

真正的财富

# truewealth

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**Why working hard & saving hard may not be enough?**

**Which home-based business is voted #1 year-after-year since 1997?**

Health & Freedom  
Newspaper MALAYSIA



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马来西亚直销协会会员

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# I Work Hard & Save Hard But is it enough?

## 辛勤工作，努力储蓄 是否足够呢？

Malaysians are ill-prepared for retirement. Most underestimate the amount of savings they require to live comfortably in their golden years. As life expectancies continue to improve, and costs continue to rise, there is a real concern that the EPF nest-egg alone will not be sufficient for most, in their old age, to maintain the lifestyle they are accustomed to.

With Malaysians already saving a bigger portion of their income than people of most other nations – the solution is not to save more, but to earn multiple streams of income.

马来西亚人一般都没有妥善的退休计划。很多人都低估了理想退休生活所需的费用。由于预计人的寿命越来越长，而物价却不断上升，因此，单单靠公积金实在不足以保证晚年仍可享受现时享有的生活水平。

相对其他国家来说，马来西亚人的储蓄高，消费更高，所以仅仅增加储蓄是远远不够的，而是要寻找更多收入来源。



## Globalisation Lowers Job Security

### 全球一体化 影响就业前景

Economists forecast that in a fast-changing, knowledge-driven world, the new generation of workers will see their work skills become obsolete at least once within their career. Many people will find work opportunities diminishing as they age.

Globalisation can make jobs even less secure. Many jobs in Malaysia will increasingly be outsourced to lower-cost countries; and economic turmoil in a country half the way across the globe can affect your career here at home.

Earning multiple streams of income spreads your risk.

经济学家估计，在这瞬息万变、知识导向的世界，在年轻一辈的整个职业生涯中，最少会有一次因技术转型而遭受淘汰。随着年龄的增长，工作机会亦会舍您而去。

全球一体化将影响就业前景。马来西亚人将面临低成本国家的竞争，而失去工作机会；甚至，远在地球另一边的国家出现经济动荡，亦会影响马来西亚的就业情况。

增加收入来源有助减轻风险。

## Caring for The Family

But how much time do you spend with your loved ones?

### 照顾家庭

您每天与家人共享天伦的时间又有多少？



Many Malaysian families have both parents working – leaving the care of their children and older folks in the hands of maids or care centres.

As your children grow, and your parents age, how often are you there for them when they need you?

夫妇二人出外工作，而把照顾子女和长辈的责任托付给佣人或看护中心，这是很多马来西亚家庭的写照。

孩子一天一天成长，父母亦一天一天地衰老，可是，在他们最需要您的时候，您又是否能够相伴左右？



## Can life be better ?

What will you be doing differently today... if time and money are of no object?

生活可否更美满？

如果时间和金钱都不成问题...您今天会做些什么事情？



# Smarter Ways to Earn 明智的赚钱方法

## 1. Leverage Your Income

Professionals and employees trade their own time and effort for money. But there is a limit to how much wealth one can accumulate this way.

"Leverage" has always been the secret of the world's wealthiest individuals. They understand that the combined time and effort of many people always offer a much bigger income potential than what one can earn alone.

## 2. Create A Residual Income Stream

Workers get paid each hour, each week, or each month that they provide a service.

Smart people continue to earn into the future, based on their efforts and the efforts of others in their organisations. This residual value gives them not only the money, but the time freedom to enjoy it too.

## 1. 杠杆式收入

上班族以时间和劳力来赚取金钱。可是，这种赚钱方法的创富能力，实在有限。

「杠杆式收入」一直是全球最富有人士的创富良策。他们明白，与其孤军作战，倒不如集合众人的时间和精力，所赚取的收入和前景必然更为可观。

## 2. 创造持续收入来源

普通人的工资是以每小时、每星期或每月来计算。

明智的人可借着自己及他们组织所付出的努力，而在将来可享有不断的收入。这种创造持续收入的方法，不但能带给他们财富，更能给他们享受人生的时间。



## The Wellness Boom

Are you capitalising on the next trillion-dollar industry?

## 健康与优质生活

您能成功掌握下一个兆亿美元产业的机遇吗？



The ageing of baby boomers will lead to a boom in the health and wellness industry. World-renowned economist and trend-forecaster Paul Zane Pilzer predicted, "When I look forward to the year 2010, I see a clear one-trillion-dollar business just in the growth of the existing products and services in the wellness industry."

In starting a business, the wise go with a world-class product or service in a fast growing category.

战后婴儿潮出生的人渐渐衰老，由于他们特别注重健康，于是，带动了健康产业的蓬勃发展。世界知名经济学家及趋势预言Paul Zane Pilzer 预测：「展望2010年，现有的健康产业将增长至一兆亿美元。」

明智的人做生意，会选择迅速发展的行业和世界级的优质产品或服务。

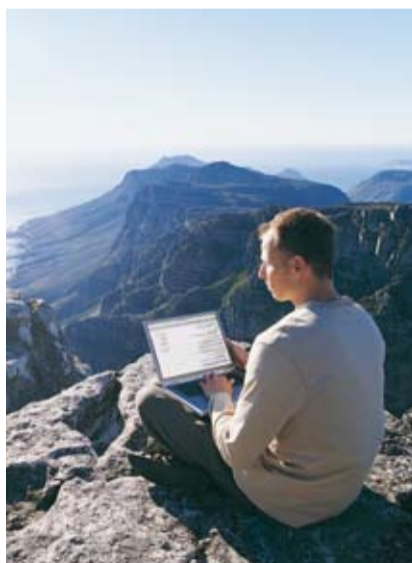
## Network Marketing

## 网络营销 潜力无限

Despite prejudices and misinformation, the network marketing industry has grown to over US\$1 billion in revenue.

