

News From Sunshine House June 2018

Our business...

*Investing in People - Changing their Perspective.
Helping people to Live Healthier and Happier Lives
the Natural Way!*

Greetings to our Managers, Distributors and Friends in Nature's Sunshine:

NSP continues the fight to combat our competitive internet sales: NSP will offer the "buy 9, get 4 free", etc specials less frequently. When they are offered, each account will be able to purchase only one of these. Although this may be disadvantageous to those who have retail storefronts, it will prevent the internet sellers from buying huge quantities of them and undercutting our prices when they advertise them.

Director of Training and Development for Distributors: **Rebecca Trevino**, a former NSP Manager and In.Form coach from Kentucky, has joined the NSP Corporate team. Coming from the field and knowing members needs, Rebecca plans to structure training events and webinars to follow a schedule so we know in advance how to plan our calendars and time commitments. Rebecca's email is RebeccaT@natr.com.

Retiring from Nature's Sunshine:

Chairman and CEO Greg Probert will be retiring as CEO after transitioning his responsibilities to a successor to be identified by the Board of Directors. Greg will continue in his roles as CEO and chairman of the board, and as chairman will be deeply involved in the selection and on-boarding of his successor. The board of directors has engaged a leading national executive search firm to identify his successor as CEO. Upon transitioning his responsibilities to his successor, Greg will continue to serve as chairman of the company's board. The newly appointed CEO will report directly to him. "We are fortunate to have had Greg lead our incredible company over the last five years," said Kristine Hughes, founder and member of the Board of Directors. Greg was appointed CEO in October 2013. He has served as executive chairman since January 2013. Prior to this, he served as executive vice chairman since June 2011, and served as an independent consultant to the company from October 2010 to June 2011.

"It has been a privilege serving Nature's Sunshine over the last seven years, both on the board and as CEO," Greg said. "I will remain committed to supporting our executive and governance teams to ensure we are well positioned to capitalize on all our opportunities. I look forward to continuing to serve this great company as we continue to drive value into the future."

Dr. Matthew Tripp, Chief Scientific Officer and Executive Vice President of Research and Development for Nature's Sunshine Products, retired on May 4. During the past five years, Dr. Tripp made many mind-blowing contributions to Nature's Sunshine, including the founding of the Hughes Center for Research and Innovation, which under Matt's guidance created patent-pending groundbreaking products, such as AnxiousLess and Equilibrium...all incredible products! In announcing Matt's retirement, Greg Probert said, "I appreciate the many contributions Dr. Tripp has made over the past five years. The strong foundation Dr. Tripp has built in our R&D organization will allow us to continue our commitment to providing the highest quality, most efficacious products in the world. Please join me in thanking Matt for his incredible contributions to our company and wishing him all the best in his retirement."

Dick & Joy consider Matt and his wife Debbie friends as well as colleagues. We will miss the personal times we shared together on I.Inspire trips and in Utah. His replacement will definitely have some big shoes to fill! We are sure you join us in wishing Matt and Debbie all the best in their next ventures.



Dick & Joy's Calendar June 2018

IIPA Certification Prep Course by Certified IIPA Instructor Dr. Mary Reed Gates. These classes are ongoing. Anyone can join at any time. Contact marysherbs1@gmail.com to register. Completion of this course makes you eligible to test with IIPA to receive your International Iridology Practitioners Association certificate.

June 17: Happy Father's Day to all the fathers, and to the mothers who helped make them a father!!!

JUNE 23: Happy Birthday Dick ~ Eighty-nine & getting younger every year!!!

Berberine IR™ (90 Caps) Stock Number: 1398

Turn cells from "idle" to "on" in the glucose metabolism process. Berberine IR also combats endotoxins, promoting a healthy gut microbiome.

Benefits:

- Supports healthy glucose metabolism
- Supports gut health to combat endotoxins

How It Works:

Glucose Metabolism Support

Berberine IR naturally supports healthy blood glucose levels by up-regulating enzymes that trigger blood glucose metabolism. Utilizing a time-honored ingredient found in both Traditional Chinese and Ayurvedic formulas, Berberine IR works to support blood sugar balance and glucose metabolism through a unique cellular action. Berberine, a constituent of certain plants, helps activate a key enzyme that supports blood glucose metabolism, turning your cells from "idle" to "on" and helping them to use glucose efficiently.

Additionally, Berberine IR supports healthy gut performance to help combat endotoxins. High-carbohydrate diets change the microflora of the gut, increasing bacteria that produce endotoxins. These endotoxins are released into the bloodstream and interfere with normal glucose metabolism. Berberine specifically supports gut health by inhibiting the ability of endotoxins to bind to muscle cells, thus helping to support proper glucose metabolism function. Its unique mechanism of action makes Berberine IR an excellent option for those who wish to start or strengthen their glucose management regimen. Support your body's ability to metabolize blood glucose with Berberine IR.

