



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 help 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.

Small Choices Lead to Simple Pleasures



*Monica & Bryan Penrod
2-Star Diamond Directors*

Before joining USANA, Bryan and Monica Penrod were both working all the time; Bryan had recently begun a new career in sales, and Monica was a

waitress and full-time student. "I remember that for years we worked weekends and holidays," Bryan reminisces. They were also broke and had several credit cards maxed out. "We were so broke we couldn't even afford to take a honeymoon," they say. So when they were presented with USANA in 1998, they knew they had found their vehicle to financial success.

Today, the Penrods are some of USANA's most successful Associates, and they enjoy all the simple pleasures that success entails. "Throughout the week we can wake up in the morning naturally, deciding whether we want to roll out of bed or just roll over,"

Bryan laughs. Rather than rushing out the door to report to their boss in the morning, Bryan and Monica start their day by working out at the gym or prioritising goals at the local Starbucks and go from there. They might choose to build their business or to spend time with their son, Michael, who already understands the USANA business basics and plans on becoming an Associate one day.

Bryan and Monica also enjoy the not-so-simple pleasures USANA offers. They are currently building their dream home, have two luxury SUVs, and are able to take as much time as they want to go on vacation or help their favourite charities. But when it comes right down to it, for the Penrods, USANA is about choices. "USANA is about being able to make the daily choice of what we want to do with our lives each day versus somebody else making that decision for us," they affirm. "If you have a big vision for what USANA can do for your family, the possibilities are unlimited with this incredible, life-changing opportunity."

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Expert in personal development, Dr Denis Waitley, says USANA Health Sciences provides the way for true health and real opportunity



*—Denis Waitley, Ph.D.,
voted "Outstanding Platform
Speaker of the Year" and
trainer of Super Bowl and
Olympic athletes, Apollo
astronauts, and top Fortune
500 executives, member of
USANA Board of Directors.*

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 healthcare 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 they want—when they want, and a lifestyle that many probably only dream of. And

the best part is, it is possible to 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 ranked third on *Business Week's* annual list of "100 Hot Growth Companies" in 2005 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.

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 recognised 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 because of these products that Dr Wentz was named Utah 2003 Ernst & Young Entrepreneur of the Year.

Nutrition for the Cells

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

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 emphasised.

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 research indicates that in an environment providing all the proper nutrients and protection from toxic substances, certain types of human cells can survive indefinitely.

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

We now know what causes poor health today. However, until now, no one has 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.

After four years of research, reviewing over 100 nutritional products, I have concluded that USANA sets a new benchmark for nutritional excellence. USANA's Essentials formulation is the unsurpassed leader in advanced nutrition."

– Lyle MacWilliam,
BSc, MSc, FP

USANA Products—Nutrition You Can Trust

Nutrition is the cornerstone of optimal health. Your daily diet must provide the essential nutrients for cells to function properly. That's where USANA Health Sciences can help.

USANA's high-quality products are broken into two product lines—USANA® Nutritionals and Sensé™. In the following pages you will learn about each product line and how they are designed to

satisfy your nutritional and personal-care needs.



sensé
beautiful science™





Superior ingredients, balanced formulas, and exceptional in-house manufacturing—all ingredients that make USANA's high-quality products stand out from the rest. With a potency guaranteed label on all of USANA's Nutritionals, you know you are getting superior 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 regulations.



The Essentials

The ESSENTIALS™, which include MEGA ANTIOXIDANT and MULTIMINERAL, 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, the USANA® ESSENTIALS also contain trace minerals, mixed carotenoids, bioflavonoids, and other phytochemicals to provide a wide range of compounds to help protect against the daily bombardment of free radicals.