In essence, network marketing companies take advantage of the increasing cost of advertising and distributing products through traditional channels, and create an alternative that rewards individuals for promoting their products through word-of-mouth. Distributors are compensated not only for selling products, but also for training others in their team to do the same.

**A good Network Marketing company provides ordinary people a legitimate home-based business that builds income with excellent leverage and residual value.**



网络营销业之所以成为总值超过一亿美元的产业，原因是传统销售渠道的广告和分销成本，已变得愈来愈昂贵，而网络营销公司却可透过产品的口碑，以口耳相传的方法去销售产品。直销商更可因销售产品和训练组员，而得到报酬。

一家优秀的网络营销公司，能为平凡人提供在家经营生意的途径，从而赚取杠杆式的持续收入。

## Thriving in the 21<sup>st</sup> Century 二十一世纪求存致富之道

The 21st century is unlike anything any of us could have imagined, even in our wildest dreams. To survive and thrive, you will need to make your career fireproof, to go from employee to owner, from frustration to motivation, to make changes work for you, rather than against you, and to take charge of your life.

The kind of professional career each of us needs to be looking for is an organisation that offers the following:

- ✓ a clear and elevating mission to help improve the quality of life
- ✓ the finest quality products or services in the industry it serves
- ✓ an environment that fosters empowerment
- ✓ the opportunity to succeed on one's own terms and merits
- ✓ and finally, a growth opportunity that is soundly capitalised, with staying power, resources, and integrity weighed before profit as the ultimate bottom line.

If you want to jump into the "entrepreneur reality", I encourage you to consider the USANA opportunity. You'll find that through USANA, your state of mind, state of health and state of lifestyle will accelerate very quickly to a level enjoyed only by those who become the CEOs of their own lives.

USANA Health Sciences在二十一世纪的迅猛发展，已超乎一般人的想象。如要保持自己的竞争优势，便必须令事业屹立不倒，要从营营役役的受薪阶层晋身为资本家，由意志消沉变为动力澎湃，将转变视作生机而非危机，就要主宰自身的命运。

以下是一间有诚信的公司所应具备的特点：

- 有清晰而崇高的使命，可助您改善生活质量
- 无论在产品质量及服务方面，均为业界最佳之选
- 一个赋予人们力量和信心的环境
- 一个人们可运用自己的专长和努力而成功的机会
- 最后，是一个您可充分掌握的成长机会。这机会较赚取金钱更重要，而且更应是永恒而可行的。

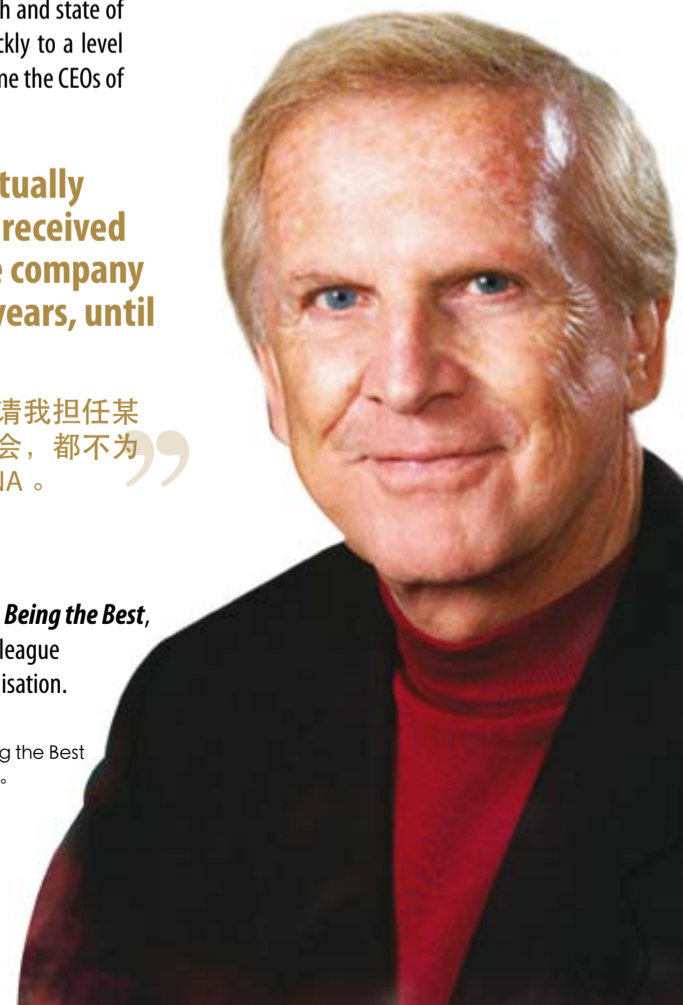
如果您希望成为企业家，我建议您考虑USANA的事业机会。在USANA，您会发现无论您的理想、健康和生活模式，都能迅速提升，您的人生将到达另一境界，这境界只有懂得掌握自己命运的人才可以享有。他们可能由雇员而摇身成为企业家，亦有从经济转型的受害者摇身变为成功人士。

**"I've turned down virtually every invitation I've received to represent a single company or product over the years, until I discovered USANA."**

多年以来，我对所有邀请我担任某公司或产品代言人的机会，都不为所动，直至我找到USANA。

The author of global bestsellers *The Psychology of Winning* and *Being the Best*, Denis Waitley is a protégé and colleague of giants in the field of self-actualisation.

