

Congratulations to

New Diamond Directors

誠意祝賀

新晉鑽石董事

Ada Chai & Jeff Ng

目錄 Contents

September / October 2008

1-4 鑽石專訪
Meet the Diamonds

新晉鑽石董事
New Diamond Directors
Ada Chai & Jeff Ng, Bing Wong



5-9 通訊
Corporate Message

恭賀胡伍小碧、應肅正榮陞之喜
USANA Hong Kong Announces Key Promotions

USANA九龍區服務中心開幕誌慶
Grand Opening of Our Kowloon Service Center



恭賀USANA香港直銷商獲得嘉許獎項
Congratulations to USANA Hong Kong Distributors



10-12 健康資訊站
True Health

純正安全的基本營養 — 活力奧米加-3
The Purest Essential Nutrition - BiOmega™

13-16 驕人成就
Advancement & Achievement

新晉紅寶石董事、黃金董事、銀董事
New Ruby, Gold & Silver Directors



17-19 創富資訊站
True Wealth

網上服務精華遊
Online Services Highlight Tour

USANA香港有限公司 — 香港區服務中心

香港鰂魚涌告士打道280號世界貿易中心25樓2504-06室 • 直銷商服務中心營業時間：星期一至星期五-下午十二時三十分至晚上九時三十分、星期六-下午十二時三十分至下午五時三十分、星期日及公眾假期-休息 • 直銷商服務熱線：(852) 2162 1888 • 直銷商訂貨傳真：(852) 2162 1800

USANA Hong Kong Ltd – Hong Kong Service Center

2504-06, 25/F., World Trade Centre, 280 Gloucester Road, Causeway Bay, Hong Kong • Distributor Services Centre Opening Hours: Monday – Friday: 12:30pm – 9:30pm, Saturday: 12:30pm – 5:30pm, Sundays & Public Holidays – Closed • Distributor Services Hotline: (852) 2162 1888 • Order Express: (852) 2162 1800

USANA 香港有限公司 — 九龍區服務中心

九龍旺角彌敦道580A周大福商業中心23樓2301-05室 • 直銷商服務中心營業時間：星期一至星期五-上午十一時三十分至晚上七時三十分、星期六-上午十一時三十分至下午四時三十分、星期日及公眾假期-休息 • 直銷商服務熱線：(852) 3923 1818 • 直銷商訂貨傳真：(852) 3923 1800

USANA Hong Kong Ltd – Kowloon Service Center

2301-05, 23/F., Chow Tai Fook Centre, 580A Nathan Road, Mongkok, Kowloon • Distributor Services Centre Opening Hours: Monday – Friday: 11:30am – 7:30pm, Saturday: 11:30am – 4:30pm, Sundays & Public Holidays – Closed • Distributor Services Hotline: (852) 3923 1818 • Order Express: (852) 3923 1800

香港直銷協會會員及世界直銷協會會員 • USANA香港互聯網網址：www.hk.usana.com • 電子郵箱：dist.serv@hk.usana.com

Member of the Hong Kong Direct Selling • Association and Member of the World Federation of Direct Selling Association • Website: www.hk.usana.com • E-mail: dist.serv@hk.usana.com

• This statement confirms that the company does not recommend, approve, nor support the use of sales tools and material in markets for which they are not approved.
USANA香港有限公司並不建議、准許或鼓勵任何人士在未經本公司的許可下，使用未經核准之銷售工具或刊物作宣傳之用。

• Content approved for Hong Kong and Taiwan.
內容經USANA香港及台灣公司核准，並只適用於此地區。

• All copyrights reserved.
版權所有，翻印必究。

新晉鑽石董事
New Diamond Directors **Ada Chai & Jeff Ng**



未加入USANA前 Before joining USANA	企業管理 Entrepreneur
09/2005	加入USANA Joined USANA
02/2006	銀董事 Silver Directors
11/2007	紅寶石董事 Ruby Directors
07/2008	**鑽石董事** Diamond Directors





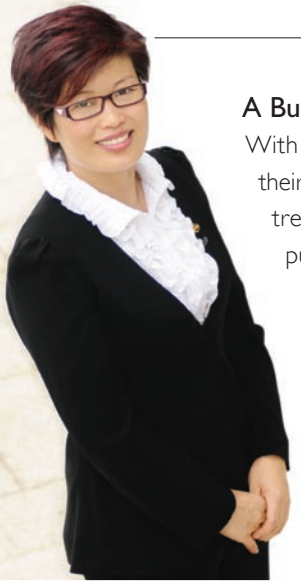


古語有云：「人之相交，貴之真心。」交友應交心，是歷來人們的共識。新晉鑽石董事Ada Chai & Jeff Ng亦諳曉此道，「結交貴知心」更加是他們在USANA建立成功事業的基礎。「過往於職場上，一直沒有察覺到以心待人在生意上的重要。」加入USANA的初期，Ada 仍舊以一般待客心態來分享USANA產品的好處，直至Jeff 媽媽的故事啟發了她。「Jeff 的媽媽一直對營養補充品十分抗拒，但是為了令她有健康的身體，我用了多個月時間去向她解釋營養補充品的益處。最後，我的誠意打動了她，亦同時發覺，只要有一顆真心，才可以真正幫助別人。」Ada 娓娓道出自己的成功之道。

Abraham Lincoln once said that the better part of one's life consists of his friendships - and sincerity has always been the foundation of strong friendships. This basic principle has led to the outstanding success of New Diamond Directors Ada Chai & Jeff Ng. "We never realized the importance of treating people sincerely, even when we started our USANA business," explains Ada. They treated their friends more as customers… until an inspiring experience with Jeff's mother changed all that. "Jeff's mother has always resisted taking nutritional supplements. Because we cared deeply about her health, we spent months persuading her. It was our sincerity that finally moved her. This made me realize that we can only help and persuade people when our intentions are noble," Ada says.

「只要有一顆真心，
才可以真正幫助別人。」

"We can only help and persuade people when our intentions are noble."



A Business of Caring

With his mother's health improving, Ada & Jeff embarked on their USANA business with a brand new attitude: "We started treating our customers as our loved ones - by caring and putting their health first. And to our surprise, our struggling business began to take off!"

Profits aside, the couple began to truly enjoy the business, which Ada called a business of caring. "Helping others improve their health benefits their entire families too. No amount of money can compare with the gratification we get from helping our friends." What's more, this new attitude attracted many others who share the same sense of mission.

商機源於關懷

經歷了媽媽及自己健康的改善，Ada 及 Jeff 在經營 USANA 事業的心態都重新作出了調整。「現在我把客人都當作是親人一樣去關懷，將他們的健康放在首位。意想不到的是，真誠待人的態度讓我在生意上亦能獲益。」Ada 基於一份關懷客人的心發展USANA業務，除了生意額穩步上升，她亦越來越享受這門事業。「能夠幫助別人改善健康，其實他的家人也同樣受惠，當中的成功感是金錢不能給予的。」Ada 更因此認識到一班同心同志的朋友。

包容他人　積極思想

直銷行業很容易被人誤解，Ada 及 Jeff 亦多次遭受到別人拒絕。從失敗的經驗之中，Ada 開始變得包容和理解他人。「只要將心比己，明白自己的出發點是為了提升別人健康，想法和說話都會先替別人著想，被別人拒絕的機會自然會減少；即使被誤解，我也不會輕易氣餒。」Ada 同時強調懷有積極信念的重要，不要受負面情緒影響，積極的思想能夠令行動和成果都變得正面。

虛心學習

作為帶領團隊的領袖，Ada 認為先要虛心受教和不計算付出，樹立榜樣給下線隊員。「我們的上線 Queen 及 Alan 一直很耐心教導下線，把我由困惑的摸索期引領我找到明確的路向，雖然過程並非一步到位，但只要虛心請教和學習，問題最終也會迎刃而解。」Ada 從學習過程中亦明白，願意耐心教導下線，才可以成為團隊可以依靠的領袖。「另一方面是不要計較自己付出的比別人多，建立榜樣，下線自然會將優良的團隊文化延續下去。」

衷心感謝

Ada 及Jeff 藉此衷心感謝Queen & Alan To, Queenie & David Lau, Ken Mak, Fanny Ng & Alan Chan, Yang Xi Lun, Wu Fei Yue, Shirley Wang, Li Li, Ketty Chai, May Wong, Lam King King, Zhang Ren Hua, Ma Xiao Qing, 父母及團隊的支持。

Positive Thinking

The direct selling business has often been misunderstood by others, and Ada and Jeff encounters rejections frequently too. Over time, they have become more accommodating of others' point of view. "If your intention is to help others, the way you think and speak will show that you care. That helps reduce the chances of rejection. Even if I am misunderstood, I do not get discouraged." Ada thinks it is very important to stay positive, and not be affected by those who are negative.

Learn With Humility

To be a successful leader, Ada believes that one must be humble, and be willing to invest in the business. Only then can they set a good example for their team members. "Our mentors Queen & Alan are always patiently guiding us and giving us valuable lessons. We should not begrudge others for not putting as much into the business as we are," says Ada. "Only when we set a selfless example will we cultivate a positive team culture that lasts."