The Optimizers

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

ESSENTIALS

Essentials for Adults

Essentials

#101

HealthPak 100™

#100

Essentials for Teenagers

Body Rox™

#104

Essentials for Children

Usanimals™

#105

OPTIMIZERS

Proflavanol®

#133

Proflavanol® 90

#132

CoQuinone™

#123

Garlic EC™

#125

Selenium 25

#136

Selenium 150

#136

OptOmega™

#127

BiOmega-3™

#122

E-Prime™

#124

Poly C™

#130

Active Calcium Plus™

#120

Body Rox™ Active Calcium™ Chewable

#121

Visionex™

#134

Procosamine® II

#131

PhytElle™

#129

Palmetto Plus™

#128

Ginkgo-PS™

#126



To achieve and maintain a healthy body, your cells need specific nutrients (high-quality protein, varied fibre sources, low-glycaemic carbohydrates, 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 foods can be used along with the Essentials™ and Optimizers to complete your healthy diet. Many Macro-Optimizer foods contain beneficial ingredients like dietary fibre, soy protein, 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-fibre 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 for tomorrow.

MACRO-OPTIMIZERS

Fibergy™
Almond Crème
 #220
Peach Mango
 #221
Fibergy Bar™
Iced Lemon
 #222

Nutrimeal™
French Vanilla
 #211
Dutch Chocolate
 #210
Wild Strawberry
 #212

Nutrition Bar
Peanut Butter Crunch
 #230
Wild Berry
 #231

SoyaMax™
Mild Vanilla
 #200

Natural Toothpaste
 #399

S

USANA Health Sciences has brought together its esteemed research scientists in an unprecedented collaborative effort with a carefully chosen team of cosmetic scientists and specialists to create a revolutionary breakthrough in skin care. Sensé's ingredients converge to provide gentle, efficacious, and protective ingredients, which were chosen to perform at optimal levels.

And that's only the beginning. Sensé combines the latest scientific breakthroughs in skin care with the synergy of pure-plant bioactives chosen for their proven ability to nourish, protect, and revitalise the skin. In addition, only Sensé has a new, patent-pending combination of self-preserving ingredients that eliminates the need for traditional paraben preservatives. This comprehensive approach to beauty is both timeless and revolutionary.



Sensé – beautiful science™

Sensé™ is a synergistic approach to beauty that delivers advanced skin care. Sensé products are highly efficacious, gentle, and ultimately protective of skin cells, with ingredients chosen to perform at optimal levels, safely maintain the skin, and deliver visible effects in the appearance and health of your skin and hair. Sensé harmoniously combines dermatology and science for maximum skin benefits.

Skin Care

Gentle Daily Cleanser

#300

Hydrating Toner

#301

Serum Intensive

#304

Perfecting Essence

#305

Eye Nourisher

#306

Daytime Protective

Emulsion with Sunscreen

#302

Night Renewal

#303

Rice Bran Polisher

#307

Nutritious Crème Masque

#308

Personal Care

Revitalizing Shampoo

#312

Nourishing Conditioner

#313

Energizing Shower Gel

#311

Firming Body Nourisher

#314

Intensive Hand Therapy

#315

The Benefits of Operating a Home-Based Business

Operating a USANA business from the comfort and security of your own home has many advantages. As an independent contractor you are your own boss. You set the hours and days of the week that you want to work and which suit your family requirements and lifestyle. You can more easily enjoy time with your children, parents, neighbours, and friends and “be there” for those important times in their lives.

You can choose your work environment—equipping and decorating your home office according to your own tastes and style. You avoid peak-hour traffic jams and long commutes. You can take time out to relax whenever you wish, surrounded by comfort and the people most important to you.

As the owner/operator of a well-run, home-based business you will enjoy a number of taxation advantages which you could not experience as an employee working for someone else. When you generate income from genuine home-based business activity, expenses incurred in earning that income are generally tax deductible. While you should seek detailed, professional advice from your own accountant or tax advisor on your particular circumstances, a proportion or all of the following expenses would be deductible:

- Business telephone, computer, fax, and other office equipment
- Business-related motor vehicle depreciation and operating expenses
- Business stationery, training aids, and publications
- Demonstration stock
- Professional service charges, including accounting and tax return fees

Your diary entries, logbooks, and receipts will validate these deductions to the tax office.