Ingredients: Berberine (*Berberis aristata*)

Recommended Use: Take 1 capsule three times daily before a meal.

Complementary Products:

CardioxLDL (60 caps) Stock #1195

Super Omega-3EPA (60 softgel caps) Stock #1515

Probiotic Eleven (90 caps) Stock #1510

COQ10 (100 mg) (60 softgel caps) Stock #4135

Berberine IR

Written By: Steven Horne

Berberine is an alkaloid found in many herbs traditionally used for fighting infection and improving the health of the gastrointestinal tract. It is a bright yellow color, which means some of the plants containing it have also been used as yellow dyes.

Berberine is a major component of the popular Western herbs goldenseal (*Hydrastis canadensis*), Oregon grape (*Berberis aquifolium*) and barberry (*Berberis vulgaris*). It is also found in the two popularly used Chinese herbs, Amur cork tree (*Phellodendron amurense*) and coptis or goldenthrad (*Coptis chinensis*). Other plants containing this alkaloid include yerba mansa and yellowroot.

Although herbalists have benefited from these plants for many years, recent research into the properties of berberine has brought this compound to the attention of medical science. Here are some of the benefits showing up in the research.

Blood Sugar Regulation

Berberine has shown some benefits in the treatment of insulin resistant (type 2) diabetes. It helps to reduce blood glucose levels and appears to reduce insulin resistance. In one study, 36 adults who had been recently diagnosed with type 2 diabetes were given berberine or the drug metformin. The berberine performed as well as the drug in lowering blood sugar.

Blood Lipid Regulation

High levels of blood fats (triglycerides) are typically associated with diabetes and its precursor, metabolic syndrome. High levels of these free fatty acids are known to be toxic to the pancreas and increase insulin resistance. Berberine has been shown to help lower triglycerides and cholesterol, working by a different method than statins, so it lacks the dangerous side effects associated with these drugs.

Infections

Plants containing berberine have been used by many cultures to treat infectious diarrhea, intestinal parasites, urinary tract infections and other infections. Berberine has been shown to have antimicrobial activity against many types of bacteria, viruses and fungi. For example, goldenseal has been listed in the official materia medica of many countries as a cure for giardia (amebic dysentery) and herbs like barberry have been very effective in treating fungal infections.

Intestinal Dysbiosis

Intestinal dysbiosis is an imbalance in the microbes living in the gastrointestinal (GI) tract. One of these imbalances is small intestinal bacterial overgrowth (SIBO). SIBO causes belching, burping, acid indigestion about one hour following meals and bloating. SIBO is a primary cause of leaky gut syndrome and has been linked to numerous health problems, including acne, chronic fatigue, diabetes, fibromyalgia, Hashimoto's thyroiditis, inflammatory bowel diseases and irritable bowel syndrome (IBS), non-alcoholic fatty liver disease and obesity. This does not mean that intestinal dysbiosis is the cause of all of these problems; it just means that it may be a contributing factor or a co-factor in these health problems. Helping to regulate the microbes in the GI tract may be part of the reason why berberine has such broad-reaching health benefits.

I have personally used it for this purpose and found it to be one of the most helpful remedies I've tried. It reduced gas, bloating and belching and also increased my overall energy.

MRSA

Methicillin-resistant *Staphylococcus aureus* (MRSA) bacteria are problematic because they resist antibiotics. Berberine not only has activity against MRSA, it appears to help restore the effectiveness of other antibiotics by inhibiting the mechanisms these organisms use to resist the drugs.

Cardiovascular Health

By helping to reduce blood sugar and blood lipid levels, berberine is clearly beneficial to cardiovascular health. But, there is more. Studies suggest that berberine (or herbs containing it) may be helpful for heart problems. Coptis, one of the berberine-containing herbs, has been used in Chinese medicine to treat hypertension and chronic heart failure. A study published in the American Journal of Cardiology in 2002 showed that patients being treated medically for congestive heart failure showed greater improvement when berberine was added to their program in comparison to a placebo. Exercise capacity improved, heart function improved and mortality was reduced. Berberine also appears to help lower blood pressure.

Other Benefits

There is some researching suggesting that berberine (or herbs containing it) may be helpful in certain types of cancer, such as liver, breast and prostate cancer. Berberine also appears to have antidepressant activity, increasing norepinephrine and serotonin levels while lowering dopamine. It may also have protective effects against Alzheimer's disease.

Suggested Use

Berberine IR contains 335 mg. of berberine from Indian Barberry. Suggested use is one capsule three times daily. One can also obtain the benefits of berberine by taking herbs like **goldenseal** and **Oregon grape**.

