

**The Comprehensive Guide to  
Nature's  
Sunshine  
Products**  
*Sixth Edition*

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with contributions from

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**Alternative Health/Wellness**

**ISBN: 978-1-890855-22-2**

**Published and Distributed by**

**Tree of Light**

<http://treelite.com>

P.O. Box 911239

St. George, UT 84791

800-416-2887

10 9 8 7 6 5 4 3 2 1

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This book is dedicated to Gene and Christine Hughes who have been supportive of our efforts to educate people about herbs and natural healing over the past 28 years.

## Foreword

# Why Nature's Sunshine?

My introduction to Nature's Sunshine Products came in 1975 when a lady in Tustin, California sold me a bottle of Special Formula #1 (now known as All Cell Detox). She told me I needed to clean out my colon to get rid of my sinus problems. I took the product and started having three bowel movements a day. I thought the product was giving me diarrhea so I quit taking it. Years later, when I understood that colon cleansing was the answer to my sinus problems, I took the same product, along with Psyllium Hulls Combination, for six weeks and completely cleared up my sinus problems.

In 1978, I used comfrey, lobelia and vitamin E from Nature's Sunshine while recovering from a moped accident and found that the herbs really helped speed my recovery. In 1981, I signed up as a Distributor and in 1984, I went to work at the NSP Home Office in Spanish Fork, Utah as the editor of their corporate magazine, *Sunshine Horizons*. I started publishing a newsletter for NSP Managers in 1986 called *Nature's Field*, and in 1990 I struck out on my own and started producing educational materials for NSP Managers and Distributors full time. Tree of Light is the result of those efforts.

As a professional herbalist, I'm fully capable of making my own herbal formulas (which I have done and continue to do). I'm also familiar with a number of excellent herbal companies whose products I have tried and use. However, I continue to stick with NSP as the primary product line for my personal use. There are many reasons why I like Nature's Sunshine. Here are the main ones.

## Quality Control

The first, and most important, reason I love Nature's Sunshine is their quality control. I've toured NSP's manufacturing plant (which is open for anyone to tour) and personally seen the great care they take in the manufacturing of their products. I've also spo-

ken at length with the head of their quality control department, Lynda Hammons, and know that she won't compromise the quality of NSP products in the slightest. NSP tests, tests and retests every ingredient and finished product they manufacture. They test for microbial and chemical contamination and to make sure that the plant material is from the right plant, is the right plant part and has the right profile of constituents (meaning it was properly grown and harvested).

Lynda Hammons personally audits vendors that supply NSP with materials to make sure that their facilities are clean and operating to NSP standards. This includes vendors in China that supply raw materials for their Chinese herb line. Products coming out of China are frequently contaminated with pesticides and heavy metals and NSP is one company I completely trust to ensure that their Chinese herbs don't contain any of those contaminants.

I've heard people criticize NSP for not being "organic." Well, the truth is that "organic" doesn't mean best. Wildcrafted herbs aren't "organically grown," but in most cases wildcrafted herbs are better. Furthermore, "organically grown" doesn't mean "contaminant free." NSP actually manufactures to a higher standard than organic because they guarantee their products are contaminant free through their rigorous testing. And, for those who are concerned about sustainability, NSP also seeks to ensure that their wildcrafted products are sustainably harvested, something that's very important in this industry.

NSP is an NSF Certified supplement manufacturer. NSF is an independent certifier that ensures companies operate with high levels of quality control. More importantly, however, NSP has been a pioneer in quality control for herbal products and supplements and their quality control is second to none. NSP does this in an industry that often has problems with people adulterating or mislabeling products.

## Commitment to Health Freedom

I was personally acquainted with the late Clinton Miller, a long time advocate for health freedom in the United States. It was largely through his efforts that the Dietary Supplement Health and Education Act of 1994 was passed. This bill, known as DSHEA in the industry, opened the door for structure/function claims to be made for dietary supplements and is a big reason why the industry has been able to grow without excessive interference from the FDA. Clinton told me personally that NSP had done more to support the cause of health freedom than any other company in the entire herb and supplement industry. The herb and supplement industry owes a big debt of gratitude to Nature's Sunshine for the highly active role they played in getting this bill passed.

NSP still continues to support health freedom more than any other company of which I am aware. A group of their Managers formed the Sunshine Health Freedom Foundation, which is actively participating in helping to support health freedom state by state. Threats to our ability to freely dispense nutritional information and dietary advice and recommend herbs and supplements are constantly being raised through bills introduced by dietitians, which make it illegal for anyone who is not a registered dietitian to dispense nutritional information. Naturopathic licensing laws also contain restrictive language, which has the potential to get herbalists and other alternative health care providers into legal problems for practicing naturopathy without a license.