Where a specific area of your home is exclusively set aside for business use, a relevant proportion of home ownership costs may also be allowable. These could include mortgage interest or rent payments, rates and taxes, repairs and maintenance, power and electricity, and insurance. Your professional advisor will be able to comment on relevant capital gains implications.

Your USANA business may be operated individually by you as a sole trader or in partnership with a spouse or friend. Some Associates are established as family trusts or corporations. The growing equity in your USANA business becomes an increasingly valuable asset which can even be passed on to your children.

Advantages To You:

- Own your own business
- Be your own boss
- No inventory
- Have little overhead
- Have more free time
- Set your own schedule
- Requires no employees
- Possibility of tax advantages
- Enjoy great income potential
- Avoid the commute

With hundreds of vitamin supplements and other health products in the marketplace . . .

Why do people choose USANA products?

Dr Myron Wentz is a world-renowned expert in human cell culture. Over the years he has observed and applied the nutrient balance and dosage requirements for cells to grow, multiply, and maintain optimal health.

Dr Wentz has used his expertise in cellular nutrition to develop the USANA® Nutritionals to help you achieve optimal health.

Nobody knows nutrition like USANA

Every ingredient in USANA's products has been exhaustively researched and analysed to determine optimal effectiveness, maximum assimilation, and ready absorption.

USANA's research and scientific excellence provides you with the confidence that you are following a quality nutritional and wellness program.

Why people love USANA

Medical professional can't wait to share her message of health



Monica Lewis has been in the medical field for over 30 years. So she knows a good thing when she sees it. And she saw something good with USANA. As a general practitioner, Monica has spent countless hours counselling and treating patients with chronic illness. Today, she is a Ruby Director, not because of aggressive business

marketing, but because her message of health and the need for adequate nutrition is so important.

—Monica Lewis,
Ruby Director, Wellington, New Zealand

Looking forward to retirement with USANA



James and Rajee Fernandez were so excited with what they learned at the USANA launch in Australia, they joined the company immediately. “We feel confident of the future because we have a dynamic downline, an enterprising company, and a dedicated founder like Dr Wentz who has a noble vision,” James says. Rajee continues, “We believe in the products and in the company. We still enjoy running our legal practice, but our dream is to work our USANA business full time. We are both in our 60s, so we are really looking forward to a retirement with USANA.”

—James & Rajee Fernandez
Gold Directors, Victoria, Australia

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: *Continuous income from today's efforts*

Learn how to leverage your income. Let USANA provide you with a stream of weekly residual income.

YOU'RE IN GOOD COMPANY

Olympic and professional athletes choose USANA

USANA has many outstanding athletes who benefit from the Nutritionals, Macro-Optimizers and Sense™ products through the company's sponsorship program. USANA Australia and New Zealand is proud to sponsor these two Olympians among many other elite athletes.



Manuela Berchtold
Australian Olympic Mogul Skier



Clint Robinson
Australian Olympic Kayaker

YOU and USANA

For those who are willing to look beyond the traditional, there is a method of earning perpetual income that not only features all the advantages of self-employment, but also yields phenomenally 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 capitalised and 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 and earn residual income
- Rated the **#1 People's Choice** network marketing company, for seven straight years by *NetWork Marketing Today/ The MLM Insider* magazine
- The assurance of working with a company ranked third on *Business Week's* annual list of "100 Hot Growth Companies" in 2005
- In-house manufacturing and development of many of USANA's products, ensuring **quality control**
- The potential to earn **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 organisation worldwide, including techniques from USANA's top leaders
- **Customer Service** representatives who speak English, Cantonese, Mandarin, and Korean all waiting to take your order or answer your questions
- Open your own e-business with a **personalised 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

Why USANA's Income-Producing Business Plan is Revolutionising the Way People Create Wealth

The incredible opportunities at USANA come from the strength of the company's organisation 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 organisations 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 organisation of Associates who, like you, build

a customer base along with an organisation of Associates.