韦利博士为全球畅销书 *The Psychology of Winning* 及 *Being the Best* 的作者，亦为自我实现理论的倡导者。



# #1 Distributor's Choice for Ten Years Running



## 连续十年获选为直销商最佳之选

In 1992, a microbiologist and immunologist Myron Wentz Ph.D. started a company dedicated "to manufacturing the highest quality nutritional products without compromise."

The company he created, USANA Health Sciences, is voted the #1 "Distributor's Choice" by readers of *Network Marketing Today: The MLM Insider Magazine* Vol. XVII, Issue 1 – for 10 years running!

Find out why people over the world choose to build true wealth with USANA.

微生物学家及免疫学家麦伦华斯博士于1992年创立一家专门以制造最优质营养产品为宗旨的公司。

那公司就是USANA Health Sciences, 连续十年获*Network Marketing Today: The MLM Insider Magazine*数量XVII, 出版一选为“直销商最佳之选”!

为什么全世界越来越多的人都愿意与USANA一起创造“真正财富”?

# Why? 为什么?



## 1

### An Unquestioned Devotion to Quality

质量力求完美，永不妥协



USANA® products are formulated and manufactured to standards that exceed many nutritional products on the market. Many doctors, health professionals and world-class athletes trust their health to USANA.



USANA产品的配方及制作水平，均远胜市场上无数营养产品。许多医生、医护人员和国际顶尖的运动员都信赖USANA来维持身体健康。

## 2

### A World of 'Seamless' Opportunity

国际接轨，商机无限



18 years, 14 markets, and MORE to look forward to!  
18年经验, 14个市场, 机会不断涌现!

USANA pays on sales volume generated worldwide in a single, seamless commission plan. With 14 markets opened, and others to come on-stream, USANA offers the rare combination of a proven record of international success and vast opportunity for growth.

特许专营商可透过销售产品，根据一个全球无国界之分的佣金制度而赚取收入。USANA目前已在十四个国家展开业务，在未来日子中亦会不断开拓市场。我们在国际上的成功已有目共睹，发展潜力不容置疑。

People feel proud to recommend USANA products to their family and friends.

人们把USANA产品向亲友分享时，均引以为荣。

People give the thumbs up to USANA's forward growth potential.

USANA的发展潜能，获得一致肯定。

# 3

## A Global Family that Cares

成员遍四海，爱心传千里



Led by its founder, Dr Wentz' passion for helping children in need, the USANA family has contributed US\$ 2.247 million to the Children's Hunger Fund since 2001. Through these donations, children in many poor areas of the world receive food, health and love.



向儿童饥饿基金的捐款，突破二百四十万美元，华斯博士甚为关注苦难中儿童的福祉，自二零零一年至今，USANA大家庭已累积向儿童饥饿基金捐献2,247,000美元，令世界各地无数贫苦儿童得到食物供应、医疗服务及爱心关怀。



USANA全心全意为一个有意义的目标而努力，实在令人欣赏。



CHILDREN'S HUNGER FUND

People are drawn to USANA's dedication to a worthy cause.

USANA全心全意为一个有意义的目标而努力，实在令人欣赏。

# 4

## A Pay Plan that Builds Real Residual Income

透过优秀的奖励计划，建立持续收入

Many network marketing opportunities pay a lot to the fortunate few at the top of the hierarchy, and set high demands that the average person has little chance of attaining.

在不少网络营销公司，只有处于顶端的人士才可赚取丰厚佣金。它们的奖励计划让普通人很难达成。

The USANA pay plan is unique in its transparency, fairness and workability. The next pages show how it promotes stable income by helping the average person to do well!

USANA的奖励计划设计完善，透明度高，公平而又容易实践。下一页将为您介绍USANA奖励计划的赚取佣金途径。

要自己成功，必须协助下线成功。

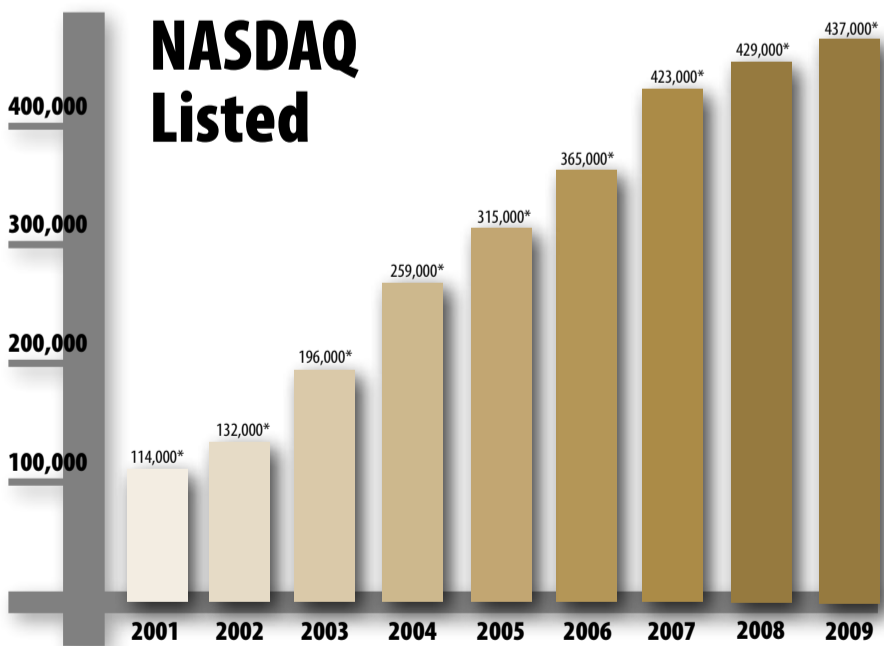


People understand they can only succeed when the average person down their network can.