The Sunshine Health Freedom Foundation works with the National Health Freedom Coalition founded by Diane Miller, JD. So far, eight states have passed Safe Harbor bills that exempt non-invasive, non-toxic alternative health care practices from state medical licensing laws. I am a big supporter of this movement and NSP provides more support for it than any other product company of which I'm aware. Please consider supporting this cause.

I wish more herbal manufacturers and my professional colleagues in the AHG would recognize the threats to our rights to use herbs and natural remedies and would follow the example of NSP and help support this cause. I also think NSP people need to promote the role NSP has played in the health freedom movement as a major benefit of being involved with NSP.

## Sunshine Heroes

Nature's Sunshine was the founding sponsor of the Sunshine Heroes Foundation (SHF) and donates a portion of the proceeds from the Sunshine Heroes Vitamin line to supporting SHF activities. The corporate support SHF receives allows 100% of its donations from individuals to directly benefit children worldwide. SHF has helped children in 15 different countries, such as Africa, Russia, China and Nepal, to obtain clean water, health care and education. You can learn more about their work at <http://herowithin.org>.

## Commitment to Education

Another reason that I love NSP is their commitment to education. NSP has a highly educated sales force because NSP hosts so many quality educational events and has encouraged their Managers and Distributors to learn more, not only about their products, but also about health in general. It's only the love NSP Managers and Distributors have for learning more about natural healing that makes a book like this possible.

## NSP's Managers and Distributors (Salesforce)

I know that I'm speaking in general terms here, but NSP has attracted some awesome people to its sales force (NSP's Managers and Distributors). In general, I've found people involved with Nature's Sunshine to be spiritual, caring people who have a sincere desire to help others. They are very generous in sharing their knowledge with others and don't push the "get rich quick" business idea so often promoted in network marketing companies. They want to genuinely help people with their products, not just sell a bunch of product through exaggerated claims and "rah-rah hype." I have many friends in the NSP community and have been greatly blessed to associate with these dedicated and caring people.

## NSP's Products

There are many products NSP offers that I would hate to be without. Here are some of my favorites.

For starters, my favorite group of products in the NSP line is their Chinese herbal formulas. No health food store brand or network marketing brand offers

a traditional line of Chinese herbal formulas like Nature's Sunshine's TCM line. Almost every client I see in person gets one of these formulas as the foundation of their supplement program. Plus, as I mentioned earlier, I can trust that these TCM formulas are contaminant free. I like the TCM line so much that I've produced educational products designed to help people understand and use that line alone. These products include a small book called *Healing with Chinese Herbs*, a course *The Secrets of Chinese Herbs* (coauthored by K.P. Khalsa) and a free online quiz, *What is Your Chinese Constitutional Type?*

Besides the TCM line, I also love the NSP formulas created by Jeanne Burgess, which include AL-J, Stress-J (STR-J) and Intestinal Soothe & Build (UC3-J). These are also formulas I regularly recommend to clients. I also find Mega-Chel to be a product of tremendous value because there's nothing else like it in the marketplace.

My favorite topical analgesic product is Tei Fu oil and I've tried a lot of different brands. Since I'm getting older and some of my joints get a little stiff (like my neck from working too much at a computer and the knee I injured when I was 21), Tei Fu Massage Lotion, plus MSM/Glucosamine Cream are my regular friends.

What I take personally varies from day to day depending on how I feel, but you'll always see NSP's vitamin D3, Food Enzymes, PDA and Co-Q10 on my

supplement shelf. All my first aid kits and emergency preparedness kits have Tei Fu oil, Peppermint Oil, Silver Shield liquid and gel, Lobelia Essence, Capsicum Extract and High Potency Garlic in them. I mix Thai-Go with lemonade when I'm working in my garden to keep from getting allergies (along with lots of water and natural salt) and I use NSP's xylitol mouthwash daily.

Finally, it's probably a little bit self-serving, but I do like NSP's line of flower essence blends. After all, I did formulate them with the help of my friends Patricia Kaminski and Richard Katz at FES Services. However, since I don't get any royalties on them or the other NSP products I've helped formulate (Gentle Move, Menstrual Reg and Cramp Relief), I suppose it's not too self-serving to mention them. They're a wonderful way to get the benefits of flower essences without having to learn a lot about them. We do provide a line of educational products on the flower essences and an online quiz to help people determine which flower essences they need.

As you can see, I've been involved with NSP for a long time and think very highly of the company. I hope this book will help people to make better use of NSP's great products to improve their health as they've improved mine.