Sincere Gratitude

Ada and Jeff would like extend their greatest gratitude to Queen & Alan To, Queenie & David Lau, Ken Mak, Fanny Ng & Alan Chan, Yang Xi Lun, Wu Fei Yue, Shirley Wang, Li Li, Ketty Chai, May Wong, Lam King King, Zhang Ren Hua, Ma Xiao Qing, their parents and all the teammates.





新晉
鑽石董事
New Diamond Director **Bing Wong**

在短短9個月內，Bing Wong由紅寶石董事擢升成為鑽石董事。擁有如此驕人的成績，的確令人又羨慕又妒忌。「我並沒有什麼成功秘訣，不過我非常同意羅馬皇帝暨哲學家奧里利烏斯的觀點—您的思想模式塑造您的人生。若您希望能帶領團隊邁向成功，您必須保持正面積極的工作態度，並透過溝通以加強團隊的聯繫及感染力。」Bing分享說。

Bing Wong advanced from Ruby Director to Diamond Director in a little over nine months – an enviable record by any standard. When asked about her achievement, Bing said, "I do not have a formula for success, but I believe in what Roman Emperor and philosopher Marcus Aurelius famously said: 'You become what you imagine you can be.' A positive attitude mobilizes your team, and by maintaining positive communication, we strengthen teamwork and mutual influence."

執著追求信念

Bing自言並非天生的管理能手，也不是善於交際的外交家，但她相信正面的思想有助直銷商成就更多的「不可能」。「當處理某件事時，人總傾向出現一些對自己表現不利的想法，例如：怕遭新客戶拒絕、怕業務發展未如理想等等。這些負面思想會影響我們的表現，以致最終未能成功。相反，若我們抱著一顆堅定不移的信心，相信自己可以竭盡所能完成任務時，我們定可將才能發揮得淋漓盡致。」

In Pursuit of a Belief

Bing was not born a capable manager, or a skillful diplomat. But she believes that positive thinking can help everyone achieve many 'impossibles'. "When facing a challenge, many people tend to focus on the negative consequences, like the fear of rejection. Negative thinking can become a self-fulfilling prophecy. Conversely, if we are unwavering in our belief of success, our positive thinking allows us to achieve our fullest potential." Bing explains.

動力源於使命感

擁有今天的成就，Bing不忘感謝USANA的創辦人華斯博士，與及團隊的支持。「華斯博士的理念推動我積極拓展USANA業務，藉著USANA產品，我們享受到『真正的健康、真正的自由』。」「為了讓身邊的人同樣感受到健康生活所帶來的好處，我願意跟隊員發展業務。我相信只要大家朝著共同的目標邁進，定能創造出倍增的成果，帶來倍增的快樂。」

Driven by a Mission

Bing credits Dr. Wentz and her USANA team for the success she has achieved to date. Dr. Wentz' vision of "True Health & True Wealth through USANA products" is a constant motivation. "We can help those close to us attain optimal health, and a better life. For that, I am willing to exert my greatest effort to build this business. I believe that with the collective effort of my USANA team, we can multiply our results, and multiply our happiness too!"

不斷增值　同創佳績

隨著海外團隊日漸壯大，Bing希望能加強團隊之間的聯繫。「要有效地管理海外團隊實在並不容易，但在USANA科技配套的協助下，我可隨時隨地與海外隊員進行網上會議，透過彼此學習、互相交流，團隊的整體合作性也大大提升了。」在未來一年，Bing立志培育出更多優秀的領袖，她深願透過通力合作，整個團隊可共創佳績。





Building Overseas Together

With the growth of her network overseas, Bing is working hard to build a closer bond among her far-flung teammates. "It is not easy to manage an international network, but with USANA's wonderful technology, I'm able to hold online conferences with team members who live outside Hong Kong. Through mutual learning and communication, our teamwork and synergy has increased tremendously." In the coming year, Bing would like to spend more time on nurturing outstanding leaders and assist them to achieve even better results.

衷心感謝

Bing藉此衷心感謝華斯博士、Cheng Min、良師Queen & Alan To、旁線Ken Mak、Queenie & David Lau與及所有隊員的支持。



Sincere Gratitude

Bing would like to thank Dr. Wentz, Cheng Min and her good mentors Queen & Alan To. She would also like to thank Ken Mak, Queenie & David Lau, and all the members of her USANA team.



恭賀

胡伍小碧擢升為亞洲區行政副總裁

Congratulations to **Deborah Woo**

USANA 香港很高興地宣佈以下兩項晉升通告：由2008年8月1日起，大中華暨北亞洲副總裁胡伍小碧女士，獲擢升為亞洲區行政副總裁；台灣區總經理應肅正先生，獲擢升為香港及台灣區區域總經理。

胡伍小碧女士於1999年加入USANA成為香港區總經理，目標是拓展香港市場，令香港成為USANA亞洲區的業務中心。隨後於2003年獲擢升為區域總經理，負責管理香港、台灣及星加坡的業務。由於USANA亞太區的業務不斷迅速發展，2005年胡太獲委任為大中華暨東亞洲區副總裁，並於2007年獲委任為大中華暨北亞洲區副總裁。

胡太近年積極策劃與拓展亞太區市場的業務，隨著亞太區市場日趨成熟，胡太於2008年8月獲擢升為亞洲區行政副總裁。憑藉胡太的豐富經驗與及出眾表現，必能繼續帶領亞洲區再闖高峰，並協助USANA成為世界首屈一指的營養產品生產商。

USANA Hong Kong is pleased to announce the promotion of two senior management members. Deborah Woo, former Vice President of Greater China & North Asia, has been promoted to Executive Vice President of Asia. Sherman Ying, previously USANA Taiwan's General Manager, has been promoted to Regional General Manager, Hong Kong & Taiwan.

Deborah Woo joined USANA Hong Kong as General Manager in 1999 with a mission to establish and develop the local market. In 2003, she was promoted to Regional General Manager and became responsible for the Hong Kong, Taiwan and Singapore regions. Deborah was appointed as USANA's Vice President of Greater China & East Asia in 2005, and went on to become Vice President of Greater China & North Asia as USANA continued to expand in the region.

As she became increasingly involved in the strategic and operating plans for the company's Asia-Pacific markets, Deborah was further promoted to the position of Executive Vice President of Asia in August, 2008. With a strong background in Asia, one of the company's key development and fastest-growing regions, Deborah will in her new role assist USANA to grow into a world-class supplement provider.



應肅正擢升為區域總經理

Congratulations to **Sherman Ying**

應肅正先生於2004年加入USANA成為台灣區總經理。應先生擁有豐富的網絡營銷管理經驗，善於建立強大的組織，並與直銷商保持緊密的聯繫。應先生將帶領優秀的管理人員，領導香港及台灣區作進一步發展。

Sherman Ying joined USANA as General Manager of Taiwan in 2004. He is a well-respected professional in the MLM industry, with a track-record in network development and in fostering strong relationships with Distributors. In his new position, Sherman will work very closely with the teams in Hong Kong and Taiwan to bring business in these regions to new heights.

我們衷心祝賀胡太及應先生的榮升，並誠意地希望USANA直銷商能夠在胡太及應先生的領導下，共同拓展亞洲區的業務，再創新里程。

Congratulations to Deborah Woo and Sherman Ying on their well-deserved promotions and we wish them every success in their new roles.



USANA九龍區服務中心**開幕誌慶**

Grand Opening of Our **Kowloon Service Center**

USANA香港在各直銷商的努力下，顧客及保薦人數均日益增長，業績屢創新高。為配合業務擴充，USANA香港增設的九龍區服務中心於2008年7月3日正式啟業，為直銷商帶來更便利的提貨及銷售服務。

Through the hard work of Distributors like you, USANA has achieved a growing network of customers and team members throughout our region. As a result, our business in Hong Kong has increased each year. To provide you and your expanding team with more effective services, USANA Hong Kong recently opened a new service center in Kowloon on July 3, 2008.


1


2





九龍區服務中心
地址：九龍旺角彌敦道580A周大福商業中心23樓2301-05室（潮流特區上層）
營業時間
星期一至五：上午十一時三十分至晚上七時三十分
星期六：上午十一時三十分至下午四時三十分
星期日及公眾假期：休息
直銷商服務熱線：(852) 3923 1818

Kowloon Service Center
Address: 2301-05, 23/F, Chow Tai Fook Centre, 580A Nathan Road, Mongkok, Kowloon (On top of Trendy Zone)
Opening Hours
Monday– Friday: 11:30a.m. – 7:30p.m.
Saturday: 11:30a.m. – 4:30p.m.
Close on Sundays & Public Holidays
Distributor Services Hotline: (852) 3923 1818



3



4

於8月12日，USANA行政總裁大衛華斯親臨九龍區服務中心，視察服務中心各項設施及運作情況。現場氣氛高漲，直銷商都爭相與大衛華斯拍照留念。在直銷商及員工的熱烈歡迎下，大衛華斯發表簡單演講，祝願USANA香港有更美好的發展，然後聯同胡太、香港及台灣區區域總經理應肅正及一眾鑽石董事，進行剪綵儀式。

較早前於開幕首日，來賓經已絡繹不絕，紛紛蒞臨以表支持，祝賀USANA九龍區服務中心開張大吉。紅寶石及以上級別的董事在亞洲區行政副總裁胡太的帶領下，進行醒獅等簡單而隆重的開幕儀式，正式為USANA香港的業務揭開新的一頁。

USANA CEO Dave Wentz visited the new service center on August 12 to become more familiar with our daily operation and facilities. Distributors and USANA staff gave their warmest welcome to Dave and celebrated this remarkable occasion. Dave, Deborah, Sherman, and a host of Diamond Directors were on hand for a ribbon-cutting ceremony to inaugurate our grand opening.