人们都明白，只有在大多数下线成功时，您才会成功。

# 5 An Enviably Record of Financial Strength

## 实力雄厚，载誉而来



\*Net Revenue in thousand US dollars 净收入 (以一千美元计算)

Few network marketing companies show a consistent growth, or as stable a financial position, as USANA.

USANA的持续增长和稳健财务状况，是其它网络营销公司所无法比拟的。

- ✓ Listed on the NASDAQ, USANA is a member of the Russell 3000 Index.
- ✓ The company records consistent sales and profit growth.
- ✓ **BusinessWeek** ranks USANA No.3 among its "100 Hot Growth Companies" of 2005. No direct selling company ranks higher.
- ✓ **Forbes** ranks USANA No. 5 on its 2005 list of "200 Best Small Companies" in America. Again, no direct selling company ranks higher.

- ✓ USANA的股票在纳斯达克股票市场成交。USANA入选Russell 3000指数。
- ✓ 公司业绩及利润持续增长。
- ✓ USANA于二零零五年登上商业周刊(BusinessWeek)杂志「一百家增长最迅速公司排行榜」第三位，是榜上排名最高的网络营销公司。
- ✓ USANA于二零零五年登上美国福布斯(Forbes)杂志「二百家最佳小型公司荣誉榜」第五位。同样地，USANA是榜上排名最高的网络营销公司。

People choose USANA for peace of mind – knowing that the company is financially stable with an excellent management team.

选择USANA就是选择放心

- USANA公司拥有稳健的财务状况和卓越的管理团队。

"(Our list) ... features solid and consistent hitters that have performed well when measured over the last 12 months and the past five years, and are poised for another growth spurt."

Forbes, on picking its 200 Best Small Companies

"(我们的荣誉榜) ... 无论在过去十二个月或五年，均取得稳健及持续的财务增长，预计可于未来有突破性的发展。"

福布斯杂志在评选二百家最佳小型公司时，对USANA的评语

# The Compensation Plan that Builds Real Residual Income

**10 out of 10!**

**1** You help other downlines as you help yourself. Many plans pay more when you place everyone you personally sponsor directly with you.

**2** Most companies pay commission monthly. Some pay big bonuses yearly!

**3** You benefit even if volumes are generated way deep down your organisation.

**4** An international seamless plan greatly extends your network's growth potential.

**5** No waste here! In other compensation schemes, all sales volumes are wiped clean at the end of each month, whether you are paid or not.

The USANA Compensation Plan encourages teamwork and ensures a fair distribution of income among Distributors—so you can build a stable residual income as your downline organisation grows. You start by completing an application and purchasing a Starter Kit. You then activate your Business Centre to become eligible to earn commissions. As a Distributor, you may retail products to your friends, or sponsor them into your downline network, by placing them on one of up to **four "legs"** of your organisation (Fig 1).

## Three Ways to Earn

On top of retail profits, you earn **weekly**, (1) a front-line commission, and (2) a global commission. You can also enjoy (3) a Leadership Bonus when you advance to the rank of Gold Director.

### 1. Front-Line Commission

You earn 5% of the Personal Sales Volume (PSV) generated by all Malaysian Distributors you personally sponsor in Commission Points, which are in US dollars. This commission applies only to orders of 100 PSV points or more. For example, if you have sponsored 10 people and they each generate 200 PSV this week, you earn 5% x (10 x 200) = US\$100.

### 2. Global Commission

You earn global commission based on the Group Sales Volume (GSV) of "the lower producing leg(s)" of your downline organisation. The GSV is the sum of all Sales Volume points from ALL the Distributors and Preferred Customers down your organisation, **irrespective of how many levels** of referrals, and **no matter where** in the world they enroll.

The global commission is paid out three ways, or through three "Business Centres" (BC) as follows, according to the Payout Schedule in Figure 2:

First BC = Lower of odd legs [1+3] vs even legs [2+4]

Second BC = Lower of odd legs [1] vs [3]

Third BC = Lower of even legs [2] vs [4]

An example of the calculation is given in Figure 3.

### Carryover

If the GSV of a lower-producing leg does not match exactly the value stated in the Payout Schedule, USANA pays you at the level you have exceeded, and carries forward unpaid GSV to the following week.

For example:	Higher producing leg	Lower producing leg
This week	3,500 GSV	2,500 GSV
Your receive US \$400	-2,000 GSV	-2,000 GSV
Carryover to next week	1,500 GSV	500 GSV

GSVs up to 5,000 points **Carry over indefinitely**, as long as your Business Centre remains active.

## Re-entry

When you achieve 5,000 GSV on your lower producing leg in a week, you have maximised a Business Centre. To earn commission beyond the US\$1,000 a week, you start an additional Business Centre by re-entering it in an open position down your organisation (see Figure 4). By re-entering, your new centre will be downline of those who were previously downline of you! Similarly, a successful person upline can become **downline of you upon re-entry**.

## 3. Leadership Bonus

Each week, 3% of the global GSV is divided among qualifying Gold Directors and above. Your actual share of the pool depends on the number of Business Centres you "maximised" the previous week.

Maximised BCs	How Your Share is Calculated	Your Share
1	1 =	1
2	1+2 =	3
3	1+2+3 =	6
etc.	:	unlimited

## Activating Your Business Centre

To become eligible for commissions and bonus, you must **accumulate 200 points** of Personal Sales Volume (PSV) through orders for your customers and for your personal use.

Thereafter, to remain eligible for commission and continued carryover on the first Business Centre only (BC001), all you do is generate **100 PSV** every four weeks on a rolling basis.

There is no Group Sales Volume requirement.

