

same account number. By establishing new account numbers for all distributors, we can ensure that each account is unique and avoid confusion from market to market. Also, allowing unique user names/passwords is much more user-friendly than the "account number/PIN" method we currently use, and it will be more intuitive and easily adopted by new members. Additionally, unique account numbers across all markets will make international sponsoring much easier!

**Q: What if I like my old account number?**

A: While you are free to set up your new username as your old account number, it will be on a first-come, first-served basis as each username must be unique from all others in every country. Additionally, you will be able to use your old account number for a few months following the transition; however, your bonus statements and login screens will list your new number.

**Q: How does the new system affect ordering?**

A: The ordering process will work much like it always has. However, some product packages and promotional kits may receive a new ordering number. Order Sales representatives will inform you of these changes should you order a package or kit that has been affected by this change.

**Q: Will this change anything else?**

A: Your bonus statement will look slightly different. With a new global standard, you may notice some minor formatting changes. Don't worry, all the information you need will still be there!



*News from Sunshine House April 2017*

**Begins on Next Page**



# News from Sunshine House April 2017



*To our Managers, Distributors and Friends in Nature's Sunshine:*

**ATTENTION\*\*\*\*\*Price changes take effect APRIL 1. Order heavily in March to take advantage of buying products at the old cost! Download a copy of the new price list to see how much you can save by ordering in March. Bonus: Sell products at new price beginning April 1.**  
[HTTPS://WWW.NATURESSUNSHINE.COM/CONTENT/US/MISC/PRICELISTS/PRICELIST\\_MASTER\\_APRIL2017.PDF](https://www.naturessunshine.com/content/us/misc/pricelists/pricelist_master_april2017.pdf)

After attending **NSP's Essential Oils Certification** class here in Richmond in February, we are excited and fired up on the knowledge we received. Finally, we feel that we now fully understand the many and varied uses of EO's and encourage everyone to try them. They are so versatile and easy to use. Create your own blend with Nature's Sunshine's singles or use NSP's blends. Much of this month's newsletter is devoted to "what is an essential oil" and "ways to use essential oils in your everyday cleaning." Not only do they smell good but the oils can replace or potentiate some of the capsules you are taking!

**Xylitol Mouthwash 16 fl. oz. (Stock #5425) will be discontinued due to its slow sales.** All remaining inventory of Xylitol Mouthwash will be available until April 30, or while supplies last.

**Pro-G-Yam Cream (5 mg) is no longer available.** FDA regulatory guidelines have become much stricter with regard to the production of any non-drug cream containing progesterone. After a careful review and much deliberation, NSP made the decision to discontinue the product.

**The Leadership Support Line will be closed April 18<sup>th</sup>-21<sup>st</sup>, 2017** Calls to their line will be directed to the Customer Service Department. The **Leadership Support Services Team** will be joining you at National Convention in Orlando! Be sure to meet the members of our **Support Services Team: Brian -Amy – Nate – Cynthia - Gaby.**

**What Is The Leadership Support Services:** They are a dedicated team designed to provide a concierge level of service to ALL managers ranking Area of above. These trained representatives can provide updates and information on the latest home office news and programs, plus you can place orders or ask any questions you may have. Leadership Support Service is a place where you can share ideas, learn the best practices, learn what others on your level are doing to grow their business and support their Successline, and help NSP better understand your needs, passions, and your successes. You can call the Leadership Support Services line for all your home office needs. This line is open Monday - Friday from 9:00 am - 5:00 pm (MST). Call **800-833-4143** to speak with your dedicated team member today! We encourage all Area and above managers to use the services of these highly trained personnel in Leadership Support Services. (If you are not an Area or above manager and have a problem that needs specific handling, please contact us so we can contact Leadership Support Services and get the answers you need to resolve your problems. It's our job to support you – You are important to us).

Come to Orlando to CELEBRATE!