Earlier on July3, Ruby Directors and above converged on our new Mongkok Service Center to witness the grand opening. Deborah Woo, Executive Vice President of Asia, officiated at a simple, dignified unveiling ceremony, setting a milestone for USANA Hong Kong.



簡單而隆重的開幕儀式在2008年7月3日舉行
An unveiling ceremony was officiated on Jul 3, 2008

1 直銷商列隊歡迎大衛華斯的光臨
Dave Wentz was warmly welcomed by Distributors

2 直銷商迎接大衛華斯進場
Distributors were glad to meet Dave Wentz

3 應總經理向大衛華斯詳細介紹新服務中心的運作
Sherman explained to Dave the daily operation of the Kowloon Service Center

4 USANA 行政總裁大衛華斯主持剪綵儀式
USANA CEO Dave Wentz at the ribbon-cutting ceremony

USANA 行政總裁 大衛華斯 嘉許之夜

An Evening with USANA CEO Dave Wentz





1



2

2008年8月12日，USANA香港假香港會議展覽中心舉行嘉許晚會。今年榮幸邀請到USANA行政總裁大衛華斯出席，逐一表揚一眾創造傑出成就的直銷商。

USANA Hong Kong presented the Celebration of Success on August 12, 2008, at the Hong Kong Convention and Exhibition Center. USANA CEO Dave Wentz officiated at the event and recognized the achievement of our outstanding Distributors.



1 Queen & Alan To 聯同大衛華斯勉勵各直銷商向目標邁進
Dave joined Queen & Alan To on stage and encouraged our Distributors to work on their commitment

2 大衛華斯與一眾出色的直銷商合照，現場氣氛熱烈
Group photo of Dave and our outstanding Distributors

是次晚會反應十分熱烈，出席人數逾300人，盛況空前。亞洲區行政副總裁胡伍小碧致開幕辭為嘉許之夜揭開序幕。USANA行政總裁大衛華斯於大會上回顧了USANA於整體以及在亞太區之發展，並作出了透徹獨到的分析。

當晚重點環節為董事嘉許儀式，接受嘉許的人士包括本年度的新晉銀董事、黃金董事、紅寶石董事及鑽石董事。一眾傑出領袖均對於獲得嘉許表現雀躍。大會亦特別安排播放短片、答問及演講環節，讓他們為各直銷商分享成功之道及發展USANA業務的經驗。晚會結束前，胡太勉勵直銷商繼續努力實踐承諾，裝備自己、迎接更多的新挑戰，嘉許之夜亦於一片掌聲中圓滿結束。

The celebration was a great success with more than 300 participants and Distributors in attendance. The ceremony began with a welcome speech delivered by Deborah Woo, Executive Vice President of Asia, followed by a presentation by CEO Dave Wentz on USANA's global growth and the impressive performance of the Asia-Pacific region.

The highlight of the evening was a session recognizing some of the area's top leaders. Awardees included our new Silver, Gold, Ruby and Diamond Directors, who received enthusiastic applause from a joyous audience. The new leaders shared their stories of success through videos, Q&A sessions and short speeches. Deborah concluded the evening by encouraging Distributors to work on their commitment and prepare themselves to take on greater challenges. The audience responded with wholehearted cheers. U

CONGRATULATIONS

恭賀USANA香港直銷商獲得

嘉許獎項



Queen & Alan To

五星鑽石董事

5-Star Diamond Directors

2008 USANA
百萬元俱樂部會員
Million Dollars Club Member
2008

◆

財富25尊尚會

第9名

Fortune 25

Rank # 9



Rita Hui

十一星鑽石董事

11-Star Diamond Director

2008 USANA
百萬元俱樂部會員
Million Dollars Club Member
2008

◆

財富25尊尚會

第3名

Fortune 25

Rank # 3

◆

全球最高25位保薦人大獎

第6名

Top 25 Associate Enrollers

Rank # 6



Bing Wong

鑽石董事

Diamond Director

全球最高25位保薦人大獎

第1名

Top 25 Associate Enrollers

Rank # 1

◆

全球最高10位
領航員締造者大獎

第5名

Top 10 Pacesetter Creators

Rank # 5

USANA
HEALTH SCIENCES



USANA® HEALTH SCIENCES

BiOmega™

榮獲 ConsumerLab.com® 的嘉許評級

Approved by ConsumerLab.com®

ConsumerLab.com® 為美國市面上所有聲稱含有奧米加3脂肪酸（EPA與DHA）的營養補充品進行全面測試，包括：產品內的奧米加3含量、產品是否受水銀、鉛與多氯聯苯污染，與及有否分解跡象等。結果顯示，USANA活力奧米加在所有測試中也獲得嘉許評級。

ConsumerLab.com® 在產品測試報告中指出，魚油與其他奧米加3補充品的品質是一項備受關注的重要課題，因為補充品的來源與及製造方法可影響產品的品質和等級。魚類體內所累積的毒素可能會污染補充品，而USANA採用雙分子蒸餾法來製造活力奧米加，因此產品絕不受水銀、鉛、多氯聯苯、殺蟲劑或其他重金屬的污染。

ConsumerLab.com® 的測試結果肯定了USANA致力對產品作出嚴謹的內部檢驗。一直以來，USANA也採用高品質的生產與分析檢驗系統和技術，來生產高品質的營養補充品。USANA活力奧米加的品質與純度能夠獲得外界的獨立認證與讚揚，絕對實至名歸，更值得信賴。

ConsumerLab.com® reviewed BiOmega™ as part of a larger evaluation of dietary supplements sold in the United States that claim to contain omega-3 fatty acids (EPA and DHA). Products were tested for their omega-3 levels; mercury, lead and PCB contamination; and signs of decomposition. BiOmega™ received an approved rating in all three testing categories.

ConsumberLab.com® stated in its product review that the quality of fish oil and other omega-3 supplements is an important issue because supplement levels vary depending on the source and method of processing. Fish also can have accumulated toxins that could potentially contaminate a supplement. USANA uses a double molecular distillation process to manufacture its BiOmega™ supplement, ensuring the highest possible purity from mercury, PCBs, pesticides and other heavy metals.

The review made by ConsumberLab.com® confirms USANA's extensive in-house testing. USANA is committed to only the highest quality manufacturing and analytical testing systems and practices. The independent confirmation of ConsumerLab.com assures the quality and purity of BiOmega™.

絕不含 Free of

- 有機污染物 Organic Contaminants
- 重金屬 Heavy Metals
- 農藥 Pesticides



活力奧米加-3
純正安全的基本營養
BiOmega™ The Purest Essential Nutrition

從小時候開始，我們便經常聽到父母說：「多吃魚有益！」，皆因魚類含有的脂肪酸，是維持人體健康不能缺少的營養。研究顯示，奧米加3 脂肪酸能夠促進心臟血管及關節健康，當中的EPA及DHA脂肪酸分別能夠維持體內免疫系統健康及有助腦部發展。

Since we were kids, we always heard our parents say, "eat more fish for a healthy body!" This is because omega-3 fatty acids from fish are the crucial nutritions to maintain our optimal health. Research has shown that omega-3 fatty acids support cardiovascular and joint health. The two important omega-3 unsaturated fatty acids, EPA and DHA, can support healthy immune function and the brain development respectively.

多吃魚真的有益嗎？

不少專家建議成年人應每天攝取大約1000毫克，或每星期7000毫克的EPA、DHA及奧米加3脂肪酸。要維持身體健康，攝取魚類中的奧米加3脂肪酸是不可或缺的。不過，由於海洋污染的問題嚴重，魚類的水銀或污染物含量往往高於標準。為此，不少政府部門建議市民每星期不應食用多於12安士的魚類。

若單靠日常的膳食，我們實在難以攝取足夠的奧米加3脂肪酸。亦因這樣，USANA推出了純淨的營養補充品—活力奧米加-3。只要每天服用活力奧米加-3，配合均衡的飲食，您定可安全有效地攝取足夠份量，並且絕對純正安全的奧米加3*。

Eat More Polluted Fish for a Better Health?

