



HEALTH & FREEDOM

USANA *FAST FACTS*

THIS INFORMATION COULD CHANGE YOUR HEALTH AND FINANCIAL SITUATION FOREVER.

Please read this information carefully.

In the following pages you will discover:

- 1) How one company, USANA Health Sciences, is changing the way the world looks at nutrition.
- 2) Nutritional products based on years of scientific research and sound formulation by some of the world's top scientists. USANA products can make a significant difference in your health.
- 3) An opportunity for YOU to secure your future and earn a lucrative income with USANA's award-winning compensation plan.
- 4) How you can have the freedom to do what you want, when you want, and enjoy the lifestyle of your dreams.

SEPTEMBER 2007

Stick to Basics and Success will Come

In the nearly 13 years that I have passed since making the opportune decision to become Associates, Pete and Dora Zdanis' remarkable USANA journey has transformed them into two of the most recognized leaders within the company's ranks. Having served as former presidents of the Independent Distributor Council (IDC), the Zdanises are also prominent members of the illustrious Fortune 25.



*Dora & Pete Zdanis
1-Star Diamond Directors*

As such, this inspiring couple has gained tremendous insight into what it takes to be successful in this business—insight that they are more than happy to impart. “You would think that building your business would become easier over time,” Pete explains. “But it really all goes back to the basic business strategy of talking to people and showing them the USANA business plan and health value of the products. This is not an ‘easy’ business, but it is a very simple one. And when you stick to the basics, success will come.”

As their organization continues to flourish, the Zdanises intrepidly carry on building their business

in much the same way as they always have. “We look for motivated entrepreneurs and share USANA's outstanding business-building tools with them,” they declare. “We also continue to spend whatever time is necessary supporting our team members and helping them duplicate and achieve success.”

Closing with words of wisdom for aspiring Associates everywhere, the couple

states, “Know your ‘why’ for building a USANA business—define it and make it a part of your life’s purpose. Initiate action—make things happen and get started now; don’t become a victim of ‘paralysis by analysis.’ Constantly network with others—always make sure you have 10–20 legitimate prospects in your ‘pipeline.’ Be a student of the business—study the BDS inside and out. Share your knowledge with your new Associates—duplicate your success. And finally, don’t ever, ever quit.”

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USANA FAST FACTS

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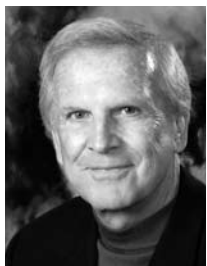
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Expert in Personal Development, Dr. Denis Waitley says USANA Health Sciences Provides the Way for True Health and Real Opportunity



by Denis Waitley, voted “Outstanding Platform Speaker of the Year” and trainer of Super Bowl and Olympic athletes, Apollo astronauts, and top Fortune 500 executives

As a speaker and consultant over the years, I have been invited to associate myself with dozens of companies. Until now I have always chosen to remain unaffiliated with any of them, yet with USANA, I saw an opportunity that met and exceeded my expectations regarding network marketing.

In a world cluttered by marketers, USANA Health Sciences has a clear message of health and wealth to those who join in sharing the vision of Dr. Myron Wentz. The company manufactures most of its own high-quality health-care products and employs some of the industry’s most outstanding scientists. Because of the quality of their work, USANA provides its independent business partners the ability to

achieve financial security, freedom to do what you want when you want, and a lifestyle that you have probably only dreamed of. And the best part is, you can have a successful USANA business on a full- or part-time basis. Anyone can succeed in this business if he or she puts in the effort.

I’ve never seen a company that has excited me as much as USANA. They combine the grandest vision and the power of teamwork with the best products. They have the most integrity and forward-thinking leadership of all the top multinational corporations that I have worked with. I believe that is why USANA has made *Forbes’* 200 Best Small Companies list for three years and why you owe it to yourself to look deeper into this exciting opportunity. Take the time now to carefully read this entire document and learn for yourself how USANA Health Sciences can offer you true health and true wealth.

**The average Associate made \$658.56 U.S. in 2006. The average commission-qualified Associate made \$1,578.59 U.S. in 2006. The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Associate can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend on how effectively you exercise these qualities.*

USANA's MISSION

To develop and provide the highest quality, science-based health products, distributed internationally through network marketing, creating a rewarding opportunity for independent Associates, shareholders, and employees.



Myron Wentz, Ph.D., is a world-renowned scientist in the field of disease diagnosis and nutrition.