On Thursday night, we'll officially begin celebrating 45 years of sunshine...45 years of providing the world with effective herbal answers. See how the way you SHINE your light each day positions you for the future of healthcare. Get ready to SHINE a little brighter as you hear compelling stories of your fellow natural health enthusiasts and recall your own journey to a brighter day. Spend time with and congratulate Gene, Kristine and Pauline Hughes for giving all of us the opportunity to SHINE as

members of Nature's Sunshine – They have been our beacon of  SHINE for 45 years!

\*\*\*\*\*

## Dick & Joy's Calendar April 2017

- April 4-9** Dick & Joy will be in PA visiting with downline & also attending Dick's Air Force Drum & Bugle Corp Reunion.
- April 17-23** Dick & Joy will be attending Convention in Orlando.

## What Are Essential Oils? Source: [herbs-info.com](http://herbs-info.com)

By definition, an essential oil is "a concentrated hydrophobic liquid containing volatile aroma compounds from plants." [1] Essential oils are the concentrated *essences* (hence the name) derived from herbs and spices. The volatile aromatic compounds give them their inherent aroma, as well as their intrinsic medicinal properties. Essential oils may be derived by various methods - including distillation of various kinds.

Contrary to popular belief, essential oils are not synthetic substances that are employed to add scent to an item. While there are synthetic oils that *imitate* the scent of true essential oils, these typically do not possess the potent properties inherent in authentic essential oils and are typically considered inferior with regard to any therapeutic benefits. Synthetic imitations are considered potentially hazardous if employed therapeutically, making it doubly important to discern which 'essential oils' found in the market are real and which ones only boast of the name.

The use of essential oils has existed since time immemorial, although due to the restrictions of available technology, obtaining essential oils in olden days was in some cases very laborious, and the resulting products often very costly.

### What are essential oils used for?

Essential oils are used for a wide array of different things, although the earliest and most common use of essential oils was as a type of perfume. Essential oils are very potent, and in many cases mildly to severely allergenic, and as such, it has to be diluted with a carrier oil. Once a major commodity in the perfume industry essential oils were blended with base oils and other essential oils to make enticing perfumes.

In the medical world, essential oils were employed chiefly as an addition to salves, balms, creams, butters, and oils since its concentrated nature allowed it to be effectively used as a substitute for copious amounts of fresh or dried herbs. Because essential oils are technically speaking the *essence* or active compound of an herb, it therefore possessed the most potent healing capacity – making even minute amounts of the oil integrated into a medicated salve, oil, or balm equivalent to macerating or infusing a large amount of herbs.

The most common use for essential oils nowadays is as a therapeutic substance employed for aromatherapy. While this is nevertheless in the line of perfumery, the demand for essential oils used solely for the purpose of aromatherapy, regardless of the chosen medium of use, has made it among the most popular commodities in the alternative medicine area. Totalling its many uses, essential oils have been employed in the creation of everything from perfumes, oils, candles, soaps, medicines, and nearly every possible cosmetic commodity. Due to this astounding demand, synthetic essential oils have been created to help meet the requirement for scents, making it cheaper and more affordable for the masses. However, as a rule of thumb, whenever you intend to use essential oils for medicinal purposes, *always* choose organic, certified pure essential oils.

### What are essential oils made of?

Essential oils are really a cocktail of volatile substances and essences that comprise its body, its aroma, and even its medicinal actions. The composition of an essential oil varies depending upon its source plant, as well as the method of extraction employed to obtain the oil.

### How are essential oils made?

Essential oils are present in nearly every organic herb or spice in the world, with some possessing far more concentrated or medically viable amounts than others. The making of essential oils have come a long way from often primitive methods that involved slow and time-consuming infusion, maceration, or *enfleurage* (the practice of placing herbal matter in tallow or beeswax to extract its essences; commonly employed in traditional perfumery).