## Doubling Your Global Commission by Activating 3-BC's

However, if you start your USANA business with three Business Centres instead of one, you can **double your commission potential** for the same amount of work, as Figure 5 shows.

To activate all three Business Centres, you accumulate 400 points of PSV within the first 6 Fridays of enrollment. And to keep all your Business Centres (including subsequent re-entries) actively qualified, you generate 200 PSV every four rolling weeks thereafter.

**6** It's fair - Distributors take turns being uplines and downlines to one another.

**7** As the number of shares increases, leadership bonuses offer exceptional income.

**8** Easy Start - everyone can be a part of USANA.

**9** These reasonable requirements ensure you won't ever need to turn your bedroom into a warehouse.

**10** You can choose to fast-track your business, and income, from USANA.

Figure 1: Build up to four legs

图一：建立你的四条支线

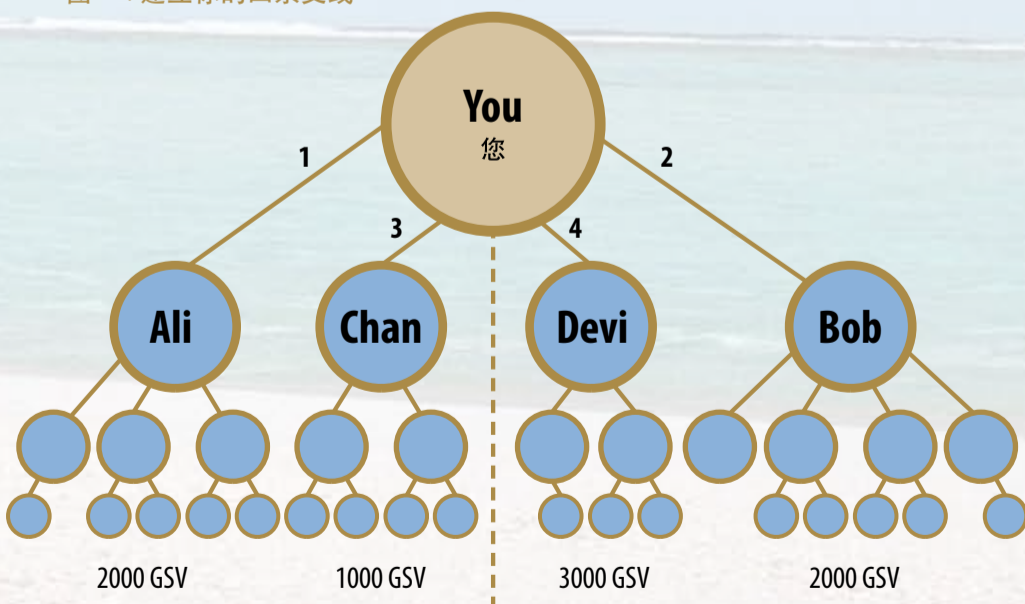


Figure 2: Global Commission Payout Schedule

图二：全球佣金结构

GSV of Lower Producing Legs 较低销售额的一线	Commission Point* 佣金分
250	40
500	100
1,000	200
2,000	400
3,000	600
4,000	800
5,000	1,000

\* Commission Points are in US dollars, to be converted to your local currency. 以上佣金均以美元计算，并折算各国货币。

Figure 3: Earn Global Commission through Business Centres

图三：通过商务中心赚取全球佣金

Example based on Fig 1 举例根据以上图1	Comparisons 对比	Global Commission 全球佣金
First BC 001 商务中心：	3,000 vs 对 5,000	US\$600
Second BC 002 商务中心：	2,000 vs 对 1,000	US\$200
Third BC 003 商务中心：	3,000 vs 对 2,000	US\$400
Total Global Commission 全球佣金总额：		US\$1,200

This is a summary of the USANA Malaysia Compensation Plan. For full version, please refer to the Business Development System, or login to www.usana.com. The figures in this publication 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. Your success will depend upon how effectively you demonstrate these qualities. \*此为马来西亚USANA奖励计划之要，详情请参阅创业套装或登入www.usana.com。此处所载之收入水平，并不一定为USANA直销商通过USANA的奖励计划所赚取或将赚取的收入。这些数字不应视为一项保证，或实际利润的推算。任何有关收入的声明或保证均可造成误导。只有努力发展，发挥领导才华，才能缔造理想的销售业绩；而成功亦指日可待。

# 建立真正持续收入的奖励计划



## 十全十美!

在您帮助他人的同时也帮助成就自己的事业。相比之下，其他公司的保荐计划只会以您个人保荐人数的多寡而支付佣金。

很多公司都只会每月支付佣金。有些甚至是每年支付一大笔花红!

就算销售数额来自您组织的最下层，您也将获得丰厚佣金且无代层限制。

国际保荐计划，可增加网络的拓展潜能。

USANA奖励计划鼓励团队合作精神以确保佣金能公平的分发给直销商，因此每当您的下线组织成长，您也可以从中获得稳固而且持续不断的收入。您只需填写直销商表格，同时购买一个创业配套，再启动一个商务中心，就可以拥有赚取佣金的资格。作为直销商，您可以把产品零售给您的朋友，或保荐他们成为您的下线组织，而您只需将他们放在您的下线组织四条线中的其中一条即可(图一)。

### 三个赚取利润的方法

除了零售利润，您每星期也可赚取(1)前线佣金，(2)全球佣金以及(3)当您普升至黄金董事时，您也将享有领袖红利。

#### 1. 前线佣金

您可赚取您个人所保荐的所有马来西亚直销商的5%个人销售额(PSV)以美金计算。此项佣金只提供于100分或更高的购买量。举例，若您保荐了10位下线，他们每人本星期累计了200PSV，那么您将赚取  $5\% \times (10 \times 200) = \text{美金 } \$100$