- An internationally recognized pioneer in the use of human cell culture, Dr. Wentz has continued his devotion to developing state-of-the-art scientific products to improve the lives of many people, both physically and financially.
- In the early 1970s, Dr. Wentz founded Gull Laboratories and spent 20 years developing products that would be used to accurately diagnose viral and other infectious diseases, including the first Epstein-Barr virus detection test.
- After extensive research into the quality of health supplements, he made a commitment to provide himself, and his family, with the highest level of nutrition possible. In 1992, he founded USANA.
- Dr. Wentz developed a line of dietary supplements that rewrote the standard of excellence in the nutrition industry. It is in part because of these products that Dr. Wentz was named Utah 2003 Ernst & Young Entrepreneur of the Year and awarded the Albert Einstein Award in 2007.

Nutrition for the Cells

By Dr. Myron Wentz, Founder & Chairman, USANA Health Sciences

For the most part, as North Americans we deny our bodies the proper nutrients to maintain health. We are overfed yet undernourished.

The researchers at USANA Health Sciences and I have known for a long time that nutrition plays an important role in maintaining health, and we feel that its significance needs to be emphasized.

Can We Have Optimal Health?

I founded USANA Health Sciences because it became increasingly apparent to me that the nutritional requirements of the human body were not being met in today's environment. I knew that our knowledge and expertise in growing human cells could be used to design an advanced nutritional system that could maintain people's health and quality of life.

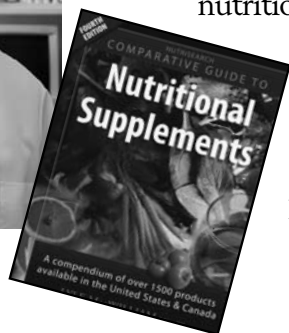
Our vision for USANA Health Sciences is to use our research and technology to change the health of people in North America and throughout the world.

Today we know more about what causes poor health. However, until now, few have taken the initiative in the field of medicine to use the technology and knowledge we have today to make products that allow us to take control of our health.

Share The USANA Vision.



USANA's Products Offer Remarkable Consumer Value



"I discovered USANA while on a journey to find a quality supplement to help deal with a personal health challenge. A scientist by training, I felt compelled to investigate and compare the wide variety of nutritional products available in order to seek out the best.

With over 1,500 nutritional supplements evaluated, USANA's Essentials continues to set the gold standard, earning the NutriSearch Gold Medal of Achievement™ for proven product excellence."

—Lyle MacWilliam,
BSc, MSc, FP

Health-care Providers Place Their Trust and Professional Credibility in USANA



"The results that I have observed in my patients since recommending the USANA® Nutritionals has been nothing short of amazing. USANA has taken the sophisticated science of cellular nutrition and produced products that I believe will help change the health of this world."

—Ray Strand, M.D., Family Practice, Emerald Director

"I love the integrity of the people who are doing research for us in USANA...I have been impressed with the results I have seen with friends, patients, and my own family."

—Christine Wood, M.D., Pediatrics, Gold Director



"USANA's products are listed in the Physicians' Desk Reference (PDR). The PDR has been an excellent aid in promoting USANA to other doctors, many of whom now also recommend USANA to their patients."

—Wen Chi Wu, M.D., 1-Star Diamond Director



"It is becoming increasingly clear amongst scientists and health-care providers that nutritional supplementation plays a key role in achieving optimum health. All nutritional supplements are not created equal; my recommendation is the USANA products. The USANA products have been formulated as a result of years of cellular research by Dr. Myron Wentz, and they have been engineered to provide optimal nutritional support at the cellular level. It is prudent that we become proactive and protect our health ... It is much more difficult to try and regain it once we have lost it."

—Lynese L. Lawson, DO
Board Certified Anesthesiologist,
Preferred Customer

USANA Offers its Athletes *Nutritionals You Can Trust*

In a time when athletes are concerned about the quality of their nutritional supplements, USANA created a powerful athlete guarantee with its "Nutritionals You Can Trust." The guarantee, first offered to select Canadian Olympic athletes, offered an athlete up to two times their annual income from

their sport, to a maximum of \$1 million, if they tested positive for a banned substance as a result of taking USANA products. Once again, USANA is proving its commitment to athletes and confidence in its products by offering the same guarantee to the elite tennis players of the Sony Ericsson WTA Tour.

These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.



Superior ingredients, balanced formulas, and exceptional in-house manufacturing—all ingredients that make USANA's products the best in the market. With a potency guaranteed label on all of USANA's nutritional products, you know you are getting superior products with standards much higher than most other nutritional products. USANA truly is nutrition you can trust.

And USANA's quality guarantee has proven itself. USANA has passed several pharmaceutical GMP inspections for Australia's audit-mandated drug laws.



Essentials

The Essentials, including MEGA ANTIOXIDANT, CHELATED MINERAL, BODY ROX™ (for teens), and USANIMALS™ (for children) are USANA's flagship products. They offer advanced daily nutritional formulas that supply the right ingredients, in the correct amounts, at the precise balance. In addition to the essential vitamins and minerals needed by the body, Olivol®, USANA's patented olive fruit extract, has been added to MEGA ANTIOXIDANT. The polyphenolic antioxidants in Olivol complement the already diverse assortment of vitamins, bioflavonoids, and phytonutrients in the Essentials. No other company offers the unique formula of phenolic antioxidants found in Olivol, and few offer such a complete biodiverse assortment of antioxidants, reestablishing Essentials as a premier product.