In modern times, various methods are used to extract essential oils, depending on which plant is being extracted, scale of operations and budget. With the advent of technology, the extraction of essential oils from herbs and spices has become a science, especially with the introduction of CO<sub>2</sub> extraction, steam distillation (the most commonly employed means of extracting essential oils) and cold pressing (more often performed to extract oils from seeds and bark, more so than in leaves or petals). Still more methods of extracting essential oils exist, although the most common means that yields the most essential oils is steam distillation. See our full article: [How To Make Essential Oils](#)

**References:** [http://en.wikipedia.org/wiki/Essential\\_oil](http://en.wikipedia.org/wiki/Essential_oil)

---

## 21 Awesome Ways to Use Essential Oils to Freshen and Clean



You know that essential oils have calming and healing effects, but did you know they can be used for cleaning too?

Using essential oils around your home is a natural way to freshen and clean your living space. Whether you are finishing up your spring cleaning or preparing for summer barbecues, these essential oil tricks will prepare you for anything. Here are a few unique ways you can use essential oils to freshen up your life!

### 1. Keep Pests at Bay

Keep spiders and rodents at bay with peppermint essential oil. These creepy critters can't stand peppermint! Add 10-15 drops of the essential oil to a spray bottle with water and spray in the cracks and gaps where spiders and rodents enter your home. For extra protection, add one or two drops of peppermint oil to a cotton ball and leave it in common entrance places, such as doorways and basements.

### 2. Keep Fruit Fresh

To keep your fruit fresh, wash fruit in a bowl of cool water with two to six drops of lemon essential oil. Stir the fruit in the bowl and leave it long enough for the food to pick up the essential oils. This will help increase the shelf life of your fruit, leaving it bright and ripe for a few extra days.

### 3. Eliminate Shower Curtain Scum

Essential oils can be used to get rid of shower curtain scum. Use a spray bottle filled with warm water, four drops of eucalyptus essential oil and four drops of tea tree oil (melaleuca). Spray this mixture onto your shower curtain for cleaning and then onto your tub. Leave the mixture to help fight mold when the curtain is back in place.

#### **4. Freshen Your Home**

To freshen the air in your home, use essential oils in your air filters. Every time you change your filters, add a few drops of your favorite essential oils before replacing them. Essential oils kill microbes in your ducts and will leave a pleasant scent throughout the house. Use cinnamon essential oil to clean the air with its anti-microbial properties or diffuse clove, rosemary or orange essential oils when guests come over to blow them away with your home's fresh scent.

#### **5. Freshen Your Fridge**

When cleaning out your fridge or freezer, use lime, grapefruit or lemongrass essential oils in your final rinse. It will leave your refrigerator with a refreshing scent and help to neutralize any mold that might be creeping into your fridge.

#### **6. Freshen Your Car**

Keep your car smelling fresh with essential oils. The scents of essential oils are subtle and are easy to refill, making them the perfect car freshener. Try using an essential oil car diffuser to keep the scent longer and from overpowering your vehicle. Use lavender oil to relieve tension or rose oil to boost your mood on the way to work.

#### **7. Stay Safe in the Sun**

You can create your own homemade, toxic-free sunscreen using essential oils. Mix coconut oil, zinc oxide, shea butter, helichrysum oil and lavender essential oil in a bottle and store for summer. This natural sunscreen will help protect your skin from damage at the park or neighborhood barbecue.

#### **8. Sleep Tight**

To help you and your loved ones sleep better, place a few drops of lavender essential oil on a blanket or pillow, or add a few drops to a spray bottle with water and use it to freshen your sheets when making the bed. Keep the bottle with you on vacation and spray your hotel room to kill microbes and deodorize the room.

#### **9. Scour Dirty Pans**

Clean out burnt pans with lemon essential oil. Boil water in the dirty pot or pan and add a few drops of lemon oil to remove burnt residue or stuck foods. You can also add a few drops of lemon oil to the dishwasher soap compartment before washing to leave your dishes spot-free.