For good health, many experts suggest that adults consume approximately 1000 mg of EPA+DHA omega-3 fatty acids daily, or 7000 mg total per week. As part of a healthy diet, fish is a great source of omega-3 fatty acids. Yet, because of increasing concerns about mercury and other contaminants, some government agencies are now recommending that no more than 12 oz. of fish should be consumed per week, which makes it difficult to get the recommended amount of omega-3s from diet alone. That's where the BiOmega™ dietary supplement comes in. By taking BiOmega™ as part of a balanced diet, you can be sure you are getting the right amount of pure, safe omega-3s.*

活力奧米加-3　維持健康的最佳選擇

每週進食兩餐6安士魚類所攝取到的水銀，與及EPA+DHA含量：

每週食用份量 1份=6安士	每週之EPA+DHA攝取量[1]	每週之水銀攝取量 (μg)[2, 3]
2份罐裝長鰭吞拿魚	2932毫克	120
1份野生大西洋三文魚、 1份罐裝長鰭吞拿魚	4593毫克	62
1份野生大西洋三文魚、 1份比目魚	3919毫克	45
2份野生大西洋三文魚	6256毫克	5
14粒活力奧米加-3	7350毫克	不適用

1 資料源自美國農務部: http://www.nal.usda.gov/fnic/foodcomp/search/ accessed 4/11/08
2 資料源自美國食品和藥物管理局: http://www.cfsan.fda.gov/~frf/sea-mehg.html accessed 4/11/08
3 美國環境保護署指出，人體每公斤體重能夠承受的水銀攝取量為每日0.1微克: http://www.ama-assn.org/ama/pub/category/15842.html#human_health_effects accessed 4/11/08
*本產品並非用作診斷、治療或預防疾病之用

BiOmega™ The Best Choice for Your Health

The amount of mercury and EPA+DHA you would be getting if you ate two 6 oz. servings of some common fish in one week:

Weekly Dietary Servings 1 serving=6 oz.	Weekly Dietary EPA+DHA[1]	Weekly Mercury (μg)[2, 3]
2 Albacore Tuna, Canned	2932 mg	120
1 Wild Atlantic Salmon & 1 Albacore Tuna, Canned	4593 mg	62
1 Wild Atlantic Salmon & 1 Halibut	3919 mg	45
2 Wild Atlantic Salmon	6256 mg	5
14 BiOmega™	7350 mg	Not detectable

1 From USDA database: http://www.nal.usda.gov/fnic/foodcomp/search/ accessed 4/11/08
2 From FDA database: http://www.cfsan.fda.gov/~frf/sea-mehg.html accessed 4/11/08
3 The safe level of mercury determined by the EPA is 0.1 micrograms per kilogram of body weight per day: http://www.ama-assn.org/ama/pub/category/15842.html#human_health_effects accessed 4/11/08
* This product is not intended to diagnose, treat, cure, or prevent any disease



Amy Wang
新晉紅寶石董事
NEW RUBY DIRECTOR

「我選擇視USANA為我的終身事業。」
"USANA is definitely my lifelong business."

企業管理 Entrepreneur

加入 USANA
Joined USANA: 10/2006

銀董事
Silver Director: 05/2007

黃金董事
Gold Director: 12/2007

紅寶石董事
Ruby Director: 06/2008

曾經經營童裝及美容院生意的 Amy Wang，在商場上是一個不折不扣的女強人，即使生意上了軌道，卻從來沒有視自己的業務為終身事業。而USANA的經營模式則令她作出了一個重大決定。「USANA與一般傳統行業有很大分別，我不用擔心周轉、貨品囤積等經營上的問題；而且考慮到產品可以幫助別人改善健康狀況，令我決定視USANA為我的終身事業。」

優質產品　以心待人

Amy 最初加入USANA的時候仍然對營養補充品抱半信半疑的態度，直至健康出現了明顯改善，才增強了對產品的信心。「當我對USANA的產品改觀後，經營的心態亦隨之而改變。基於真實的見證，我更用心地介紹產品給朋友，客人感受到我的真誠，生意亦逐漸改善。」

專業團隊　造就成功

除了可靠的產品，Amy 認為USANA的專業文化，同樣是助她業務發展的重要一環。「這裡的團隊都以專業知識為主導，公司亦會提供對營養知識的專業培訓，這些配套都有助直銷商建立良好的業務基礎。」在Amy 的管理下，團隊發展迅速，她更於短短七個月內，由黃金董事晉升成為紅寶石董事。

努力以赴　再創佳績

從以前不懂得控制情緒，到現在能夠耐心地循循善誘隊員，Amy 漸漸發現一個優秀的領導，必須擁有包容的胸襟，更要不斷學習及摸索，虛心受教，才可能提升自己的水平去帶領團隊。「在未來一年，我希望能繼續培育更多優秀的團隊領袖，一同分享經營USANA業務的喜悅。」

衷心感謝

Amy藉此衷心感謝保薦人陳太、 Wendy Ng、周敏麗、田紫蘭及整個團隊的支持。

Amy Wang once traded in children's fashion and she was no stranger to running successful businesses, but somehow, she never considered it as her lifetime pursuit. But once she understood USANA's business model, she made a life-changing decision. "USANA is vastly different from the business models I know so well. There is no worry here about cash flow and all the headaches of traditional trading. And when I consider how I can help others improve their health with USANA too, there is no hesitation on my part to make this my lifelong business," Amy says.

Professionalism Paves the Road to Success

Besides reliable products, Amy believes that USANA's professionalism also plays an important role in her success. "USANA provides us with specialized training in nutrition, which forms a solid foundation for our business." Under Amy's leadership, her team flourished, making her advancement from Gold Director to Ruby Director within a short seven months appearing almost effortless.

Manage Self to Manage Others

Once a quick-tempered business woman, Amy has become more mellowed and patient. She discovered that a good leader should be receptive and be willing to learn continuously with humility. She hope in the coming year to help more downline team members become good leaders, so that everyone can share in the joy of running a USANA business… for life.



Sincere Gratitude

Amy would like to extend her greatest gratitude to Mrs. Chan, Wendy Ng, Zhou Min Li, Tian Zi Lan and the support of her entire team.



Livia Chan & Prof. David M.C. Chan

新晉黃金董事

NEW GOLD DIRECTORS

醫護人員
Healthcare Professionals

加入 USANA
Joined USANA: 12/2002

銀董事
Silver Directors: 07/2008

黃金董事
Gold Directors: 07/2008

古語有云：聽君一席話，勝讀十年書，與新晉黃金董事Livia Chan 及Prof. David M.C. Chan作訪問是一件非常愉快的事，因為您不消多說，Livia和Prof. Chan便會以醫護人員的專業角度，精闢地向您分析現今的醫療發展趨勢、預防疾病的保健方法，與及USANA產品之優勢。專業的分析及積極分享的態度，最終為Livia和Prof. Chan贏得了黃金董事的榮函。

當專業遇上專業

不同人士會按照不同的原則，選擇營養產品。部份人士會考慮產品的價格、原產地及品牌，但Prof. Chan卻認為採用最專業、最優質的產品才是明智之選。「選擇USANA並非偶然，作為專業的醫護人員，您必須對現今的醫療發展與營養學有一定的認知，而USANA正是眾多研發營養產品的生產商中，少數按照藥物優質生產標準製造，而且具有功效保證的營養產品生產商，因此我們不假思索便選擇了專業的代表—USANA。」Prof. Chan分享道。

健康創富　助人助己

與過去不同，現今大部份人求診不只為了治病。當中不少人求診是為了改善身體的健康狀況，並尋求專業的保健指引。「我們的生活一切都在改變，潮流在變、氣候在變、醫療的趨勢也在變，人怎麼能不採取積極的態度，只管醉心工作而忽視健康防禦的重要呢？而USANA的營養補充品不單止能夠提升大眾的健康和活力，更可以為使用者提供全面的多元化保護，以對抗游離基的破壞。」Prof. Chan 坦然一向只是抱著幫助別人及朋友改善生活及健康為出發點，但不知不覺間竟然建立了一支強大的團隊，實在是他們意料之外的。憑著Prof. Chan的專業知識及幫助別人的精神，最終造就今日的成功。

衷心感謝

Livia Chan & Prof. David M.C. Chan藉此衷心感謝 Mable & Vincent Chan 的協助和支持。

As an old saying goes "Listening to an experienced talk of a learned person is better than 10 years of study by book". It was really enjoyable to talk with our new Gold Directors Livia Chan and Prof. David M.C. Chan as they possess a thorough understanding on the current medical field, knowledge on medical care as well as the strength of USANA products. Their professionalism and sincerity also helped Livia and Prof. Chan in their Gold advancement.

When Professional Meets Professional

A growing variety of nutritional products are available in the market. When choosing products, consumers will often focus on the pricing, place of origin or brand. However, for Prof. Chan, choosing the highest quality, science-based USANA products is the wisest choice. "We didn't choose USANA by chance. As healthcare professionals, we always keep track of the medical development and the recent trend of Nutriology. Among all the manufacturers, USANA is the company that voluntarily follows Good Manufacturing Practice for pharmaceuticals as the basis for manufacturing and potency guarantee. Without a doubt, we choose USANA." Prof. Chan states.