Optimizers

The Optimizers are an extensive array of state-of-the-art products that enable you to customize your nutritional system according to your individual needs.

ESSENTIALS

Essentials for Adults

Essentials™

#101 • Autoship* \$39.95

HealthPak 100™

#100 • Autoship \$107.00

Essentials for Teens

Body Rox™

#104 • Autoship \$17.95

Body Rox™ Active Calcium™

Chewable

#121 • Autoship \$17.95

Essentials for Children

USANIMALS™

#105 • Autoship \$12.50

OPTIMIZERS

Cardiovascular Health*

Proflavanol®

#133 • Autoship \$19.94

Proflavanol® 90

#132 • Autoship \$36.95

CoQuinone®30

#123 • Autoship \$37.95

Cellular/Metabolic Health

OptOmega®

#127 • Autoship \$12.95

BiOmega™

#122 • Autoship \$19.95

E-Prime™

#124 • Autoship \$15.93

Poly C®

#130 • Autoship \$12.96

Hepasil DTX™

#135 • Autoship \$30.95

Skeletal/Structural Health*

Visionex®

#134 • Autoship \$29.95

Active Calcium™

#120 • Autoship \$17.95

Procosa® II

#131 • Autoship \$23.99

TenX Antioxidant Blast™

#137 • Autoship \$39.95

Endocrine Health*

PhytoEstrin™

#129 • Autoship \$19.94

Palmetto Plus™

#128 • Autoship \$19.94

Brain/Nervous Health*

Ginkgo-PS™

#126 • Autoship \$32.94

*Autoship customers receive 10% off the Member price.

These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

To achieve and maintain a healthy body, your cells need specific nutrients (high-quality protein, varied fiber sources, low-glycemic carbohydrates, and beneficial fats, vitamins, and minerals). When your body's cells lack these vital nutrients, they do not function properly.

Macro-Optimizers were developed to provide great-tasting, high-quality macronutrients your body needs to maintain health and feel great. These convenient, low-glycemic foods can be used along with the **Essentials** and **Optimizers** to complete your healthy diet.

Many **Macro-Optimizer** foods contain beneficial ingredients like dietary fiber, soy and whey proteins, and potassium to promote lifelong good health.



Macro-Optimizers

Macro-Optimizers have been developed by USANA's team of scientists to help take the guesswork out of proper nutrition. **SOYAMAX™**, based on high-quality soy protein, provides complete and balanced amino acids. And some **Macro-Optimizers**, such as **FIBERGY®** and **Iced Lemon FIBERGY BARS™**, are low-fat, high-fiber foods. These precision formulations not only provide a healthy balance of beneficial carbohydrates, proteins, and fats, they also taste great and are convenient. More importantly, they will help you build a lasting foundation for true health tomorrow.

MACRO-OPTIMIZERS
Fibergy®
Almond Crème
 #220 • Autoship* \$18.45
Peach Mango
 #221 • Autoship \$18.45
Fibergy Bar™
Iced Lemon
 #222 • Autoship \$18.45

Nutrimeal™
French Vanilla
 #211 • Autoship \$19.95
Dutch Chocolate
 #210 • Autoship \$19.95
Wild Strawberry
 #212 • Autoship \$19.95
14-Pouch Chocolate
 #214 • Autoship \$57.95
14-Pouch Vanilla
 #215 • Autoship \$57.95

Nutrition Bar
Peanut Butter Crunch
 #230 • Autoship \$26.50
Oatmeal Raisin
 #232 • Autoship \$26.50
SoyaMax™
Mild Vanilla
 #200 • Autoship \$24.95

Reset Kit
 #251 • Autoship \$99.95

*Autoship customers receive 10% off the Member price.

These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

Sensé™ is free of added chemical preservatives and parabens—a formula breakthrough so advanced, it's patented. And exclusive Proflavanol-T® and Proteo-CTM topical nutrition complexes combat the damaging effects of the environment to promote healthy-looking skin. Using Sensé's pure and healthy formulations, soon you'll see smoother, more radiant skin.