#### **10. Freshen Your Gym Bag**

Keep germs out of your gym bag with essential oils. Fill a spray bottle with water and a drop of tea tree and lavender essential oils to refresh your bag, shoes and yoga mat after a day at the gym. For smelly shoes, pick your favorite essential oil and put two drops on a cotton ball. Place a cotton ball in each shoe to find them refreshed in the morning.

#### **11. Control Flies**

Open windows and outdoor cooking are some of the great perks of summer. But, these activities can attract pesky flies that ruin dinners. To create a barrier against flies at your next cookout, mix 25 drops of peppermint or lavender essential oils with water in a spray bottle. Use the mixture on windows, doors and dining tables. Make sure to shake well before use.

#### **12. Eliminate the Smell of Smoke**

If you smoke or live next to someone who does, you can easily eliminate the smell of cigarette smoke with a few drops of essential oils. Put four drops of rosemary, tea tree and eucalyptus essential oils in a spray bottle and spray near your patio or in your car to neutralize odors.

#### **13. Preserve Your Leather**

To preserve leather jackets, sofas and shoes, use essential oils to clean them. Soak a cloth in lemon essential oil and wipe down leather items. This will help keep the material from splitting and preserve the color.

#### **14. Scour the Sink**

You can create an all-natural kitchen sink scrub to make your sink shine without using harmful chemicals. Make the mix using half a cup of baking soda, one-third cup of vinegar, and five drops of bergamot and lime essential oils. Use this mixture to scrub the sink and then rinse with warm water. Your kitchen sink will shine like new!

#### **15. Freshen Your Home While Vacuuming**

Use your favorite essential oils when vacuuming to leave a fresh scent after cleaning. Add a cotton ball with a few drops of peppermint, spearmint or pine essential oils to your vacuum cleaner bag or collector cup for a refreshing scent. If you have dogs, use geranium essential oil to clear your carpets of canine smells.

### 16. Freshen the Bathroom

Make your own bathroom freshener with natural essential oils. To neutralize unpleasing scents and freshen up your bathroom, apply a few drops of citrus, rose or lavender essential oils to a cotton ball and place it behind the toilet.

### 17. Reduce Mold

Eliminate mold in your home with an essential oil diffuser. Fill it with fungus-fighting tea tree oil or anti-microbial cinnamon essential oils. For a more direct mold defense, mix tea tree oil with grapefruit seed extract and vinegar. The grapefruit seed helps to neutralize the smell of the vinegar while all three ingredients work together to stop mold in its tracks.

### 18. Make Powerful Solvent

You can create a powerful solvent with lemon or wild orange essential oils. Use a few drops to remove price stickers, get gum out of the carpet, or clean sap off gardening tools. For eliminating tough gunk, leave the essential oils for a few minutes before removing.

### 19. Camp in Peace

Make camping and backyard fires a breeze with natural mosquito repellent. Protect yourself and your s'mores from mosquitoes with an essential oil bug spray made of one drop of lemongrass, citronella and eucalyptus essential oils mixed with one teaspoon of coconut oil. Rub the mixture on exposed skin for protection all night long.

### 20. Keep Fishy Smells Away

Does your kitchen smell of fish or onions after cooking? Get rid of unwanted kitchen smells by adding a few drops of clove, cinnamon or any citrus essential oils to a simmering pan of water. You'll be able to cook a delicious fish dinner without worrying about the smell taking over your kitchen.

### 21. Freshen Your Linens and Clothes

For cozy towels, sheets and clothes, add five drops of rose essential oil to water and pour it into the center cup of your washer. Finish the laundry by soaking a small piece of terry cloth in lavender, rose or ylang ylang essential oils and tossing it into the dryer. If you are looking to get rid of mites, use eucalyptus to clean your linens and clothes. These essential oils will leave your clothes feeling soft and smelling fresher than ever.

**Conclusion:** Essential oils are one of the most useful natural tools for home remedies and fresh cleaning supplies. Get the most out of your oils with 100 percent natural products from Nature's Sunshine's authentic oils. [Nature's Sunshine](#) promises the oils will be the highest quality and made authentically, so you know you're getting the most out of your essential oils.