#### 2. 全球佣金

您所赚取的全球佣金是跟据您下线组织中的团体销售额中“业绩较低的线”来计算(如图2)。GSV乃您旗下的所有的直销商以及优惠客户所聚集的团体销售额 - 不以多少层的推荐，不分注册国家为准。

用三种方式分发全球佣金，或通过以下三个“商务中心”(BC)来计算(如图2)：

BC001:单线[1+3]对双线[2+4]的较低者

BC002:单线[1]对[3]的较低者

BC003:双线[2]对[4]的较低者

请参阅图3算法

#### 分数累积

若您的业绩最低的数额和佣金结构不相符，USANA将支付于您已达至之层次之佣金，然后把还未给予佣金之 GSV 累积至下一周。

举例：	业绩较高的线	业绩较低的线
本星期	3,500 GSV	2,500 GSV
您收到美金 \$400	-2,000 GSV	-2,000 GSV
累积至下星期	1,500 GSV	500 GSV

只要您的商务中心继续保持活跃，最高至 5,000 GSV 将无限期累积。

#### 再加入程序

若您的业绩较低的支线在一星期内获取 5,000 GSV，这以是一个商务中心的最高业绩。若要每星期赚取高于一千美元的佣金。您可在自己的下线组织的空置位置，开设另一商务中心(如图4)。通过再加入程序，您的新商务中心可能就是您的下线的下线了。同样的，一位成功的上线可通过他的再加入而成为您的下线。

#### 3. 领袖红利

公司每星期拨出全球GSV的3%分于所有黄金董事及以上级别的直销商。您所占的份额，将于您上星期有多少商务中心达至最高指标为准。

达成最高标准的商务中心	您所占份额的计算方法	您的份额
1	1 =	1
2	1+2 =	3
3	1+2+3 =	6
等等	:	没有限额

#### 启动您的商务中心

要符合领取佣金资格，您只须累积200分的个人销售额(PSV)，这从客户的购买量以及私人的使用量达成。

接下来，要符合领取佣金的资格以及在BC001继续留存，您只需每四个星期维持100PSV的个人销售额。

同时，我们也不另设团体销售额的要求。

#### 选择三个商务中心，可令您的收入倍增

您如选择同时启动三个商务中心，则可赚取双倍佣金(如图5)。

如欲启动三个商务中心，您必须于登记成为直销商当天起的首六个星期五，累积400分个人销售额。同时为了让您所有的商务中心(包括再加入程序)保持活跃，您需在每四个星期维持200 PSV。

绝无浪费! 无论支付佣金与否，其它公司会在月底把所有销售额分数一笔勾销。

公平合理 - 所有直销商可以轮流成为对方的上线及下线。

随着领袖红利股份的增加，您的收入也水涨船高。

容易开始 - 任何人士都可以加入成为USANA的一分子。

合理的要求无需您在家中囤积产品。

您可快速成就事业，获取USANA可观收入。

Figure 4: Re-entry

图三：再加入程序

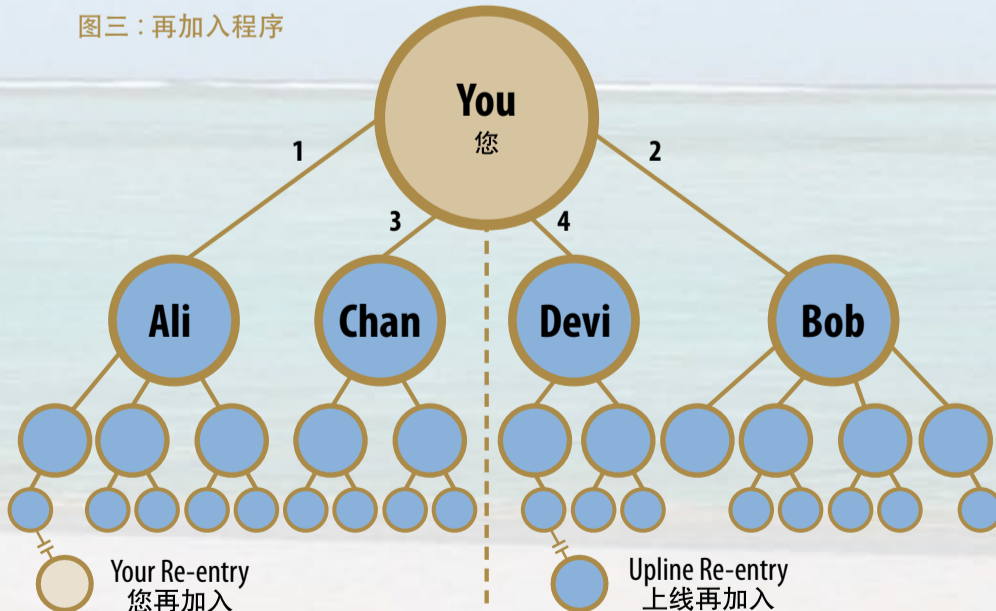
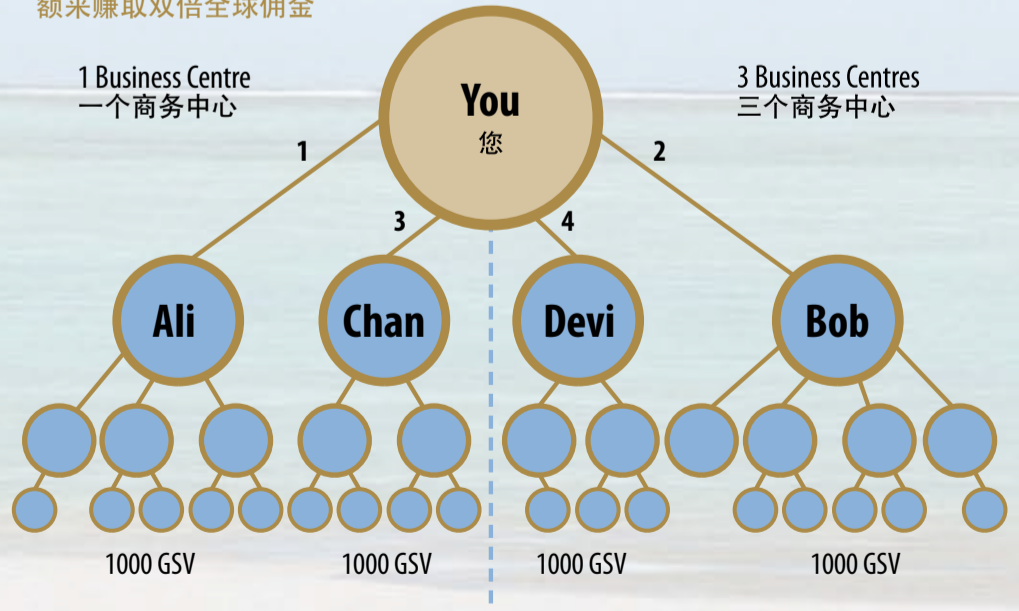