Sensé beautiful science®

USANA Health Sciences has brought together its esteemed team of scientists to create Sensé beautiful science®, a revolutionary skin-care breakthrough. Sensé skin care consists of the Basics—a daily 3-step program for promoting healthy-looking skin—and the Enhancers—a series of advanced skin treatments targeting specific beauty concerns. Sensé Splash™ features luxurious hair- and body-care products. Combined with USANA's internal nutritional supplements, Sensé will help you radiate that outer glow of health.

sensé
beautiful science®



Basics

Basic Pack

#351 • Autoship* \$74.95

Gentle Daily Cleanser

#300 • Autoship \$14.95

Hydrating Toner

#301 • Autoship \$12.95

Daytime Protective Emulsion

#302 • Autoship \$32.50

Night Renewal

#303 • Autoship \$29.95

Enhancers

Deluxe Pack

#350 • Autoship \$149.95

Deluxe Pack w/ Serum Intensive

#350 • Autoship \$149.95

Serum Intensive

#304 • Autoship \$36.95

Perfecting Essence

#305 • Autoship \$42.50

Eye Nourisher

#306 • Autoship \$21.95

Rice Bran Polisher

#307 • Autoship \$12.95

Nutritious Crème Masque

#308 • Autoship \$15.95

Sensé Splash

Energizing Shower Gel

#311 • Autoship \$12.50

Firming Body Nourisher

#314 • Autoship \$19.95

Intensive Hand Therapy

#315 • Autoship \$12.50

Revitalizing Shampoo

#312 • Autoship \$12.50

Nourishing Conditioner

#313 • Autoship \$14.95

* Autoship customers receive 10% off the Member price.

Why a Home-based Business Makes so Much “Cents”

by Sandy Botkin, CPA, attorney, and former trainer of IRS attorneys



There are many reasons why so many people favor home-based businesses over something more traditional. There is no commute, no boss, lower overhead, few employees if any, and far fewer government restrictions. In fact, many of the laws don't apply to small firms that have few or no employees.

According to the U.S. Internal Revenue Service booklet Tax Information for Direct Sellers (IRS Publication 911):

- You can elect to treat all or part of the costs of certain qualifying property as an expense rather than as a capital expenditure—and deduct up to \$25,000 per year.
- You can also deduct your regular expenses incurred by your business, including insurance, telephone charges, catalogs, business licenses, the costs of entertaining in

your home, journal subscriptions, membership fees, service charges, supplies, home office, travel and transportation, automobile, meals, entertainment, and business gifts.

- You can set aside 25 percent of your own salary as a sole proprietor, up to \$41,000 annually, in a tax-deferred SEP-IRA.

According to David D'Arcangelo, a leading authority on home-based business, by employing your spouse and children in your business:

- You can pay your spouse for working part time and put \$3,000 in a tax-deferred IRA account every year.
- You can employ your children and claim \$4,850 per child every year, tax free, using the standard deduction.

**Please consult your legal or tax advisor for specific information pertaining to your personal situation.*

Why People Love USANA

Choosing Change Brings Family Freedom

"We've found the one thing that allows you to have your cake and eat it too!" Tony and Tammy Daum laugh. "With USANA, you can have a significant income and significant life." Indeed, this exuberant couple lives a significant life every day, spending time with family and friends while sharing Dr. Wentz' vision. They credit USANA for enabling them to have this healthy and financially secure lifestyle.

With USANA, the family gets to enjoy spending time together, either traveling the world or playing in the Gulf of Mexico. "With this business, you can build your business around your life instead of living your life around your business," Tony and Tammy say. "So, we plan what's important in our life and then plan our business accordingly." Tony and Tammy work from home a lot of time, but if they want to go somewhere, they can take their business with them. They conclude, "We love that there is not typical day for us. USANA lets us live the way we want and not get trapped in a cookie-cutter life."

—Tony & Tammy Daum, 2-Star Diamond Directors

Helping Others Blesses Lives

Stephen Daniel recognizes how much USANA has affected and blessed his life. "I am free to help others and pursue my own dream," he says. "If you have an abundance of things and your heart is in the right place, you can really do a lot for others."

As an Emerald Director, Stephen has attained the financial independence to participate in charity work, such as a humanitarian trip to Sri Lanka to aid tsunami victims. He says, "One of the secrets of my success is my belief in giving. I'm not in this to get rich. This is a tool to be able to help others. I believe that if you learn to give in this business, it is definitely going to come back to you."

—Stephen Daniel, Diamond Director

Say Goodbye to Your Boss

Gene and Gwen Burnell both worked full-time jobs, were raising teenagers, and frequently had their college-aged children coming home for the weekends when they were introduced to USANA. Despite such a hectic life, though, Gwen managed to run her USANA business full time and fire her boss after nine months. "My husband told me, 'I don't think you can afford to go to work anymore.' So, I walked into my boss' office and showed him my USANA check, and he could tell from my eyes things were about to change," Gwen says.

It took a little longer for Gene to say farewell to his own boss. After working in corporate America for 31 years and building a USANA business for three years, he finally decided the time had come. "They were interviewing candidates for management level positions, and I told them I was going to retire, and they should start looking for my replacement as well," Gene says. "USANA has provided us the vehicle for great personal growth."