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

Business Centres—the basic building blocks

The USANA Binary Compensation Plan

The USANA Compensation Plan is a binary system in which you build balanced left-side and right-side downline organisations 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 organisations.

USANA Business Centres are designed to pay you weekly commissions on Group Sales Volume with no limit to the number of levels from which you can earn your commissions. In addition, a USANA Business Centre allows you to be paid on the Group 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.

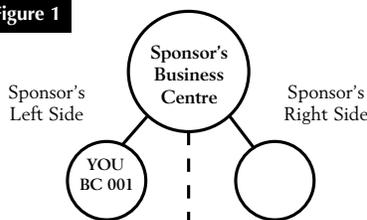
The income you receive from USANA will be in direct proportion to your ability to retail USANA's products to your customers, as well as your ability to build an organisation of Associates who, like you, retail

to their customers and build an organisation of Associates.

Starting a Business Centre

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

Figure 1



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

- A. Complete an Associate Application form and purchase a Business Development System. The form may be filled out manually or online. If you fill out and sign an application manually you can have a 21-day temporary status by calling USANA Support Services while you wait for USANA to receive the written copy.
- B. Order USANA products that total 150 points, or 450 points (within the first 6 Fridays

of application date) with 3 Business Centres, in Personal Sales Volume. These products are for personal use and for retail sale, and may be ordered in a single order or accumulated over time.

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

How Business Centres work to provide income for you

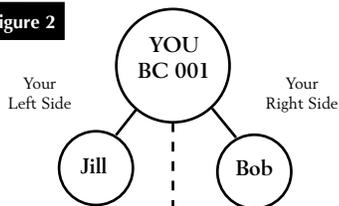
As you begin to build your downline, you have the option to start with 1 Business Centre or 3 Business Centres. One Business Centre gives you direct income from group volume, whereas 3 Business Centres gives you leveraged income from group volume.

With 1 Business Centre, 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 organisation 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 organisations.

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

Figure 2



sponsor individuals in your sales organisation, someone in your upline may also sponsor an Associate and position him or her on the left or right side of your Business Centre. 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

Commissions are awarded first in commission points, which 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 organisations (Figure 3). Extra GSV, up to 5,000 points on each side, is carried forward—it's like money in the bank.

Figure 3 Commission Payout Schedule

Payout will be based on US/Australian/New Zealand commission rates.

| Group Sales | Volume Points | Points | AUS* | NZS* |
|-------------|---------------|--------|----------|----------|
| Left | Right | | | |
| 250 | 250 | 40 | 66.00 | 76.00 |
| 500 | 500 | 100 | 165.00 | 190.00 |
| 1,000 | 1,000 | 200 | 330.00 | 380.00 |
| 2,000 | 2,000 | 400 | 660.00 | 760.00 |
| 3,000 | 3,000 | 600 | 990.00 | 1,140.00 |
| 4,000 | 4,000 | 800 | 1,320.00 | 1,520.00 |
| 5,000 | 5,000 | 1,000 | 1,650.00 | 1,900.00 |

*AUS\$ and NZS\$ amounts do not include GST.

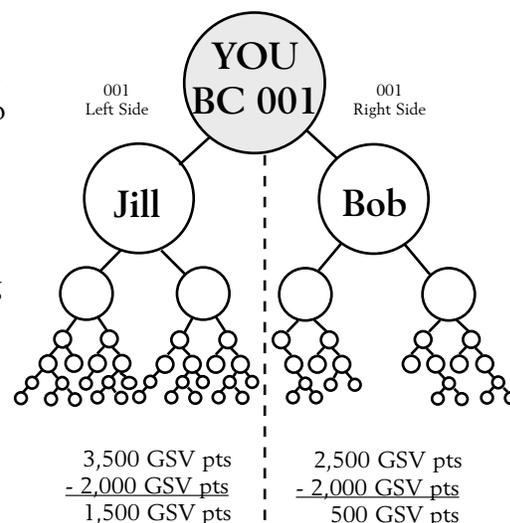
Calculating commissions with 1 Business Centre

Assume that your 001 Business Centre 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 Centre in the left and right side of your 001 Business Centre. 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.