Win Wealth through Health

In the past, people sought medical consultation for disease prevention, however now people tend to look to medical advice for improving their health. "Our world is ever-changing. People's lifestyles are changing, weather is changing and medical trends are changing. We simply cannot focus on our jobs without realizing the importance of safeguarding our health. USANA is the solution as their products help improve our health and protect our body from oxidative stress!" In the beginning, the couple only wanted to help others by giving professional advice. However, after feeling their USANA spirit, more and more friends have joined them in their mission.

Sincere Gratitude

Livia & Prof. Chan would like to extend their greatest gratitude to Mable & Vincent Chan for their help and support.



Daisy Kam

加入USANA
Joined USANA 11/2007

銀董事
Silver Director 07/2008

職 業
護士

優質產品
物有所值

獎勵計劃
公平、再加入證書給予很大的鼓勵

成功秘訣
主動、積極投入、用心經營業務

衷心感謝
感謝Fanny Ng、Ken Mak、Queenie & David Lau、Queen & Alan To、團隊及家人

Occupation
Nurse

Products
Best value for money

Compensation Plan
Fair; Re-entry certificates highly motivate Distributors to move forward

Key to Success
Initiative; devoted; to do business with heart

Note of Thanks
Special thanks to Fanny Ng, Ken Mak, Queenie & David Lau, Queen & Alan To, teammates and family



Jansen Wong

加入USANA
Joined USANA 07/2006

銀董事
Silver Director 07/2008

職 業
經營生意

優質產品
具有品質保證的優質產品、物有所值

獎勵計劃
公平、鼓勵團隊合作、可提供長遠收入

成功秘訣
謙虛受教、對USANA產品有深入的認識、願意與朋友分享

衷心感謝
感謝Mable & Vincent Chan、Felix Chang及團隊

Occupation
Entrepreneur

Products
First class products with potency guarantee; best value for money

Compensation Plan
Fair; encourage teamwork; help generate long term residual income

Key to Success
Learn with humility; good understanding on USANA products; willing to share with heart

Note of Thanks
Special thanks to Mable & Vincent Chan, Felix Chang and fellow teammates



May Wong

加入USANA
Joined USANA 03/2008

銀董事
Silver Director 08/2008

職 業
經營生意

優質產品
品質優良、價錢合理

獎勵計劃
容易明白

成功秘訣
用愛關心別人

衷心感謝
感謝Ada Chai & Jeff Ng、Queen & Alan To及團隊

Occupation
Entrepreneur

Products
Quality products at reasonable price

Compensation Plan
Easy to understand

Key to Success
Willing to care with heart

Note of Thanks
Special thanks to Ada Chai & Jeff Ng, Queen & Alan To and fellow teammates

Success Showcase
二零零八年六月二十二日至二零零八年八月十六日
From Jun 22, 2008 to Aug 16, 2008

鑽石董事 Diamond Directors

Ada Chai & Jeff Ng
Bing Wong
Liang Ying

紅寶石董事 Ruby Directors

Li Xuemei
Amy Wang
Liu Liujun

黃金董事 Gold Directors

Livia Chan & Prof. David M.C. Chan
Kang Ruihua
Chen Tao
Li Lin

銀董事 Silver Directors

Faith Chen
Zhang Weili
Ma Minhui
Zhu Qiong
Jansen Wong Yam Sang
Lin Suzhen
Liu Zhenhua
Yung Soong The
Hao Hua
Chen Yichang
Xie Mengna

Liu Tong
Ou Rongxin
Shao Zhenli
Pan Wenbo
Liu Guofei
Feng Qingping
Wong Lai Mei
Chen Yuan
Tang Cheng Yon
Luo Xiaozhu
Geng Baolan

Yang Jie
Peng Yuchu
Bai Yan
Daisy Kam Shung Chi
Chen Juanjuan
Zhen Ni
Li Xuhong

董事 Directors

Wang Yumei
Nie Yuying
Liu Dianling
He Kuozu

Huang Yangfeng
Song Qiaoyun
Wang Qiubo
Feng Chong Jian

Huang Zifeng
Huang Siqiong
Yu Bin
Sun Lei

Zhang Lixin
Chen Linzhou

成就者 Achievers

Yang Xiuzhen
Huang Yifan
Guo Meiqing
Tan Dongyi
Zhong Shaping
Bao Minchun
Wu Chuanxiang
Joanna Leung Ying Fan
Lai Hua
Tan Juan

Chen Yitan
Chen Zuzhen
Cao Decai
Liu Lan
Ji Huijing
Lee Lin Tsai Hsuan
Yuen Sai Hung
Lai Wai Kwok
Lin Yanbin
Liu Tao

Zheng Weibo
Chen Guowei
Ou Yangfang
Peng Lihua
Jin Wei
Huang Meilian
Lee Suk Yin
Chen Er Jiao
Wong Woon Chun
Yi Jianxiong

Li Guopeng
Deng Qiwen
Gao Zhan
Feng Chonglian
Wu Wenzhong
Wang Liming
Zhong Liqiu
Poon Lai Yuen
Tsui Ka Wai
Yu Guxiang

Yan Jiang
Fang Xiaodong
Ivan Fung K.
Qu Fengxiang
Chan Kam Ying
Liu Shanhong
Zhang Qingsen
Li Xueliu
Chau Mingwa
Lv Jichun

Simon Wu Hok Yin
Yuen Chi Ming
Chen Yan
Cui Wen
Luo Xiaozhen
Liang Jiajie
Wong Lai Kam
Zhou Shengli Zhuo
Ruby Lu zhu
Le Kexin

Or Lai Lai
Wu Liping
Xu Bo
Yu Hua
He Wei
Huang Tuying
Ni Jiaman
Lin Jintao
Luo Shunyu
Chen Bangxiong

Jiang Shanhong
Guo Suzhen
Xu Rong
Feng Ruobing
Zhou Zongjun
Wang Shuhua
Chen Duanyu
Kong Fan
Cjam Shiu Hing

創業者 Builders

Wong Mei Kuen
Eva Leung Pik Yiu
Noel Fan Wan Ching
Chan Mi Lin
Li Wan Fung
Yu Heng Zhao
Fang Fang
Wang Lixin
Gong Yuanhui
Zhao Chaoying
Yang Guang
Xiao Ming
Gong Shiping
Manly Kwok Man Yee
Zhu Dingyi
Huang Chiu mei
Li Sun
Chen Yumei
Gao Linhua
Luo Qiudi
Weng Rongzhen
Liu Di
Wei Lin
Zhu Guanghui
Sun Canpeng
Fan Qinmin
Li Yuanxin
Cui Zhanhong
Zhang Yuhui
Xia Xiaona
Hui King Ling
Chung Sau Ling
Duan Lizhong
Deng Xiaoyu
Li Oi Man
Ng Wing Mui
Polly Chan Po Shan
Zhong Ye
Wang Ya
Zeng Hui
Zuo Zhimin
Zeng Huifang
Lian Hongmei
Zhong Yuehua
Zhang Hui
Fang Shaorong
Wang Enxia
Kuo Chen Yu Hsiu
Yu Xiaohong
Pang Biling
Li Jiuhui
Xie Ying
Ni Linyu
Li Tu
Liu Hui
Zheng Xiaoyuan
Li Wanqi
Zhang Jian
Ma Zhen
Tang Aping
He Yunkai
Shen Xin
Zhang Yan
Xie Jiuxiang
Li Duanduan
Ha Chun Man
Wang Xiujuan
Hou Qinqi
Luo Boguang
Wen Zhongliang
Wu Liang
Zeng Jinlian

Ma Jie
Xiao Yan
Hu Liangqi
Cheung Chiu Yi
Wu Li Mei
Shi Yan Shou
Zhu Xiaohua
Fu Jin
Mai Yuechan
Mak Yuk Chun
Ou Rui
Lv Yuxia
Kuang Xiaodong
Gu Qijuan
Liu Lirong
Yang Hongyu
Zhong Xingmei
Li Baojuan
Liu Chun Yue
Li Yung
Duan Li
Xie Huixian
You Aizhen
Zhao Jixin
Liu Hongjun
Wu Lifang
Qin Bangquan
Zhang Yuyan
Wong Sau Mang
Li Jinsong
Yang Yanping
Zhao Long
Li Lanhua
Yang Jinyun
Hu Nan
Au Wing Yan
Chen Jun
Chen Xinni
Fang Zhongde
Wu Huiming
Chen Zhifen
Wu Jianli
Jiang Xia
Peng Xiongwei
Chen Jianhua
Zhang Fuqiang
Peng Yuzhen
Wang Hong
Hu Ruiping
Xu Dongli
He Caili
Wang Baoshan
Feng Xingfang
Pan Liqing
Zhang Jiaxu
Cai Jing
Li Zhen
Zhou Hongmei
Yu Qian
Cheung Chau
Zeng Jianlang
He Yanqiu
Yu Tao
Zhou Fenglan
Chai Zhiyi
Chen Suqing
Lin Huijuan
Tan Xiaoyan
Zhou Yun
Li Li
Tian Shimin
Pan Dong