—Gene & Gwen Burnell, Gold Directors

Time For A Healthy, Happy Practice

A former emergency room physician and current founder of a medical spa, Kelly Sennholz, M.D., wanted to help her patients make healthier choices and educate other doctors how to use nutrition in their practices. When she discovered USANA, she decided the company offered the best nutritional products on the market. With an added source of income, she also has been able to scale back her practice. She explains, "When I began using USANA products, I realized I could add a wellness aspect to my medical practice. The biggest difference I have enjoyed since my involvement with USANA is the time freedom; I can spend as much time as I want with my patients. It's really brought the joy back into medicine for me."

—Kelly Sennholz, Ruby Director

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LINEAR INCOME vs. RESIDUAL INCOME

How many times do you get paid for each hour you work?

Linear Income:

1 hour of work = X dollars

Residual Income:

Income from your efforts and the efforts of others.

Learn how to leverage your income. Let USANA allow you to earn a stream of weekly residual income.

YOU'RE IN GOOD COMPANY Olympic and professional athletes choose USANA



Derek Parra
2002 Olympic gold medalist & world record holder—1500 meters



Jennifer Heil
Canadian freestyle mogul skier, four-time World Cup champion, 2006 gold medal Olympian



Jason Parker
2006 Olympic silver medalist



Jose Antonio "El Gallo" Rivera
Three-time world boxing champion



Werner Berger
Oldest North American to ever climb Mount Everest, oldest person in the world to have climbed the seven highest mountains on the world's seven continents



Jennifer Azzi
Olympic gold medalist, WNBA All-Star

USANA is the official nutritional supplement supplier of the U.S. and Canadian Speedskating Teams

You and USANA

For those who are willing to look beyond the traditional, there is a method of earning income that not only features all the advantages of self-employment but also has the possibilities of yielding high returns.

Your Health and Financial Goals are #1 Priorities with USANA

As a science-based nutrition company, USANA Health Sciences is one of the world's

fastest-growing network marketing companies. The two main reasons are: 1) a superior product line that you can always trust; and 2) an innovative marketing program that amply rewards both the average and the ambitious Associate. Benefit from the advantages of self-employment with a company that is soundly capitalized, has staying power, resources, and integrity weighted before profit as the ultimate bottom line.

What USANA Can Offer You

- A simple, duplicable training system that allows you to build a strong business
- Consumable, high-quality products to help you get paid every week based on commissions you earn
- Rated the #1 Distributor Choice network marketing company for nine straight years (Selected by *Network Marketing Today* & *The MLM Insider Magazine*.)
- In-house manufacturing and development of many of USANA's products, ensuring quality control
- The opportunity to take advantage of potential tax advantages and put money back into your pocket at the end of the year
- An Autoship program that not only saves you 10% on each product order but automatically delivers products directly to your door each month
- Business trainings to help you build your business organization worldwide, including techniques from USANA's top leaders
- Over 150 representatives in the customer relations department who speak English, Spanish, French, Dutch, Chinese, Korean, and Japanese, all waiting to take your order or answer your questions
- The opportunity to open your own e-business with a personalized Web site for your customers and Associates
- The ability to work with a team of motivated Associates from around the world who all share a common goal
- The assurance of working with a company listed on *Forbes'* 200 Best Small Companies list in 2006, 2005, and 2004

Why USANA's Income-producing Business Plan is Revolutionizing the Way People Create Wealth

The incredible opportunities at USANA come from the strength of the company's organization and the principles guiding it. Because of its executive management team, highly experienced scientists, researchers, business experts, and Associates around the world,

USANA has emerged as one of the fastest-growing network marketing organizations in the world.

The income you receive from USANA will be in direct proportion to your ability to recommend the USANA products to your customers and your ability to build an

organization of Associates who, like you, build a customer base along with an organization of Associates.

USANA's business plan is revolutionizing the entrepreneurial landscape today, and it is changing how people create long-term wealth.

Business Centers—The Basic Building Blocks

The USANA Binary Compensation Plan

The USANA Binary Compensation Plan is a system in which you build balanced left-side and right-side downline organizations for the purpose of selling USANA's nutritional, skin-care, and weight-management products. The weekly commissions you earn are based on the balanced Group Sales Volume (GSV) points accumulated in your left-side and right-side downline organizations.

USANA Business Centers are designed to pay you weekly commissions on Sales Volume with no limit to the number of levels from which you can earn your commissions. In addition, a USANA Business Center allows you to be paid on the Sales Volume created by your downline Associates and Preferred Customers.

Another powerful advantage of USANA's program is that there are no monthly group volume requirements.