Steven Horne, RH(AHG)  
President of Tree of Light  
June 2014

## Section One

# How to Use Herbs and Supplements Effectively

Modern medical care isn't health care; it's disease care. It focuses on disease treatment and symptomatic relief, not on building health. As a result, people have been trained to think in terms of treating specific diseases, or seeking instant relief from annoying symptoms. People carry this attitude with them when they start using herbs and nutritional supplements. They want to use natural products as alternatives to drugs and expect supplements to achieve the same results—rapid symptomatic relief.

Unfortunately, that isn't what natural healing is all about. So, before you look up any health problem or ailment in the *Conditions Section* of this book and try to figure out how to “treat” that ailment naturally, please read this introductory material. It will not only help you get the most out of this book, it will also maximize your chances for success in improving and maintaining your health.

## Remove the Cause

The following fictitious story illustrates the basic problem people encounter with modern medical care.

There was once a carpenter who was a little clumsy. He regularly hit his thumb with his hammer. Soon, his thumb became very swollen and inflamed. He went to a doctor who said, “That finger is badly inflamed, let me write you a prescription for an anti-inflammatory.”

The man took the medication and noticed that it helped the thumb a little, but because he kept striking it with the hammer, it continued to get worse. The pain was becoming difficult to bear. So the man went to another doctor. This one prescribed a painkiller.

The painkiller really helped take the pain away, but it also made the man's fingers a little numb so that he wound up hitting his thumb more than ever. Soon the thumb was very raw and badly damaged. So, the man sought out a third doctor, a surgeon, who said, “That thumb is badly diseased, I think we should cut it off before it damages the rest of the body.”

Finally, the man went to an herbalist, who took a case history and suggested the man find a different job, since he was obviously too clumsy to be a good carpenter. The carpenter became a salesman and his thumb started to heal without drugs or surgery.

Although the causes of most people's health problems are much more subtle than this, the story illustrates the

problem of treating the effect (symptom) without removing the cause. Unfortunately, much of what we encounter in modern medicine is exactly that—treating the symptom without removing the cause. The medical mind-set is often oriented towards this symptomatic relief without investigating deeper into what's underneath the symptom.

The first thing one needs to understand if one wants to get consistent, effective results with natural health care is that natural health care isn't about easing symptoms. It's about dealing with root causes. As the herbalist Samuel Thomson, an herbalist who lived in the early 1800s, put so succinctly, “Remove the cause and the effect will cease.”

## A Holistic Model of Disease

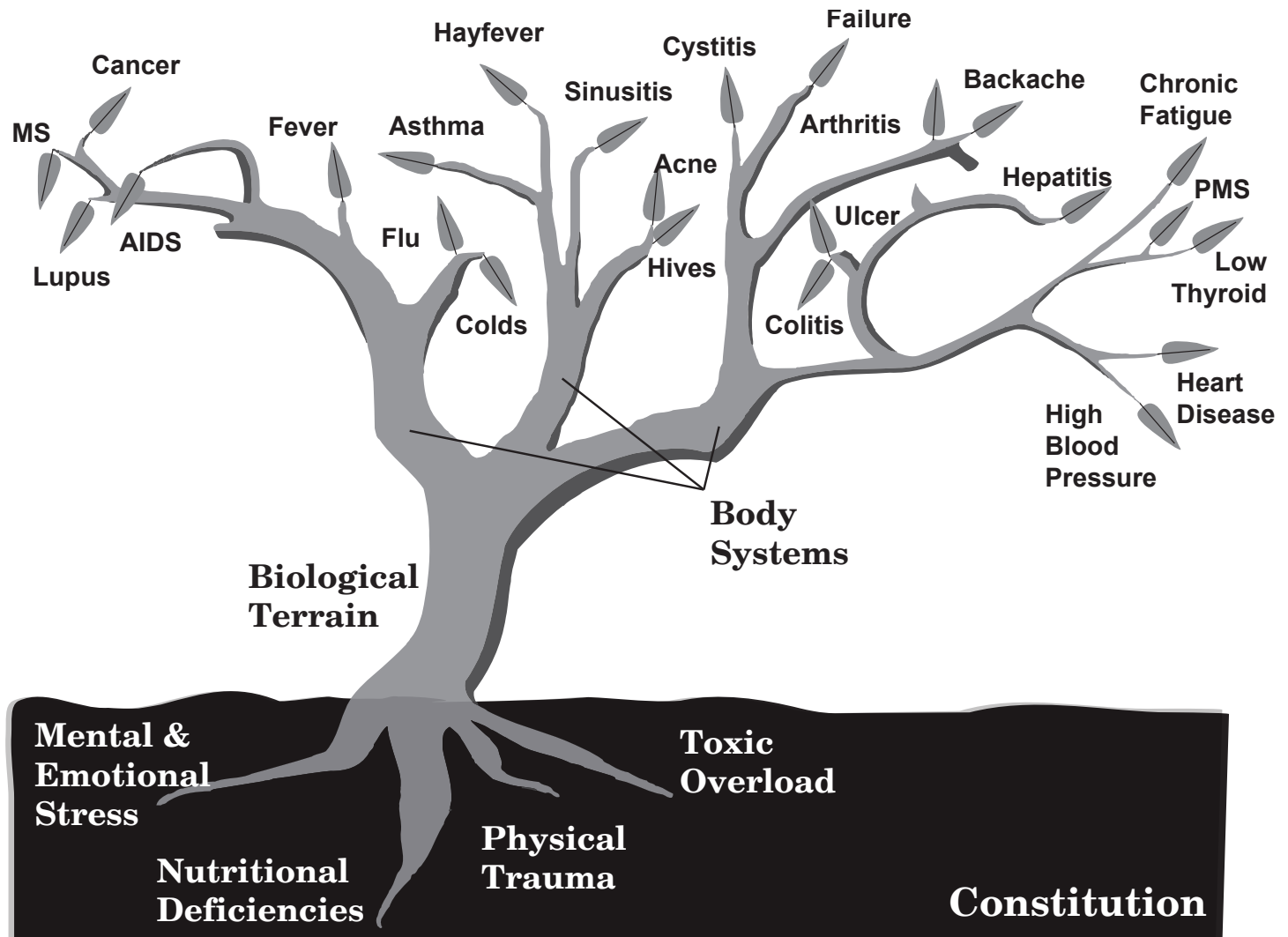
To help people understand how to get to the root causes of disease, we use a model we call The Disease Tree™. The idea for this model came from the writings of Samuel Thomson, who used a systematic approach to treating disease that he summarized in a short poem in his book, *New Guide to Health*. Part of that poem reads:

