



## GUEST SPEAKERS



**Gary R. Herbert**  
**Governor of Utah**

Governor Gary Richard Herbert has led Utah's recovery from the Great Recession to a position of national economic prominence. His unwavering focus on economic development includes attracting businesses and investment to the state while helping homegrown businesses flourish.

The governor is focused on four cornerstones to strengthen Utah's economy: education, jobs, energy, and self-determination. As a result, Utah has become a premier destination for business, jobs, and an unsurpassed quality of life.

As Utah's 17th governor, he took the oath of office on August 11, 2009. Prior to becoming the state's chief executive, Governor Herbert served as lieutenant governor for five years. He is the past chair of the Western Governors Association and National Governors Association.

Governor Herbert and his wife, Jeanette, are the proud parents of six children and 16 grandchildren.



**Orrin Hatch**  
**United States Senator**

Orrin Grant Hatch was born on March 22, 1934, to Jesse and Helen Hatch. He married Elaine Hansen of Newton, Utah in 1957. Orrin and Elaine Hatch are the proud parents of six children, 23 grandchildren and 14 great-grandchildren.

Now in his seventh term as Utah's senator, Orrin Hatch is the most senior Republican in the Senate. Among his many initiatives are the Balanced Budget Amendment to the Constitution, the Strengthening Our Commitment to Legal Immigration and America's Security Act, the Religious Freedom Restoration Act, the Americans with Disabilities Act, the Antiterrorism and Effective Death Penalty Act, and the Utah School Trust Lands Exchange Act.

Certainly, another of the hallmark bills Senator Hatch has passed is the Dietary Supplement Health and Education Act (DSHEA), which helps ensure that the viability of the dietary supplement industry continues to thrive in an environment that promotes fair regulation and ensures product safety.

The Senator continues to lead in the fight to repeal Obamacare. He is on the front lines of legislative battles to secure the nation's borders, stop the forced unionization of American workers, and to bring fiscal restraint back to Washington by ending the reckless spending that threatens to bankrupt the nation.

Senator Hatch is the Chairman of the Senate Committee on Finance. He is also a member (and former Chairman) of the Judiciary Committee; a member (and former Chairman) of the Senate Health, Education, Labor, and Pensions Committee; and a member of the Joint Committee on Taxation. He also has the honor of serving on the Board of Directors for the Holocaust Memorial Museum in Washington, D.C.

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**Sean D. Reyes**  
**Utah Attorney General**

In 2013, at the age of 42, the Honorable Sean Reyes was appointed by Governor Gary Herbert as Utah's 21st Attorney General. General Reyes took over an office racked with scandal and inefficiency in the midst of some of the most significant constitutional issues in state history. Within a year, he reorganized and re-energized the office internally and recaptured the trust of the State with striking leadership, innovative programs and historic wins against drug dealers, human trackers, child predators and white collar criminals. After winning election in 2014 by one of the largest margins nationwide, Reyes was selected in 2015 by the Republican National Committee as one of its four national rising stars.

Prior to taking office, Attorney General Reyes was a partner in a small venture fund, general counsel for a tech company and a litigation partner at Utah's largest private law firm. He has been honored nationally and locally with a long list of awards for his legal skills, leadership and unparalleled commitment to public service and has founded and served multiple non-profit organizations.

The son of a Spanish-Filipino immigrant father, who fled the Marcos regime and a Japanese-Hawaiian mother, AG Reyes is Utah's first minority elected statewide. General Reyes and his wife, Saysha, are the proud parents of 6 children. He is a former collegiate volleyball player and mixed martial arts fighter who enjoys speaking at Comic Cons, playing basketball, coaching his kids, dancing with Saysha, watching Sports Center, cooking, shooting guns and rapping on Bloomberg News.



**Loren Israelsen**  
**Founder and President of the United Natural Products Alliance**

Mr. Israelsen has been deeply involved in the commercial and regulatory issues facing the global dietary supplement industry since 1980. He has served as vice president/general counsel to the American Herbal Products Association, co-founder and counsel to the European American Phytomedicine Coalition (EAPC), industry liaison to FDA's Expert Advisory Committee on Ephedra, industry advisor to the Office of Dietary Supplements (ODS), expert panel member on IFT's Functional Food Report (2005) and most recently sat as an expert panel member to the Department of Defense / RAND study on dietary supplement use among military personnel.

Mr. Israelsen has authored more than 150 articles and book chapters and has lectured in over 30 countries on dietary supplement and functional food issues. He is the recipient of the NBJ Lifetime Achievement Award, the NNFA President's Award and the B.Y. Morrison Lecture and Medal. He was honored to be included in Natural Health Magazine's 30th Anniversary Hall of Fame.

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## FOUNDERS



**Kristine Hughes**  
**Founder and Vice Chairman of the Board of Directors**

Kristine was raised in Pleasant Grove, Utah, and attended Brigham Young University. While working as a secretary at a local hospital, she met her future husband, Gene, a co-worker. When Gene developed a painful ulcer and began taking cayenne pepper, Kristine suggested the innovative idea of inserting the pepper in capsules. Her concept has blossomed into a worldwide company.

To grow the business in the early days, Kristine encapsulated herbs, wrote brochures and did anything that was asked of her. She served for over a year as CEO of Nature's Sunshine and has served as Chairman of the Board. In 1998, Ernst and Young LLP named Kristine Entrepreneur of the Year. Kristine loves to spend time with Nature's Sunshine independent distributors and has genuine love and concern for the company. She is well known for her understanding of the industry, of the company and of those with whom she works. She constantly strives to maintain Nature's Sunshine's reputation for quality, service and integrity.