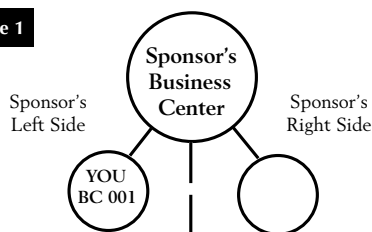
The income you receive from USANA will be in direct proportion to your ability to retail USANA's products to your customers, as well as your ability to build an organization of Associates who, like you, retail

to their customers and build an organization of Associates.

Starting a Business Center

Your sponsor places you in an open position in his or her sales organization (Figure 1). This open position is called a Business Center (BC). Each Business Center has left and right sides in which Sales Volume accumulates.

Figure 1



You activate and earn commissions on 1 or 3 Business Centers by following a few simple steps:

- A. Complete an Associate Application form and purchase a Business Development System. This is the only requirement to become an Associate. If you fill out and sign an application manually you can have a 21-day temporary status by calling USANA Distributor Services or filling out the online form while you wait for USANA to receive the written copy.
- B. Order USANA products that total 150 points, or 450 points

with 3 Business Centers, in Personal Sales Volume (PSV).

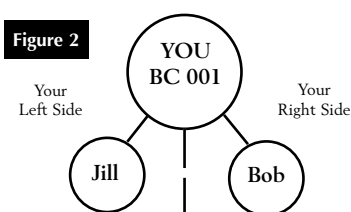
These products are for personal and for retail sale and may be ordered in a single order or accumulated over time.

- C. Order USANA products worth 100 or 200 Personal Sales Volume (PSV) points for 3 Business Centers for personal use and resale every four weeks.

How Business Centers Work to Provide Income for You

As you begin to build your downline, you have the option to start with 1 Business Center or 3 Business Centers. One Business Center gives you leveraged income from group volume in one Business Center, whereas 3 Business Centers gives you leveraged income from group volume in all three.

Figure 2



With 1 Business Center, as you sponsor Associates you place them in open positions in your downline (Jill and Bob, Figure 2), always remembering to keep the left and right sides balanced. A unique aspect of the Binary Compensation

Plan is that you and everyone in your upline are able to build your downline organization because new Associates are always added downline. This structure creates a synergy wherein everyone benefits when new Associates are added. This translates into faster growth for you and for those in your downline organizations.

If you choose to personally sponsor more people in USANA, you would place them in an open position under either Jill or Bob, which in turn will help their success. Plus, while you sponsor individuals in your sales organization, someone in your upline may also sponsor an Associate and position him or her on the left or right side of your Business Center. However, your success in USANA comes by sponsoring people on your left and right sides, sharing the products with others, and teaching them to do the same.

Calculating Commissions

Commission points are awarded based on sales volume generated and are converted to the Associates' local currency. Commissions are paid on whole increments of balanced Group Sales Volume (GSV) accumulated in your left and right side organizations (Figure 3). Extra GSV, up to 5,000 points on each side, is carried forward—it's like money in the bank.

Calculating Commissions with 1 Business Center

Assume that your 001 Business Center is active and has 100 points in PSV within the current week. To determine the GSV, which is the combined PSV of your downline from which your commission for the week is calculated, you total the points in PSV generated during the current week from every Business Center in the left and

Figure 3 Commission Payout Schedule

Payout will be based on U.S. dollars

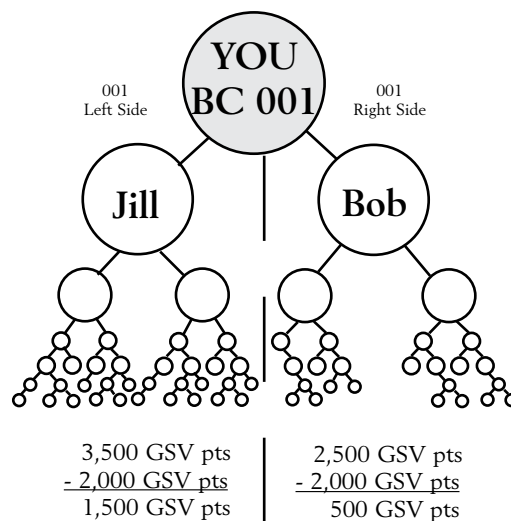
Group Sales Volume Points		Commission Points
Left	Right	Points
250	250	40
500	500	100
1,000	1,000	200
2,000	2,000	400
3,000	3,000	600
4,000	4,000	800
5,000	5,000	1,000

right side of your 001 Business Center. For example, if you have generated 2,000 points in GSV on your left side and 2,000 points on your right; your own PSV counts toward the GSV of your upline. According to the Commission Payout Schedule (Figure 3) your highest balanced GSV is 2,000 on each side, which would earn you a commission of 400 points for the week.