Let names of all disorders be,  
Like to the limbs, joined to the tree,  
Work on the root, and that subdued  
And all the limbs will bow to you.  
The limbs are colic, pleurisy,  
Worms and gravel, gout and stone,  
Remove the cause and they are gone.

Thomson's poetic metaphor helps us realize that focusing on specific disease symptoms is only attacking the “branches” of disease. Unless we work on the “roots” or underlying causes, the disease will simply get worse or manifest in a new form. Whenever a person takes a drug to relieve a symptom, or has some part of the body cut out, they are not being healed. To be healed is to be made whole, or in other words, to be restored to normal function or balance. Drugs and surgery only remove the branches. The root causes of the problem remain and will grow “suckers”—new diseases that will spring up in place of the old.

Most newcomers to natural health care are still thinking in terms of the symptom→disease→treatment model. They are looking for symptomatic relief. They want the branches of their disease tree to be pruned. Many inexperienced herbalists and natural health consultants try to accommo-





**Figure 1—The Disease Tree™**

date this desire by recommending herbs and supplements to replace their medications; however, if the root causes are ignored, the results will be disappointing even if natural substances are used. In order to really correct the problem, a person has to shift his or her focus away from disease symptoms and begin looking at root causes.

Shown in Figure 1, The Disease Tree™ is a model you can use to help clients understand what good health is really all about. Many successful consultants are now using this model to explain what they are doing with their clients. Here is a brief breakdown of the elements in this model.

### Soil—Constitution

The first element in the model is the soil, which represents our constitution. This is a person's innate physical and emotional makeup.

We all know that genetics play some role in our health. Heart disease, cancer, diabetes and other chronic ailments tend to run in families. Not all constitutional tendencies are genetically based, since people in the same family often have

similar diets, lifestyles and emotional issues, which predisposes them to similar health problems.

Your constitution is what nature and early childhood have given you to work with. A person who has a strong constitution can handle more physical stress than a person with a weaker constitution. In other words, under the same physical conditions, one person may thrive, while another will become ill.

You can't do much about your genetics, but your genetics don't doom you to poor health. New research in the field of epigenetics is showing that the body has mechanisms for regulating genetic expression. Adopting a healthier lifestyle, including better nutrition and mental attitudes, can alter how your genes are utilized in the cells, thus improving your health and preventing you from getting illnesses to which you may be genetically prone.

### Roots—Environmental Stress

The roots of disease are the environmental stresses that overwhelm the ability of the physical body to maintain balance. There are four basic root causes of disease, as follows.