Wong Hung Yuk
Yan Yufang
Chau Lai Lai
He Fen
Li Peng
Lu Shunhui
Li shiqing
We Ximei
Cheung Sin Hung
Fang Heshangyuan
Ho Siu Man
Chai Kar Lam
Gu Huiqi
Pan Ting Yu
Tang Li Li
Li Fengying
Liang Xiao Wen
Ou Ying Yi
Huang Hua
Wang Li Min
Xi Cuirong
Liu Guowei
Wang Cuilan
Lu Xiaofang
Sheng Guiying
Eban Marilyn Decayso
Wu Yinxin
Chen Meilan
Guo Jianyun
Luo Qiyuan
Zhang Nan
Chan Ying Tung
Cheung Chun Heung
Lin Jin Feng
Luo Xiu Lian
Chiu Kwong Fai
Cheung Pang Wah
Li Fangqiang
Qu Change
Li Rongmin
Zhang Sueqing
Huang Xihui
Sheng Shijie
Jing Zhenggang
Zhang Lanyue
Chen Kejia
Xia Rui
Liu Chengliang
Yim Hung
Chiu Kwong Ming
Chiu Kwong Chui
Lee Hoo Wah
Wang Haiyan
Huang Zhongqing
Xia Chunlei
Chen Yu Fen
Wang Hongmin
To Ka Yi
Chen Shugui
Li Cuixia
Liang Ganchao
Zhu Yong Sheng
Huang Mei Rong
Zhang Mushi
Wu Junchang
Xu Yueting
Chai Sin Kwok
Kuang Zhenhua
Chen Ying
Yiu Timying
Yin Jun
Yuan Yanling

Chan Heung Hing
Huo Yu Hong
Ho Lau Siu
Zhang Dingfang
Wei Ling
Hui Ping Ouyang
Zhou Li Ping
Peng Ben Ren
Poon Yuk King
Wang Xiaoqiang
Peter Jong
Kwok Siu Chun
Zhang Renjie
Wang Zhong
Hu Shang De
Chen Jian Guo
Yin Shuang Rong
Zha Yuzhen
Liu Xingwan
Xiong Tianyi
Xing Na Na
Shao Min
Li Wei Ming
Tang Xin Li
Ye Minhong
Xu Hongbin
Qiong Sui Hui Ye
Zhang Lin
Cheng Xiaoyan
Liu Wei
Wang Zheng
Tan Xiaoling
Sun Baoquan
Yang Haibo
Zhao Mingsheng
Bao Xiuli
Liao Haiying
Chen Kai
zhang Linran
Hua Xiao Jian
Chen Donghai
Su Li Li
Zhang Xinghe
Zhang Pengsheng
Zheng Yongmei
Chen Yuming
Zhong Peiwen
Xing Ling
Zheng Pinlan
Chu Yingzi
Qiu Yuanyuan
Guo Yunhong
Gao Hanling
Hu Xubin
Nathan Chan
Lai Suk Lun
Yu Na
David Chen

現在就是成為白金領航員的最佳時機...
Now is your chance to go Platinum...

白金領航員精英榜
Platinum PaceSetter Hall of Fame
由二零零八年六月二十二日至二零零八年八月十六日
From Jun 22, 2008 to Aug 16, 2008

Liu Lifen
Zhang Lixin
Chen Zuning
Zheng Mei
Cheung Hing
Olivia Lee Wah Chen
Lin Ruofeng
Ji Huijing
Wang Zhaoxia
Ou Rui
Chen Gaoxia
Lv Yuxia
Yao Jing
Liu Jingjie
Liu Yumei
Lee Lin Tsai Hsuan
Cheung Lai Wa
Sun Lixuan
Peng Xiaoling
Wang Haiyan

Ma Linjiang
Li Ching Ching
Wang Xiaofan
Li Baojuan
Zhang Shifeng
Shan Shuyuan
Li Tingying
Lu Guilan
Liu Chunyue
Yang Hongyan
Zheng Wanli
Ke Meiyu
Liao Yixin
Zhu Lixin
Yu Huixia
Tan Xiebang
Luo Yirong
Chen Zhuandi
Nie Caiming
Wu Lifang

Li Ping
Tsang Chi Sin
Li Yueliang
Zhang Xin
Li Zhaoxia
Zeng Shiping
Cheng Man Yung
Wang Yulan
Wu Shanhong
Xie Xiaoshan
Zeng Xiaoqin
Huang Jindi
Ding Wenlong
Wang Yinhe
Zhu Yunxia
Yang Yan
Chen Xinni
Liu Guoshu
Huang Yan
Wu Qiyun

Wang Weizhao
Zhao Yinlian
Huang Minhui
Wong Yuk Ching
Sun Min
Zhang Jun
Gao Guangnan
Sun Yuhong
Wang Yueru
Chen Li Yueh
Chen Jianhua
Zhang Liyin
Ji Jinfan
He Mincai
Xiao Huixing
Liu Tao
Lin Xuejuan
Huang Guanping
Paau Kar Ling
Xie Shuming

Ren Yiqin
Liu Zheng
Cui Liyun
Ma Yongming
Din Mei
Liu Linxiao
Cao Yahong
Xu Dongli
Ge Yan
Lu Hong
Yuan Haodong
Guo Xueqin
Wang Baoshan
Qin Lan
Liu Yanxue
Lu Yiyi
Liang Tingli
Pan Liqing
Guo Xiaofeng
Ma Xiaoqing

Xiao Xuehuan
Liang Jinying
Zhou Qiuwei
Emily Yeung Siu Yung
Wang Bishan
Xu Huizhen
Song Shigang
Qian Yu
Cheung Chau
Huang Jiayu
Guo Ailing
Peng Chuanjun
Zhang Lihua
Xian Xiaoling
Yang Jingping
Hao Tingyu
Fanny Cheung Ching Ling

領航員精英榜
PaceSetter Hall of Fame
由二零零八年六月二十二日至二零零八年八月十六日
From Jun 22, 2008 to Aug 16, 2008

Wong Lai Mei
Lam So Lan
Guo Guangping
Gu Qijuan
Huang Guoying
Yin Jiangbuo
Zhong Huixing
Wu Shen
Zhao Xuan
Tang Liping
Zheng Shihong
Yuen Siu Hung
Hong Ling Xian
Chen Yu
Sze Lee Ting
Zheng Li
Mu Zhanquan
Wang Juan

Zhao Xiaoling
Yang Xiaoyan
Lin Han
Yang Yanping
Yue Qinmei
Zhang Liqin
Zhao Long
Peng Liqiong
Wenlong Ding
Hu Bei
Cen Zhaohui
Xie Xinjiao
Zhang Yanping
Lina Ma
Huang Yubo
Luo Xiaozhu
Bi Yuzhi
Su Guirong

Wang Xiuxian
Cheng Tao
Zhang Fuqiang
Li Tie
Xie Huiyun
Au Yiu
Wang Husheng
Guo Xueqin
Leung Ka Yin
Wang Xin
Dong Hongxia
Zhang Jiaxu
Lin Meihui
Jiang Yanna
Peng Juan
To Hah Lok
Mou Yongchuan
Ye Yueyun

Fu Jingqing
Xu Yun
Yang Hua
Chai Zhiyi
Yang Haoying
Chen Suqing
Wen Qingsong
Wu Ning
Yang Linna
Yan Bihong
Wang Feie
Xu Jianguo
Yang Yang
Pan Jibin
Wong Hung Yuk
Li Wenxiu
Zhang Qiongxian
Zeng Jiandi

Fang Heshangyuan
Cao Zhiyuan
Li Fengying
Teresa Tang Tze Kwan
Winnie Wing Lai Wah
Zhang Qiongyuan
Gao Hanling

網上服務**精華遊**
Online Services **Highlight Tour**



有否想過足不出戶，
便可以發展一門潛力無限的生意？
透過USANA的網上系統，
您可以安坐家中，輕鬆地進行購物、
保薦及下線管理等活動，程序方便簡單，
讓您更快一步，拓展生意網絡。
現在讓我們帶您一同檢視多元化的網上服務吧！



Have you ever thought about operating a
business with unlimited potential from home?
Now it's easy with USANA's online service system
you can stay home and manage your business.
The system is both simple and reliable,
and lets you expand your business efficiently.
Get ready as we take a quick tour
around our website!

會員網站 - USANAtoday

您可以從USANA.com 取得公司資料及產品資料外，亦可以從www.usanatoday.com登入會員網站；透過我們的會員網站，您可以瀏覽本公司的最新推廣活動及公司資訊。您亦可以於USANAtoday 網站進行網上購物、保薦、更改自動訂貨資料及查看分數等活動。

At USANA.com, you can obtain company information and product details. You can also log on to our member website – USANAtoday at www.usanatoday.com. In USANAtoday, you can get the latest information of different promotion activities and policy updates. Through our system you can also process online shopping, enrollment, change your Autoship (APO) setting and check your Sales Volume Points (SVP).