Carryover

In Figure 4, you have a total of 3,500 points on your left side and 2,500 points on your right. According to the Commission Payout Schedule, your highest

Figure 4 Carryover



CARRYOVER = 1,500 LEFT 500 RIGHT
Total Commission Points = 400 pts.

balanced GSV is 2,000 on each side, equaling 400 points for the week. The extra GSV would carry forward up to 5,000 points as long as you remain active, and you would start the next week with 1,500 points in

Five reasons USANA was voted #1 Distributor Choice for nine years in a row

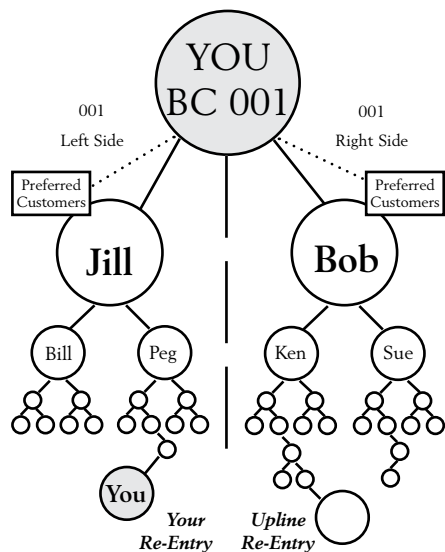
OTHER NETWORK MARKETING PLANS	THE USANA BINARY PLAN
Statistics show that a distributor will personally sponsor between two and three people. Other plans require a person to sponsor many more distributors in order to earn a reasonable income.	VS. THE USANA BINARY PLAN allows Associates to BECOME SUCCESSFUL BY FINDING CUSTOMERS AND PERSONALLY SPONSORING AS FEW AS TWO PEOPLE.
Other plans only pay distributors approximately 5% on breakaway volume and limit the number of levels from which you can earn commissions.	VS. THE USANA BINARY PLAN pays Associates from 10% to 20% and is NOT LIMITED TO LEVELS.
Most other plans require distributors to generate a monthly group volume of between \$1,000 to \$3,000 in order to maintain their organization.	VS. THE USANA BINARY PLAN has NO GROUP VOLUME REQUIREMENTS.
In other plans, the reward is too far removed from the work, with commissions being paid the following month.	VS. THE USANA BINARY PLAN PAYS ASSOCIATES WEEKLY.
When your upline sponsor personally sponsors another Associate, that person is generally placed on your sponsor's first level, and you receive no benefit.	VS. THE USANA BINARY PLAN is designed so that EACH ASSOCIATE ONLY HAS TO SPONSOR TWO FIRST-LEVEL ASSOCIATES PER BUSINESS CENTER. All others must be placed somewhere in the downline, possibly below you.

GSV on your left side and 500 points on your right side.

Preferred Customer

Another way to accumulate Group Sales Volume is to add Preferred Customers to the left and right side of your Business Centers (Figure 5). Preferred Customers can order USANA products at Associate prices, but they do not accumulate Personal Sales Volume, nor are they paid commissions. Although you do not earn retail commissions from the orders of Preferred Customers, their orders earn points, which are added to your GSV total for the side in which they are placed (left or right). Those Associates who choose not to be Distributors, and thus do not retail products, fulfill their sales requirements through Preferred Customers.

Figure 5 Preferred Customers and Re-Entry



Additional Income Potential

As you become increasingly successful selling USANA's nutritional and personal-care products, you can qualify for Re-Entries, which allow you to increase your number of Business Centers and your income potential. Whenever you maximize a Business Center (accumulate

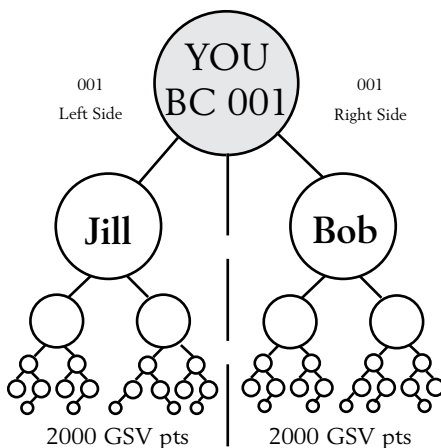
5,000 points in GSV, current and carryover, in both your left and right sides in a single week), a Re-Entry Certificate is earned in your account (Figure 5). A Re-Entry Certificate allows you to re-enter in your own downline with an additional Business Center. To activate a Business Center with a Re-Entry Certificate, you must send a written request to USANA with placement information and generate 150 points in PSV at the time you place the new Re-Entry. The product order corresponding to the PSV generated must be attached to the placement information. You can earn up to two Re-Entry Certificates per Business Center, and no matter how many Business Centers you

building Business Center 001 without additional effort. With 3 Business Centers, you build balanced legs on 2 Business Centers and earn commissions on three.