**1. Physical Trauma.** The body can be mechanically damaged. All physical damage, from burns and frostbite to cuts, lacerations and broken bones, causes damage to organs and tissues that can result in disease. In fact, physical trauma, if not addressed appropriately, can lay the foundation for more serious diseases later in life. For example, a damaged joint is more susceptible to developing arthritis than a joint that was never subjected to trauma.

Trauma is something modern medicine is very good at treating, but natural medicine can also help. Nutrition and herbs can help tissues repair themselves more quickly and prevent injured areas from developing into chronic problems later in life.

Although this book is not a manual for trauma care, it does contain some suggestions for dealing with various types of injuries in the *Conditions Section*. The *Therapies Section* contains descriptions of how to do Compresses, Epsom Salt Baths, an Herbal Adjustment and Poultices, which can help with healing physical trauma.

**2. Toxic Overload.** Mechanical damage isn't the only way the body can be injured. We can be bitten by a snake, stung by a bee, or encounter a bed of poison ivy, all of which introduce chemical poisons that damage tissues. While these are generally considered forms of physical trauma, the fact that these poisons injure our health shows us that toxins can also be a root cause of disease.

In modern society we are exposed to many potentially toxic chemicals in the form of food additives, pesticides, household cleaning products, cosmetics, heavy metals, solvents and petrochemicals, xenoestrogens, prescription drugs and other chemicals. Since World War II we have developed over 80,000 chemicals that are utilized in modern society.

These toxins are likely the root cause of many modern ailments, including the high rate of cancer, autoimmune diseases and many neurological conditions such as autism and Alzheimer's disease. Reducing exposure to these substances and finding ways to help the body detoxify itself is an important component of treating many modern ailments.

Toxic waste can also come from within the body, which produces waste in the process of metabolism. This waste must be eliminated from the system or it will damage tissues. Adequate intake of water and fiber is essential to ridding the body of these wastes, but most people in modern society are dehydrated and don't get enough fiber. Damage to the eliminative systems can also contribute to a backlog of waste in the tissues. Whatever the reason, when wastes (or toxins) are not properly eliminated tissues are damaged and the roots of disease take hold.

We've listed a variety of therapies that can help deal with the root causes of toxicity in the *Therapies Section*. These include: Avoid Caffeine, Avoid Xenoestrogens, Castor Oil

Pack, Cleansing Programs, Drawing Bath, Eliminate Allergy-Causing Foods, Epsom Salt Bath, Fast or Juice Fast, Gall Bladder Flush, Gluten-Free Diet, Heavy Metal Detoxification, Oral Chelation and Sweat Bath. These detoxification therapies are referred to under health problems they may apply to in the *Conditions Section*.

In the *Body Systems Section*, you'll also find a Core Health Cleansing section that covers various products for detoxification. These include Fiber Products, Herbal Laxatives, Blood Purifiers and Detoxifiers, Cleansing Programs and products for Cleaning Up Your Environment. All of these products can be helpful for improving a wide range of health problems.

**3. Nutritional Deficiencies.** The body needs nutrients in order to function correctly. When essential nutrients are not present in a person's diet the body does not have what it needs to stay healthy. If levels of these nutrients are low, the body may not be able to efficiently resist other environmental stresses.

There are two main reasons most people in modern society are nutritionally deficient. The first is that they consume empty calories in the form of highly processed and refined foods such as refined sugar, high fructose corn syrup, white flour, processed vegetable oils, and canned and prepackaged foods. These foods provide calories, but are low in essential vitamins, minerals and phytonutrients needed to process and utilize those calories for energy and maintain tissue structures.

The solution is to eat more whole, natural foods that are minimally processed and refined, but even then, nutritional deficiencies can occur. Modern agricultural methods deplete the soil of minerals, resulting in produce that has reduced vitamin and mineral content. This is why some supplementation is often a necessity for people living in modern society, even when they eat whole foods.

All chronic illnesses probably involve nutrient deficiencies of one type or another. The bottom line is that a person must eat a healthy diet to avoid or recover from illness. Without a healthy diet, herbs and supplements will not be sufficient to ensure good health.

We've put together several basic therapies for dealing with the problem of nutritional deficiencies in the *Therapies Section* of this book. Examples include: Bone Broth, Gut Healing Diet, Hydration and Low Glycemic Diet. These basic nutritional therapies are also referred to in the *Conditions Section* where they may be underlying causes of specific health issues.

Also check the *Body Systems Section* and look under *Core Health: Nutrition* for basic supplements that are helpful for a wide range of health problems. These include: Vitamins, Enzymes, Probiotics, Antioxidants, Fatty Acids, Minerals