最受用家歡迎的網上服務
Most Popular Online Services among Users



1 網上購物

只需四個簡單步驟，便可以輕鬆購物。即使您身在海外，亦無需擔心購貨、追分等問題。於網上購物每滿港幣$1,000或以上，更可尊享港幣$15網上交易折扣！（詳細步驟請參閱《網上購物使用手冊》）

Online Shopping

4-easy-step to order online! Even when you are overseas, you don't have to worry about your products running out. You can even get HK$15 OFF any single online purchase of HK$1,000 or above! (Details please refer to "Online Shopping Guide")

2 網上保薦

您可以安坐家中，利用網上系統保薦朋友成為直銷商，加入USANA的大家庭！（詳細步驟請參閱今期附送的《網上保薦 step by step》）

Online Enrollment

Expand your business online! Enroll your friends to join USANA and become a Distributor like you! (Details please refer to "Online Enrollment Step by Step")

我們每月都會舉辦有關網上購物、保薦及下線管理的公開講座，助您更深入了解網上服務。香港區服務中心亦有人員協助各直銷商使用網上系統，解答各位的疑難。如您有任何關於網上服務的查詢，歡迎致電技術支援部 (852) 2162 1812。
Every month, we have Open Meetings related to online shopping, enrollment and Downline Management that are beneficial to your understanding of our online services. Our technical support team is always here to assist you to access our online system and solve your problems. Should you have any enquiries, feel free to call our technical support team at (852) 2162 1812.

更改自動訂貨二步曲
2-Easy-Step to Change APO Setting

3 網上更改自動訂貨 (APO)

步驟簡易，讓您可以輕鬆並迅速地查看或更改閣下的自動訂貨內容。

STEP 1:

選擇您的語言，然後按**變更**。

Choose your preferred language. Then click **Change**.





Autoship (APO)

You can access your APO information quickly and change your APO setting just by 2 easy steps!

STEP 2:

更改您的自動訂貨數量、貨品種類或出貨地址，然後按**儲存變更**。

Change your APO setting then click **Save Changes**.



4 於**「創富無限」**一欄，您除了可以下載所有現用的表格及四星期運轉週期日曆外，亦可以找到各類型的報告及紀錄，助您即時掌握業務資訊。

5 **「表揚與獎勵」**內容包括每週新晉董事名錄及全球董事名人榜，並收錄各新晉董事的成功故事。

6 按此可以下載本公司的**公開講座時間表**。

7 在**「Message Center」**一欄，您可以快速查看自己商務中心的分數(最多可以查看3個商務中心的分數)。您亦可以免費查看您的對等獎金分數。

8 您可以按此下載USANA香港最新一期的雙月刊。

4 Under **"Income Maximizer™"**, you can download the Rolling Calendar and different kinds of Forms. Useful information like Volume Report and Distributor Earnings Report can also be found.

5 Under the section of **"Recognition"**, you can get the latest Weekly Advancement report and the success stories of Distributors.

6 Click here to download our **Open Meeting Schedule**.

7 Under **"Message Center"**, you can quickly access your Business Center's Sales Volume Points (SVP) (Maximum 3 Business Centers can be shown). You can also find your Matching Bonus information.

8 Click here and download the latest bi-monthly Advancement Magazine of USANA Hong Kong.

USANA ASIA PACIFIC LEADERSHIP Summit

峇里

尊尚體驗之旅

An Ultimate Experience in Bali



亞太區領袖獎勵計劃 2009

Asia Pacific Leadership Summit 2009

May 28 – June 2, 2009





星期日	星期一	星期二	星期三	星期四	星期五	星期六
九月 31	細述USANA 網上入會及購物須知 7:30pm - 8:30pm 主講： USANA系統支援 Kim Yeung 1	USANA新制度 - 對等獎金 及 菁英紅利 7:30pm - 8:30pm 主講： 直銷商服務總監 Lesley Law 網絡拓展總監 Viola Wong 2	重整健康由飲食開始 7:30pm - 8:30pm 主講： 紅寶石董事 Fanny Ng 註冊營養師 Alan Chan 3	Health & Freedom Night (USANA OPP) (English) 7:30pm - 8:30pm Speaker: 1-Star Diamond Director Maureen Chu 4	與您分享奧米加-3 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 5	USANA HEALTH SCIENCES 6
7	USANA新制度 - 對等獎金 及 菁英紅利 (國語) 7:30pm - 8:30pm 主講： USANA台灣/香港區域總經理 Sherman Ying 8	USANA HEALTH SCIENCES 9	USANA HEALTH SCIENCES 10	關節炎的傷害 2:30pm - 3:30pm 主講： 註冊營養師 Tyson Ng SRD 11	月肝肝 心不慌 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 12	USANA新制度 - 對等獎金 及 菁英紅利 3:00pm - 4:00pm 主講： 網絡拓展總監 Viola Wong 13
14	中秋節翌日 公眾假期 直銷商服務中心 休息 15	USANA新制度 - 對等獎金 及 菁英紅利 7:30pm - 8:30pm 主講： 直銷商服務總監 Lesley Law 網絡拓展總監 Viola Wong 16	USANA獎勵計劃的優勢 7:30pm - 8:30pm 主講： 十一星鑽石董事 Rita Hui 17	健康與自由之夜 (USANA OPP) 7:30pm - 8:30pm 主講： 五星鑽石董事 Alan To 鑽石董事 Bing Wong 紅寶石董事 Fanny Ng 18	USANA皇牌產品 - 葡萄籽精華 7:30pm - 8:30pm 主講： 一星鑽石董事 Maureen Chu 19	USANA產品全面睇 3:00pm - 4:00pm 主講： 註冊營養師 Tyson Ng SRD 20
21	DLM應用教室 7:30pm - 8:30pm 主講： USANA系統支援 Kim Yeung 22	USANA皇牌產品 - 基本營養素Essentials™ 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 23	Sensé美的根源 7:30pm - 8:30pm 主講： 國際專業美容師執照 網絡拓展總監 Viola Wong 24	健康與自由之夜 (USANA OPP) 7:30pm - 8:30pm 主講： 鑽石董事 Queenie & David Lau 紅寶石董事 Michael Wong 25	認識睡眠窒息症 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 26	USANA HEALTH SCIENCES 27
28	USANA HEALTH SCIENCES 29	USANA新制度 - 對等獎金 及 菁英紅利 7:30pm - 8:30pm 主講： 直銷商服務總監 Lesley Law 網絡拓展總監 Viola Wong 30	國慶日 公眾假期 直銷商服務中心 休息 1	健康與自由之夜 (USANA OPP) 7:30pm - 8:30pm 主講： 一星鑽石董事 Maureen Chu 2	與脂肪一筆勾銷 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 3	USANA HEALTH SCIENCES 4
十月 5	細述USANA 網上入會及購物須知 7:30pm - 8:30pm 主講： USANA系統支援 Kim Yeung 6	重陽節 公眾假期 直銷商服務中心 休息 7	凝聚您的團隊力量 7:30pm - 8:30pm 主講： 五星鑽石董事 Alan To 鑽石董事 Bing Wong 8	Health & Freedom Night (USANA OPP) (English) 7:30pm - 8:30pm Speaker: Ruby Director Rosemary Barnett 9	USANA獎勵計劃的優勢 (國語) 7:30pm - 8:30pm 主講： 十一星鑽石董事 Rita Hui 10	USANA新制度 - 對等獎金 及 菁英紅利 3:00pm - 4:00pm 主講： USANA香港總經理 Anita Shen 網絡拓展總監 Viola Wong 11
12	USANA香港 9週年慶祝晚會 7:30pm-9:30pm 香港洲際酒店大禮堂 嘉賓: USANA創辦人兼主席 華斯博士 13	USANA新制度 - 對等獎金 及 菁英紅利 (國語) 7:30pm - 8:30pm 主講： USANA台灣/香港區域總經理 Sherman Ying 14	USANA皇牌產品 - 基本營養素Essentials™ 7:30pm - 8:30pm 主講： 一星鑽石董事 Maureen Chu 15	健康與自由之夜 (USANA OPP) 7:30pm - 8:30pm 主講： 鑽石董事 David Lau 紅寶石董事 Fanny Ng 紅寶石董事 Sandy Wong 16	USANA產品全面睇 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 17	USANA產品全面睇 3:00pm - 4:00pm 主講： 註冊營養師 Tyson Ng SRD 18
19	USANA新制度 - 對等獎金 及 菁英紅利 2:30pm - 3:30pm 主講： USANA香港總經理 Anita Shen 網絡拓展總監 Viola Wong 20	濕疹的成因及舒緩方法 2:30pm - 3:30pm 主講： 註冊營養師 Tyson Ng SRD 21	Sensé美的根源 7:30pm - 8:30pm 主講： 國際專業美容師執照 網絡拓展總監 Viola Wong 22	Health & Freedom Night (USANA OPP) (English) 7:30pm - 8:30pm Speaker: Diamond Director David Lau 23	老人痴呆症的成因 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 24	USANA HEALTH SCIENCES 25
26	DLM應用教室 7:30pm - 8:30pm 主講： USANA系統支援 Kim Yeung 27	USANA新制度 - 對等獎金 及 菁英紅利 7:30pm - 8:30pm 主講： USANA香港總經理 Anita Shen 直銷商服務總監 Lesley Law 網絡拓展總監 Viola Wong 28	直腸癌與飲食的關係 7:30pm - 8:30pm 主講： 註冊營養師 Tyson Ng SRD 29	健康與自由之夜 (USANA OPP) 7:30pm - 8:30pm 主講： 五星鑽石董事 Alan To 鑽石董事 Bing Wong 鑽石董事 Ada Chai 30	心臟健康的重要 2:30pm - 3:30pm 主講： 註冊營養師 Tyson Ng SRD 31	USANA HEALTH SCIENCES 1

週期一 週期二 週期三 週期四 USANA HEALTH SCIENCES

**如有任何更改，恕不另行通知。

並肩同創「領」帶動豐厚獎賞

Earn Your Matching Bonus Now!