On the right side of Figure 6, you will see that your 002 and 003 Business Centers each have 1,000 points in GSV on the left side and 1,000 points on the right. According to the Commission Payout Schedule, the highest balanced GSV is 1,000, earning you 200 commission points for the week in the 002 and 003 Business Centers. Your 001 Business Center would earn the same 400 points as compared to the one Business Center on the left side of Figure 6. That's an 800-point commission for you—twice the commission for the week.

Figure 6 1 Business Center

Direct income from Group Volume



2,000 Left 2,000 Right GSV BC001
4,000 GSV earns 400 pts.

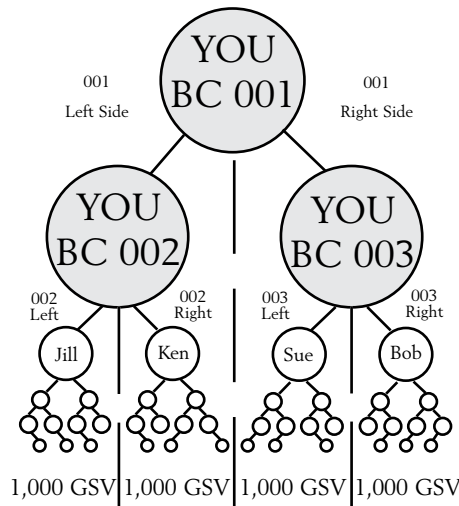
activate, it only takes 200 points in PSV in your 001 Business Center within each four-week period to keep all of them active.

Doubling Commissions with 3 Business Centers

As illustrated in Figure 6, you can see the difference between building a business with 1 Business Center versus 3 Business Centers. As you build Business Centers 002 and 003, you are simultaneously

3 Business Centers

Leveraged income from Group Volume



2,000 Left 2,000 Right GSV BC001=400 pts.
1,000 Left 1,000 Right GSV BC002=200 pts.
1,000 Left 1,000 Right GSV BC003=200 pts.
4,000 GSV earns 800 pts.

**The average Associate made \$658.56 U.S. in 2006. The average commission-qualified Associate made \$1,578.59 U.S. in 2006. The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Associate can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend on how effectively you exercise these qualities.*

Dreams Are Becoming Reality



"Tricia and David Delevante were searching for a way to maintain their family's health, a quest that ended when they were introduced to USANA. Inspired by their positive experience, the couple made the decision to share the "good news" of USANA with others around them and to offer those people the same gift

they felt they had been given. In the subsequent years, the Delevantes have found joy and excitement as they have seen the lives of those around them change. The successful duo is likewise thrilled at having reached a level of financial security that they never anticipated. "It's been a tremendous blessing for us...we're just grateful to God for the whole thing," they state. "It is our duty to serve others by blessing everyone we can with all of the opportunities USANA has to offer."

—David & Tricia Delevante, Diamond Directors



"Cathy Ngo and her fiancé, Aaron Dinh, already had a sincere belief in USANA products when they decided to start their own USANA business. While Cathy was initially skeptical, Aaron understood the value of investing time and effort into a business. He knew that there was great potential being in the right

industry, with the right company, and having a superior product. "I have a motto that I live by: you have to see the invisible in order to achieve the impossible," Aaron says.

Less than two years later, the couple has achieved what, at first, seemed impossible. Aaron has left his 80-hour-a-week job as a senior technician to run their business full time. And Cathy is passionate about helping people achieve optimal health and financial freedom. Now, they enjoy a beautiful new home, own the cars of their dreams, and have achieved real time freedom. "Thank you, USANA, for giving us the vehicle that allows us to accomplish all of our dreams," Cathy says.

—Cathy Ngo & Aaron Dinh, Emerald Directors



"It's a thrilling thing when you can take someone who is going through a difficult time in life, and introduce them to USANA. When they see and understand that USANA can be their vehicle for life, and then they make it work—well, to be a part of that is a big thing. If we can help someone walk away from a job and become

independent, that makes this whole USANA business worth it. My best friends are in USANA. The people I go fishing with are in USANA, the people I enjoy spending time with the most are in USANA because we have gone through experiences together that have changed our lives for the better."

—Sterling Ottesen, Diamond Director



When Jason Wells began working his USANA business, he still wasn't sure if he believed in network marketing. Now, he says, "I never thought my life would be like this. I get up in the morning and I pinch myself. It is like a dream come true." That is quite a change coming from a guy who described himself as "the last guy in the world to do network

marketing." He knows that without USANA, he would be making a lot of money as a lawyer, but he believes he would be unhappy and working too much. USANA offers him a way to maintain his lifestyle while enjoying it too. "This business is fun," he concludes.

—Jason Wells, Emerald Director



Where do you see yourself?

1. Ready to get started.
2. Interested and need more information.
3. Thanks, but no thanks. (Try the products?)

"All our dreams can come true, if we have the courage to pursue them."

—Walt Disney

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