Figure 4 Carryover



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

According to the Commission Payout Schedule, your highest 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

Five reasons USANA was voted #1 People's Choice for seven years in a row

TRADITIONAL NETWORK MARKETING PLANS

THE USANA BINARY PLAN

Statistics show that a distributor will personally sponsor between 2 and 3 people. Traditional plans require a person to sponsor many more distributors in order to earn a reasonable income.

VS. THE USANA BINARY PLAN ALLOWS ASSOCIATES TO BEGIN THEIR SUCCESS BY PERSONALLY SPONSORING AS FEW AS TWO PEOPLE.

Traditional 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 traditional plans require distributors to generate a monthly group volume of between \$1,000 to \$3,000 in order to maintain their organisation.

VS. THE USANA BINARY PLAN HAS NO GROUP VOLUME REQUIREMENTS.

In traditional 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 distributor, 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 CENTRE. ALL OTHERS MUST BE PLACED SOMEWHERE IN THE DOWNLINE, POSSIBLY BELOW YOU.

start the next week with 1,500 points in GSV on your left side and 500 points on your right side.

Preferred Customer

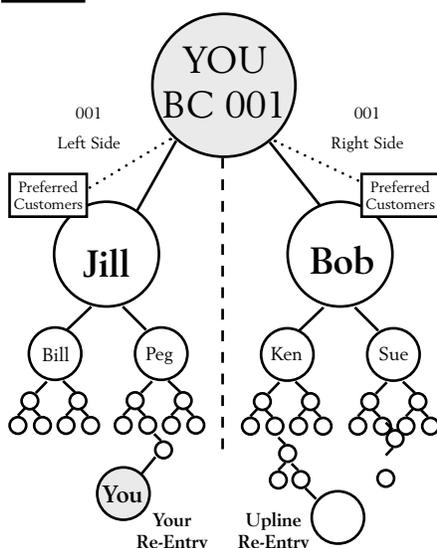
Another way to accumulate Group Sales Volume is to add Preferred Customers to the left and right side of your Business Centres (Figure 5). Preferred Customers can order USANA products at Associate prices, but they do not accumulate Personal Sales Volume, nor are they paid commissions. Although you do 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).

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 Centres and your income potential.

Whenever you maximise a Business Centre (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 Centre. To activate a Business Centre 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 Centre, and no matter how many Business Centres you activate, it only takes 200 points in

Figure 5 Preferred Customers and Re-Entry



PSV in your 001 Business Centre within each four-week period to keep all of them active.

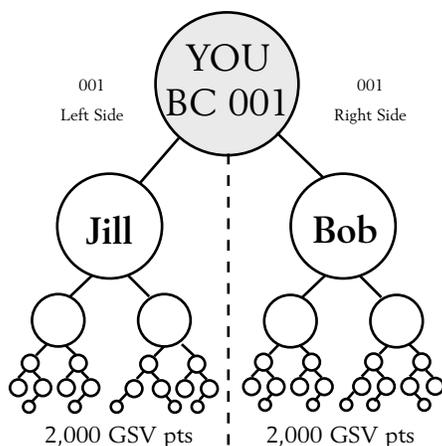
Doubling commissions with 3 Business Centres

As illustrated in Figure 6, you can see the difference between building a business with 1 Business Centre versus 3 Business Centres. As you build Business Centres 002 and 003, you are simultaneously building Business Centre 001 without additional effort. With 3 Business Centres, you build balanced legs on 2 Business Centres and earn commissions on three.