Figure 5: How Earning from 3 Business Centres can double your Global Commission for the same GSV

图5：同时启动三个商务中心，以相同的团体销售总额来赚取双倍全球佣金



EARNs 赚 US\$400 ← SAME 4000 GSV → EARNs 赚 US\$800

BC 001: Lower of [1+3] vs [2+4] → US\$400  
001商务中心：[1+3]对[2+4]较低者 → US\$400

Does not earn from Second and Third BC's  
不从第二或第三个商务中心赚取佣金

BC 001: Lower of [1+3] vs [2+4] → US\$400  
001商务中心：[1+3]对[2+4]较低者 → US\$400

BC 002: Lower of [1] vs [3] → US\$200  
002商务中心：[1]对[3]较低者 → US\$200

BC 003: Lower of [2] vs [4] → US\$200  
003商务中心：[2]对[4]较低者 → US\$200

# Ordinary People earning Extraordinary Income

## 平凡的人创造不平凡的收入

The achievement by people from diverse backgrounds shows that, working with the right company, a home-based business can be very lucrative. Here is a kaleidoscope of successful people in USANA, some are among those who have earned more than US\$1 million\* from their USANA business.

拥有不同背景的人都能够成功！只要您选对了公司，在家经营生意也可以得到丰厚利润。以下为您介绍各行各业的精英，如何在USANA取得成功。他们当中有些人已从他们的USANA事业，赚取超过一百万美元。



A **secretary and single mother** overcame all odds and a million-dollar-debt. 一名秘书亦同时是一位单亲妈妈，面对上百万元债务。USANA助她逃过恶运彻底改变人生。

Collette Larsen (USA)



A seasoned **network marketer** takes pleasure in good food, free time and a quiet, happy life. 一位经验丰富的网络营销从业员可以有更多的时间享受美食，悠闲和快乐的人生。

Liu Tang Jung (Taiwan)



A university **professor** gave up teaching and finds satisfaction in building a global business from home. 一位大学教授放弃教书生涯，在家建立国际事业而达到个人理想目标。

Dr. Zaifuddin Md. Rasip, Ph.D (Malaysia)



A **best-selling author** enjoys a life of luxury and generous contribution to charities by adding a central stream of residual income. 一位畅销书作家不但可以享受豪华生活，更可通过持续收入而向慈善团体作出巨额捐款。

Robert Allen (USA)



An Air Force **technical specialist** found a way to finance his two daughters' university education in the US and UK. 一位在空军任职的技师通过经营USANA事业，使两名女儿负笈美国及英国留学。

Sam Renga (Singapore)



A **senior manager** gave up his high post in a Multinational Company to enjoy true health and wealth with family and friends. 一位资深经理为追求真正健康与财富的生活而选择放弃跨国公司的高层职位。

Nicholas Cheoh (Malaysia)



A **drug-store owner** exchanged a 14-hour-day, 7-day-week grind for precious time with his family. 一位药房老板每星期工作七天，每天十四小时，现在可与家人共享天伦。

Vincent Chan (Canada)



A **generation Y Marketer** found a smarter unorthodox way to support and retire his parents early. Y时代业者发现了个能让有能力照顾父母并让他们提早退休的聪明并富挑战性的方法。

Duke Tubtim (USA)



A **primary school leaver** discovers her mission and life and builds an income that her family is proud of. 一位小学离校生找到了她的人生方向，她的家人为她今日的成就而感到骄傲。

Yurko Ng Siew Choo (Malaysia)



An **entrepreneur** gave up the pressure of running a fashion business to enjoy traveling and meeting friends overseas. 一名企业家在时装零售界驰骋多年，面对非凡的压力。USANA助她突破自我，得到充裕的时间享受旅游的乐趣，更能广结良朋。

Rita Hui (Hong Kong)



A **spa owner and former beauty queen** finds fulfillment in helping others to stay healthy. 一位spa店主及前任选美佳丽透过帮助他人维持健康而获得满足感。

Annie Low Siew Nee (Malaysia)



Thousands of outstanding individuals have transformed their lives by helping others do the same. Will you join them? 数以千计杰出人士通过协助他人，而取得改变一生的成就。您会否加入他们的行列？

## Committing to Ethical Practices 坚守商德原则

USANA is recognised industry-wide for its dedication to ethics. The election of its CEO Dave Wentz, as President of the US Direct Selling Association illustrates this commitment.

