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MEMBER PROFILE - JULY 2002

Nancy Garwood

One of the original “founding mothers” of WBO, Nancy Garwood left our organization when her business situation changed. Now involved in a totally different business, Nancy re-joined WBO almost three years ago and is, again, an enthusiastic member who likes networking and believes that women should help each other find success in the marketplace.

Originally trained as an ophthalmic technician, Nancy started a business related to products for babies and children in 1976, joined the Rockville Chamber of Commerce and helped organize WBO. Now, many years later, Nancy describes herself as “an independent wellness consultant.” Her business, Health Express, is quite unique. Nancy helps people feel better by sharing -- not selling -- her magnetic products which give people more energy and help them deal more effectively with stress and discomfort.

Health Express focuses primarily on magnetics and Nancy’s prime selling technique is allowing her customers to try the products before they buy. If people like the products, they buy them and require no sales talk. If they don’t want to buy, that’s OK, because she knows that she has made people aware of these products’ availability. Nancy also carries a line of Far Infrared products, based on a spectrum of the light that our body absorbs and then loses. Because it is thought that putting this light back in our bodies helps us feel better, Nancy sells several different kinds of products which utilize a special “intelligent fabric” that enhances energy, improves sleep and relieves stress.

Nancy makes appointments and sees people in their homes or offices. Clients are referred through networking, from business groups and also from previous customers. “When people are thrilled with their product experience,” says Nancy, “they are delighted to recommend it to others.”

How did Nancy get into this business? “Eight years ago, I was in a car accident,” she says. “I was uncomfortable, couldn’t sit for long periods of time, needed to sleep a great deal and I was miserable. My discomfort affected my family and my life.” When a friend loaned her some magnetic products, she was hooked. After three months, when she decided that she had a moral obligation to share the products, her business was born! Originally from Connecticut, Nancy has been in Maryland since 1972. When she’s not working, she likes boating, photography and theater.

Health Express products are made by Nikken, a twenty-seven-year-old Japanese company which is the largest manufacturer of magnetic products. Nikken’s world headquarters is in Irvine, California.