.....

## The Melatonin Hypothesis

Some studies have shown a possible decreased release of melatonin in the brain among people who use a mobile phone for more than 25 minutes a day. Reduced melatonin could explain why some studies have shown a relationship with sleep disturbance and cell-phone use. But melatonin is also a free-radical scavenger and an anti-oxidant and this could also link cell phone use with cancer and other types of cellular damage. One study of electrical workers observed a link between reduced melatonin and an increase in a type of protein associated with Alzheimer's disease. *Burch J, Reif J, Noonan C, et al., "Melatonin metabolite excretion among cellular telephone users," International Journal of Radiation Biology 78: 1029-1036 (2002); Noonan C, Reif J, Burch J, et al., "Relationship between amyloid beta protein and melatonin metabolite in a study of electric utility workers," Journal of Occupational and Environmental Medicine 44: 769-775 (2002).*

**Dan Kenner, Ph.D, L. Ac.** writes a quarterly column for *Health Freedom News* called **Health Bits and Pieces**.

Melatonin Extra (60 caps) Stock #2830-4  
(Ingredients: 3 mg melatonin, 30 IU vitamin E, ginkgo leaf and leaf extract, and eleuthero root)

Nothing can make you feel that you have truly helped someone with a health issue until you read a testimonial like this. This is John Shuman's review of Steven Horne's book, "The Heart's Key to Health, Happiness & Success," which Joy sent John when he was undergoing a medical challenge. The wealth of help John received from this book and the essences he began using as a result makes my heart sing with gladness. Thanks for sharing John, and thanks for your progress reports.



**The Heart's Key to Health, Happiness & Success**  
**By Steven Horne**

If we are facing a medical challenge, all we want is a diagnosis and a way to get rid of the symptoms. Modern medicine is known for focusing on symptomatic relief, not on the cause. Alternative practice does the same thing with different tools. But do either get to the root cause?

Steven's book offers an additional perspective - the emotional side of a medical challenge. My path with Steven began over 20 years ago. He was doing then what he shares in this book.

In our culture there is no room for feelings, only science. Having feelings doesn't matter. But Steven did not believe and practice that. He shared with people that feelings are part of our wellness. And now he shares the whys and how to in this book.

Our world perpetuates fear. We are told to fear something all the time. Look at the commercials and follow the news. It's about fear. Fear becomes an emotional component of what is going on within us. Unresolved emotional issues become a dragon. We can heal ourselves on that front if we want to.

Amy died in 2015 and we had been together for 47 years. Yes, I cried and grieved. Then in September, 2016, I went into Afib. It's where the heart changes how it beats, for some reason. Being hospitalized for a week for the first time in 69 years was a new experience. Amy and I had lived a good holistic lifestyle.

Why did this happen? It could have been genetics, broken heart over Amy, anything. I certainly did not recognize the signs of a problem developing.

Joy, who has been our up line since we started NSP in 1990, said, "I am sending you Steven's book. Consider the emotional factor. Read the book."

Steven's book brought back to me the emotional aspect he had first taught me many years ago. His book gives the written guidance to face your dragon at your pace. I know it has helped me.

I am grateful! Thank you Steven and Joy.

John Shuman February 28, 2017

\*\*\*\*\*

*"Thank you, God, for this good life and forgive us if we do not love it enough."*

~ Garrison Keillor

\*\*\*\*\*

**Understanding the source of your cravings. (Mary Reed Gates)**

Craving	Deficient Nutrient
All Food (general hunger)	Poor digestion
More than a good appetite	Multi-mineral deficiency
Chocolate	Magnesium
Fats	Sulfur (Onions, garlic)
Milk and Dairy	Calcium (Organic Greens)
Salts	Iodine (Kelp)
Sweets	Chromium (Red Clover)
Potato Chips	Potassium

Sponsored by:

Join our FB group:  
**Natural Health Professional**