**Gene Hughes**  
**Founder**

As a young boy in Bakersfield, Calif., Gene loved to sell things. Gene served in the army during the Korean conflict, and upon returning, he attended Brigham Young University. In 1959 he and Kristine married. Two years later Gene graduated from BYU in Elementary Education and went on to teach fourth grade.

In 1972 Gene developed an ulcer that sparked the idea of encapsulated herbs. Soon he and Kristine invested \$150 to get encapsulated capsicum into health food stores. Gene drew on his experiences as a young boy and became one of Nature's Sunshine's first salesmen. He taught school during the days, encapsulated herbs during the night and went on sales trips over the weekend. In 1975, Gene quit teaching and started working full time at Nature's Sunshine, where he was in charge of purchasing. Eventually, Gene became the first president of the company.



**Pauline Hughes**  
**Founder**

In the first days of the company, Pauline spent many evenings at her kitchen table filling tiny capsules with capsicum. As the company grew, so did her responsibilities. She bottled capsules and labeled and sealed the bottles. She was also the company's first bookkeeper. When Nature's Sunshine acquired its first encapsulating machine, Pauline volunteered to house it in her basement. The machine filled the only finished room in the basement, and the barrels, bottles and other paraphernalia quickly overtook the rest of her basement. Pauline served on the Board of Directors from 1987 until 2010.

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## EXECUTIVE



### **Gregory L. Probert** **Chairman and Chief Executive Officer**

Mr. Probert was appointed CEO in October 2013. He has served as Executive Chairman since January 2013. Prior to this, Mr. Probert served as Executive Vice Chairman since June 2011, and served as an independent consultant to the Company from October 2010 to June 2011.

Previously, he was Chairman of the Board and Chief Executive Officer of Penta Water Company, President and Chief Operating Officer of Herbalife International of America, Chief Executive Officer of DMX Music and Executive Vice President of Worldwide Home Entertainment at the Walt Disney Company. Mr. Probert received his B.A. from the University of Southern California in 1979. In February of 2016, he joined the Board of Leaders for the USC Marshall School of Business where he helps guide the development of management education programs for his alma mater. Mr. Probert also serves on the Board of Directors of the Direct Selling Education Foundation, and he recently completed a three-year term of service on the Board of Directors of the Direct Selling Association. He brings to our Board significant direct selling experience, as well as extensive leadership and operational management skills in global consumer-oriented businesses, which strengthens the Board's aptitude in these key areas.

## BOARD MEMBERS

**Albert R. Dowden** — Mr. Dowden serves as a Director of the Invesco mutual funds. Mr. Dowden has previously served as a Director of various Reich & Tang mutual funds, Homeowners of America Holding Corporation and Homeowners of America Insurance, The Hertz Corporation, Volvo Group North America, Inc., Magellan Insurance Company, Genmar, National Media Corp. and CompuDyne Corp. Prior to these positions, Mr. Dowden was a founder and Managing Director of The Boss Group, a Houston based private investment and management firm, until 2012. In 1991 he served as President and Chief Executive Officer of Volvo Group North America, Inc. and Senior Vice President of its Swedish parent company, AB Volvo, until 1998. Prior to joining Volvo in 1974 as General Counsel to its North American operations, he practiced law with the New York based international law firm of Rogers & Wells (now Clifford Chance). Mr. Dowden received his J.D. from New York University School of Law in 1966 and his B.A. from Middlebury College in 1963. Mr. Dowden's extensive operational, legal and corporate governance experience involving consumer oriented public companies enhances the Board's knowledge and skill in these key areas.

**J. Christopher Teets** — Mr. Teets has served as a Partner of Red Mountain Capital Partners LLC, an investment management firm, since February 2005. Before joining Red Mountain Capital, Mr. Teets was an investment banker at Goldman, Sachs & Co. Prior to joining Goldman Sachs in 2000, Mr. Teets worked in the investment banking division of Citigroup. Mr. Teets currently serves on the boards of directors of Marlin Business Services Corp., Air Transport Services Group, Inc. and Yuma Energy, Inc. He previously served on the boards of directors of Affirmative Insurance Holdings, Inc. and Encore Capital Group, Inc. Mr. Teets holds a bachelor's degree from Occidental College and a M.Sc. degree from the London School of Economics. The Governance Committee nominated Mr. Teets to the Board because of his extensive investment banking and board experience, which the Governance Committee believes strengthens the Board's collective qualifications, skills and experience.

**Rebecca Steinfort** — Ms. Steinfort served as Chief Executive Officer of Hero Management LLC, a leading provider of healthcare practice management services for dental, orthodontic and vision care practices that serve the pediatric Medicaid population in 2015-2016. Prior to this role, she spent 6 years at DaVita Healthcare Partners in various roles, including Co-Founder and Chief Operating Officer of a primary-care subsidiary and Chief Strategy & Marketing Officer for DaVita's dialysis business. Prior to DaVita, she served as Chief Marketing Officer at Quiznos and in various senior executive capacities at Level 3 Communications. Ms. Steinfort also has significant consulting experience, including at Bain & Co. Ms. Steinfort received her BA from Princeton University, and her M.B.A. from Harvard Business School.

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