On the bottom portion of Figure 6, you will see that your 002 and 003 Business Centres 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 Centres. Your 001 Business Centre would earn the same 400 points as compared to the one Business Centre on the top portion of Figure 6. That's an 800-point commission for you—twice the commission for the week.

Figure 6 1 Business Centre

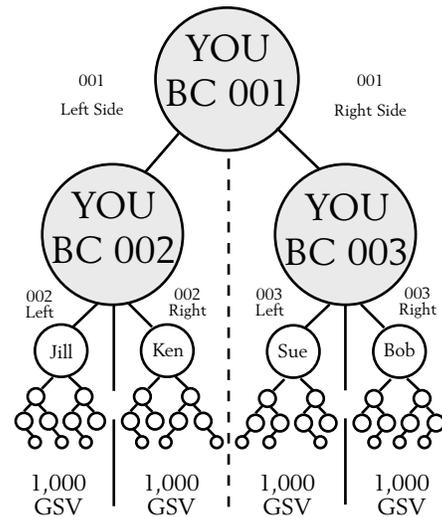
Direct income from Group Volume



2,000 Left 2,000 Right GSV BC001
2,000 GSV earns AUD \$660.00 / NZD \$760.00

3 Business Centres

Leveraged income from Group Volume

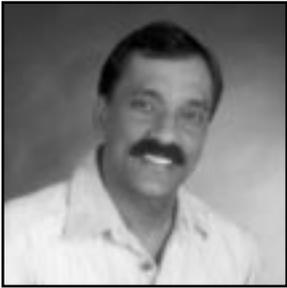


2,000 Left 2,000 Right GSV BC001=400 pts.
1,000 Left 1,000 Right GSV BC002=200 pts.
1,000 Left 1,000 Right GSV BC003=200 pts.
4,000 GSV earns AUD \$1,320.00
NZD \$1,520.00

The earnings of the Associates in this publication are not necessarily representative of the income, if any, that a USANA Associate can or will earn through his or her participation in the 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 upon how effectively you exercise these qualities.

**Incomes will vary, and success for any Associate is neither guaranteed nor implied.*

Dreams are Becoming Reality



With a background in business analysis, Virend Singh was traditionally against network marketing. But, "The more I looked at USANA, the more I noticed that USANA is different," he says. Since joining, Virend says, "This business is about helping people grow. And

I have grown more in the past five years than in my entire life. You need a purpose to enjoy life. And with USANA I thrive on what I am doing."

*—Virend Singh,
Emerald Director, New South Wales, Australia*



John Ross Appleton and Penny Challenger owned and franchised several health and beauty clinics, but after seven years of hard work, they became tired of the rat race. They especially resented having to work extremely long hours, which gave them very limited time to spend with family and friends. Their concerns were resolved, however, when they were introduced to USANA. "USANA is a golden opportunity if you wish to start a business," John says. "With just a few dollars, and a few hours a week, in a few years you can have a phenomenal global business, earning you and your team incredible income every week."

*—John Ross Appleton & Penny Challenger,
Emerald Directors, Western Australia, Australia*



Ron and Shona Gillespie have built a successful USANA business from a rural town of 26,000 people in the South Island of New Zealand. For the first 12 months it was common for them to put in 60 to 70 hours a week. Although that may seem like a lot, all that work is paying off for

them now. "We can choose when and how much we work now," Ron says. "USANA has enabled us to build a lovely home overlooking our beautiful countryside, has given us the opportunity to travel, and has allowed us to meet many friends and have a lot of fun doing it."

*—Ron & Shona Gillespie,
Ruby Directors, Timaru, New Zealand*



Daddy Kingi and Rose Houkamau see the big picture with USANA—and it's beautiful. "We see USANA providing health and financial sustenance not only for us, but for those of our wider USANA 'whanau' [family] who choose to overcome the challenges that network marketing puts in front of them," they say.

*—Rose & Daddy Kingi Houkamau,
Ruby Directors, Matamata, New Zealand*



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