Selected References

Efficacy of Berberine in Patients with Type 2 Diabetes (<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2410097/>)

Berberine supplement benefit, side effects by Ray Sahelian, M.D. (<http://www.raysahelian.com/berberine.html>)

Berberine hydrochloride: anticancer activity and nanoparticulate delivery system (<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC3173044/>)

Berberine (<https://en.wikipedia.org/wiki/Berberine>)

*If your actions inspire others to dream more, learn more, do more and become more,
you are a leader.*

~ John Quincy Adams

Beneficiary of Account

It was recently discussed on our Leadership Advisory Council call the importance for all NSP members and managers to have on record with Nature's Sunshine what will be the desired disposition of their NSP account when they die. There are several methods that can be used:

1. Add the name of person/s you wish to leave your account to as a "silent partner" on your account. (Being listed as a silent partner eliminates that person/persons from receiving 1099 statements and also eliminates them from receiving any portion of your bonus check while you are still alive and active on the account).
2. Transfer of your account by will (more information on this will follow as found in NSP's Policies & Procedures).
3. Filing a Beneficiary of Account form with NSP (details & method of doing this will follow).

According to NSP's Policies & Procedures, there are also several other times when accounts and their handling require modification to be in compliance. These are listed here according to where they are found in the P&P:

4.12 Member Marriage When a Member marries another Member, the two memberships must merge into one membership, except when each marrying member also holds the status of Manager. If a Manager marries another Manager, both Managers may keep their individual accounts after the marriage. However, all awards, recognition, incentives, benefits, trips, promotions and car allowance earned by either Manager will be awarded only to one account, regardless of the QV points maintained on the other account. In either case, a copy of the marriage certificate must be submitted to the NSP Distributor Education and Compliance department within 30 days of any marriage.

4.13 Member Divorce If married Members obtain a divorce, NSP will continue to treat the membership pursuant to the original Membership Agreement until such time that NSP receives written notice from both parties, or official court documentation, directing otherwise. The written notice should come in the form of an updated NSP Account and Business Information document (found on the corporate website) and be signed by all parties and then notarized. Please contact the NSP Customer Service or Distributor Education and Compliance department for assistance.

4.14 Member Death In the event of a Member's death, the membership may be conveyed by will or the laws of intestacy to the Member's heirs. The death certificate, a certified copy of the will or court order, as well as a new Membership Application in the name of the new Member receiving the membership must be forwarded to NSP Distributor Education and Compliance. NSP also provides a form called "Beneficiary of Account" to proactively assist in these matters (see the corporate website).

4.17 Membership Transfer by Will A Manager's business may be transferred by will. Appropriate legal preparation must be completed to ensure the transfer meets NSP requirements and applicable laws. Successors acquire the right to a Manager's commissions on the Manager's group, but they must meet all QV, leadership and annual renewal requirements and must agree to conduct the business in accordance with these Policies and Procedures, the Membership Agreement, the Membership Application and NSP's Compensation Plan.

Copied below is the Beneficiary of Account document. You can send this to anyone in your successline via E-mail, have them print it, get it notarized, and then send a copy to Nature's Sunshine to put in your NSP info file to show who legally would take possession of your NSP business account if/when the principal account member/members die or retire. (Pages should be printed single-sided)

The Beneficiary of Account document can be viewed and printed directly from NSP's website. To find it: Go under "Members" heading; Scroll down to "Your Account" – Select "Account Profile." Under this heading, select "Business Forms; then click on "Account & Business Information," then select "Beneficiary."

Remember – once form is filled out and notarized, it can be either faxed or emailed back to NSP, BUT YOU MUST MAIL THE ORIGINAL RAISED SEAL DOCUMENT TO NATURE'S SUNSHINE.

BENEFICIARY OF ACCOUNT

NSP Account # _____ ("Account")

Please list all current account owner(s) and social security number(s). If the Account currently has an entity name, please include the entity name and all members in the entity along with the Federal Tax Identification Number for the entity:

Account Information:

Current Owner(s) on the Account:

SSN/Federal Tax ID #:

| | |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

Name of Owner who is listing a Beneficiary of their interest in the Account _____

Beneficiary Information:

SSN/Federal Tax ID #:

Name of Beneficiary

| | |
|-------|-------|
| _____ | _____ |
|-------|-------|

Authorization in Account:

I, _____ ("Account Owner"), hereby grant to _____

_____ ("Beneficiary") a beneficial interest of my interest in the Account upon my death or incapacitation as will be evidenced by either a death certificate or a notarized letter by a medical professional declaring incapacitation and presented to Nature's Sunshine Products, Inc. In such event, the Beneficiary is granted all authorization to the interest in the Account that I may hold including, if applicable, access to my share of commissions.

All owner(s) listed on the Account have agreed to the transfer of interest in _____ interest in the Account upon _____ death or incapacitation.

Signature of all Owners listed on the Account:

| | |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