對等獎金 "Matching Bonus"

細胞式獎勵計劃新制度 USANA Compensation Plan Enhancement

自2008年8月23日起，USANA公司在細胞式獎勵計劃中新增加一項「**對等獎金**」。

Effective from August 23, 2008, USANA is adding a new **"Matching Bonus"** to help create a new possibility of income for Distributors.

凡2008年8月23日以後新加入的直銷商，在成為「白金領航員」後，其「保薦人」將可獲得新直銷商自加入之後32週內 (加入當週即為第一週) 所獲得佣金分數25%至100%的「**對等獎金**」。

A Distributor earns a weekly bonus which matches the Commissionable Volume Points (CVP) of each new Platinum PaceSetter (joined after August 23, 2008) he or she sponsors, for their first 32 weeks in running the business. All commissions start at the application date, as the first commission week.

保薦人身份 Sponsoring Distributor	新直銷商身份 New Distributor	保薦人所獲的「對等獎金」為新直銷商的基本佣金分數之: Proportion of the New Distributor's Basic Commission Points that the Sponsor receives
白金領航員 Platinum PaceSetter	PLATINUM 白金領航員 Platinum PaceSetter	100 %
領航員 PaceSetter		50 %
非白金領航員及非領航員 Neither		25 %

詳情請參閱推廣海報 Please refer to the promotion poster for further details.

USANA升級獎勵計劃







藉 USANA 賺取收入的六個途徑

USANA細胞式獎勵計劃
2008年8月23日修訂版

透過USANA細胞式獎勵計劃，您已可從零售、業務佣金、領袖紅利及獎勵計劃賺取豐厚的收入，而USANA更由2008年8月23日起新增兩大途徑，讓您在蓬勃發展的事業上獲得更多回報！

1. **零售**
   賺取批發與零售差價的利潤。
2. **業務佣金**
   從您的顧客與您團隊的銷售額賺取高達20%的起始佣金。
3. **對等獎金** 新制度
   領取您所保薦並成為白金領航員之獨立直銷商八個月 (32週) 內最高達100% 的銷售額對等獎金。
4. **獎勵**
   透過 USANA 豐盛的獎勵辦法，獲得豪華旅遊、獎品、甚至是額外的現金之獎勵。
5. **領袖紅利**
   從USANA每週的全球團體銷售總額中撥出3%作為領袖紅利 。
6. **菁英紅利** 新制度
   從USANA每季的全球總銷售額中提撥1%分享給業績收入前25名的獎賞，增加您的收入。

USANA細胞式獎勵計劃 - 兩項新制度

對等獎金

凡2008年8月23日以後新加入的直銷商，在成為「白金領航員」後，其「保薦人」將可獲得新直銷商自加入之後32週內（加入當週即為第一週）所獲得佣金分數 25% 至 100% 的「對等獎金」：

- 若「保薦人」是「白金領航員」，將獲得佣金分數 100% 的「對等獎金」。
- 若「保薦人」是「領航員」，將獲得佣金分數 50% 的「對等獎金」。
- 若「保薦人」既不是「白金領航員」，也不是「領航員」，將獲得佣金分數25%的「對等獎金」。



菁英紅利

每一季，公司都會以全球銷售額之1%，計算為全球最高收入之首25戶直銷商之「菁英紅利」。這25戶直銷商在上一季於全球最高收入之排名、當季的實際收入和相對去年同一季的佣金分數成長，將決定他們可獲得的紅利金額。

請登入 www.USANAtoday.com 查看有關這些新增途徑的詳情。
須受有關條款及細則所約束。如條款及細則之中文及英文版本有任何差異，一切以英文版本為準。

成功的全職USANA獨立直銷商(黃金級以上董事)的每人平均年收入是91,800美元，而每個月只賺到一張佣金支票的人的年收入平均是23,225美元。調查顯示，有83%的獨立直銷商表示，他們加入USANA都是為了「改善他們的健康」。其餘的人當中，雖然有56%表示他們的加入並不是要「取代他們原來的工作」，但還是有21%的人每個月至少賺到一張佣金支票；這些人當中41%已經成為獨立直銷商至少一年以上，而66%已晉升至黃金董事以上者則被視為全職。這些數字不能當做您實際收入或利潤之保證。要在USANA獲得成功，唯有透過不斷的付出，那就需要努力工作、殷勤、和領導才華。如果把所有126,146名登記為獨立直銷商— 包括未建立活躍商務中心的(只是當做批發買家)，剛加入的(即便只加入一天)，和那些剛剛開始建立顧客資料的一都算在內，則其年收入平均仍有734.27美元，這其中超過三分之一的人賺到一張佣金支票，而目前有115位獨立直銷商已賺到一百萬美元了。

USANA HEALTH SCIENCES

USANA Compensation Plan Enhancement







Six Ways to Earn Income with USANA

USANA Cellular Compensation Plan
August 23, 2008 Edition

You already know that you can earn a great income with USANA through retail sales, weekly commissions, Leadership Bonuses, and incredible incentives. And now, USANA has added two new ways to help you earn even more money in your thriving business!

1. **Retail Sales**
   Earn profits on the difference between wholesale and retail.
2. **Distributor Commissions**
   Earn a starting commission up to 20% from your customers and the sales volume of your team.
3. **Matching Bonus** — New
   Receive up to a 100% matching bonus for eight months (32 weeks) on the sales volume of Associates you enroll who become Platinum PaceSetters.
4. **Incentives**
   Be rewarded with luxury travel, prizes, and even extra cash through USANA's generous incentive programs.
5. **Leadership Bonus**
   Participate in USANA's 3% worldwide weekly bonus pool.
6. **Elite Bonus** — New
   Enrich your income with USANA's 1% quarterly bonus shared among the top 25 income earners.

TWO Enhancements in USANA Cellullar Compensation Plan

Matching Bonus

Associates can receive up to a 100% Matching Bonus for eight months (32 weeks) on the sales volume of other Associates they enroll after August 23, 2008 who become Platinum PaceSetters.

The Matching Bonus percentage earned is based on the following criteria:

- If the sponsoring Distributor is a Platinum PaceSetter, the sponsor will earn a 100% Matching Bonus.
- If the sponsoring Distributor is a PaceSetter, the sponsor will earn a 50% Matching Bonus.
- If the sponsoring Distributor is neither a PaceSetter nor a Platinum PaceSetter, the sponsor will earn a 25% Matching Bonus.



Elite Bonus

Each quarter, one percent of the total company Sales Volume Points is divided among the top 25 income earners. The amount an individual earns depends upon his or her position in the previous quarter, his or her actual earnings for the existing quarter, and the absolute growth in Commissionable Volume Points he or she achieves over the corresponding quarter of the prior year.

Log on to www.USANAtoday.com for more details on these great new additions.
The above plan is subject to the relevant Terms & Conditions. If there should be disputes in the interpretation of the Terms & Conditions, the English-language version shall be final.

US$91,800 is the average yearly income for an established, full-time USANA Associate (Gold Director and above). US$23,225 is the annual average of those who earned as little as one commission check each month. Surveys show that 83% of all Associates self-report they joined USANA to "improve their health." Of those remaining, 21% earned a check at least once a month even though 56% reported they were not joining to "replace their full-time income." Of those that were, 41% have been Associates for at least one year and 56% are considered full time with the title of Gold Director or above. These figures shown should not be considered as guarantees or projections of your actual earnings or profits. Success with USANA results only from successful sales efforts, which require hard work, diligence, and leadership. If you include all 126,146 with the title of Associate, which includes Associates not actively building a business (acting as wholesale buyers), Associates who just joined (as little as one day), and those who are just beginning to build their customer base, the average yearly income is still US$734.27, with more than one in three earning a check.

USANA HEALTH SCIENCES