"I am so pleased to be associated with the DSA because of its strong commitment to ethical business practices. By serving on the Executive Board, I can help USANA remain on the forefront of the industry as our company moves into its second decade of business," says Wentz.

USANA Health Sciences 首席执行官戴维华斯获选为直销协会董事局主席，证明公司诚信守诺，获得业界一致肯定。

「能够成为直销协会的一份子，我感到很高兴。直销协会一直坚守商德原则，重信守诺，能够加入其董事局，参与决策，相信能协助USANA在业界保持领先的优势。」



## A Company You can Trust No Hype. A sincere invitation from USANA's CEO 值得您信赖的公司 USANA首席执行官诚意邀请您加入

My father, Dr Myron Wentz, started USANA Health Sciences with a strong vision – True Health and True Wealth.

With a family of tens of thousands depending upon USANA for their health, science will always be the focus of USANA. By following pharmaceutical-grade Good Manufacturing Practices and offering a potency guarantee, every customer can be assured that our products are of the highest possible quality.

The quality and value of our products also provide a stable foundation for Distributors to create a solid home-based business. With technically advanced online services, a unique and lucrative compensation plan, and expanding international business prospects, USANA is a great opportunity for part-time or full-time income.

We hope that you have found what you are seeking in USANA, and will join us in our mission of True Health and True Wealth for all.

Live life and cherish it!

Dave Wentz  
戴夫华斯  
Chief Executive Officer  
首席执行官

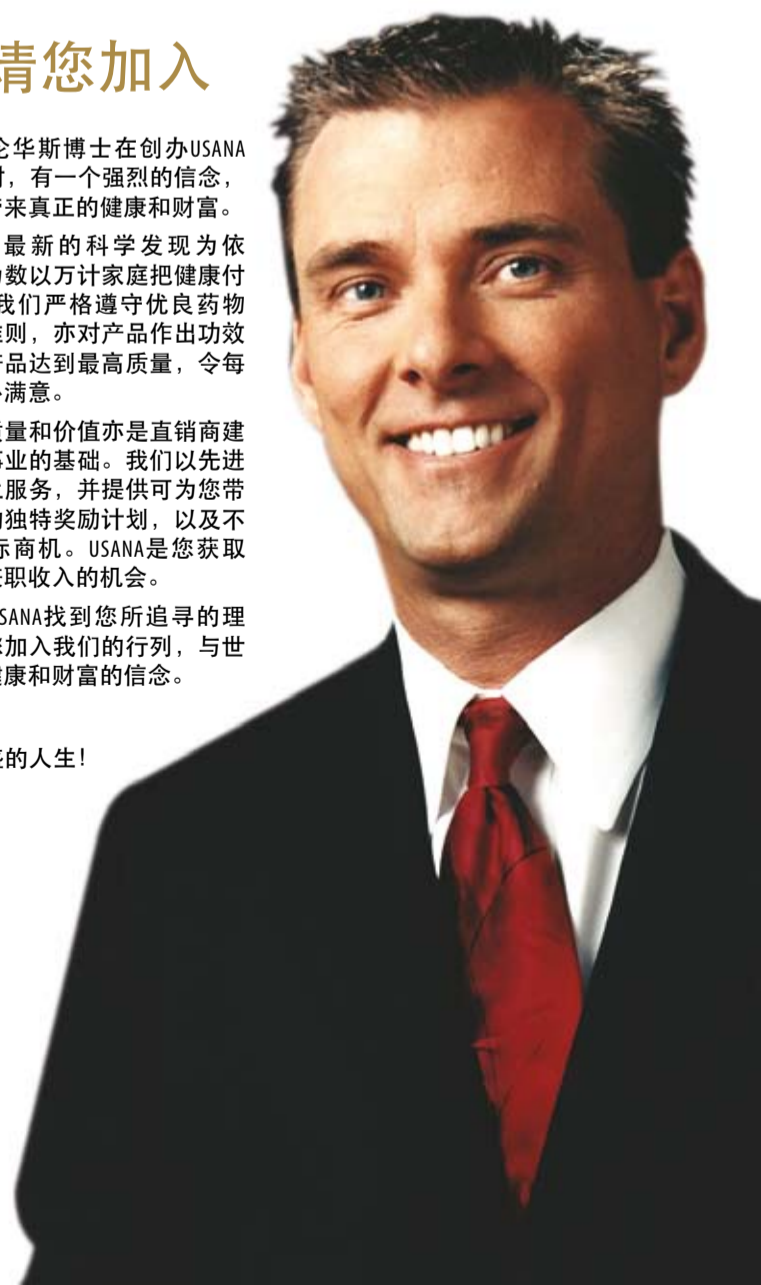
我的父亲麦伦华斯博士在创办USANA Health Sciences时，有一个强烈的信念，就是为世人带来真正的健康和财富。

USANA永远以最新的科学发现为依据，因为有为数以万计家庭把健康付托给USANA。我们严格遵守优良药物生产标准的准则，亦对产品作出功效保证，确保产品达到最高质量，令每位客户都称心满意。

我们产品的质量和价值亦是直销商建立稳固家居事业的基础。我们以先进科技开设网上服务，并提供可为您带来丰厚回报的独特奖励计划，以及不断扩展的国际商机。USANA是您获取可观全职或兼职收入的机会。

诚愿您能在USANA找到您所追寻的理想，也诚邀您加入我们的行列，与世人分享真正健康和财富的信念。

祝您有个丰盛的人生！



\*The figures in this publication 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. Your success will depend upon how effectively you demonstrate these qualities.

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