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WINNER OF TWO
2011 COMMUNICATOR AWARDS

USANA Magazine Volume 2 Advancement Supplement 2012

USANA



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USANA R&D lab associate.
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JOHN C. MAXWELL



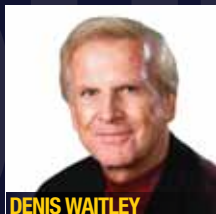
JASON RYAN DORSEY



DR. LIBBY WEAVER



DARREN HARDY



DENIS WAITLEY



DR. CHRISTIANE NORTHRUP

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USANA MAGAZINE IS PUBLISHED BY
USANA HEALTH SCIENCES, INC. FOR USANA INDEPENDENT ASSOCIATES.

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Customer Service / Order Express hours
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InTouch is offline from 9 p.m. Friday until 8 a.m. Monday, MDT
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On the Cover

Convention is quickly approaching. Remember, if you rank advance by July 6, you can be recognized on stage.

Ooo la la!



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Rebecca Chai

Texas, USA



“When you make up your mind and have determination, anything is possible!”

The spirit at International Convention can be empowering—Rebecca Chai can attest to that. “The 2011 Convention theme of ‘Living the Dream’ was inspiring,” she says. “It really did motivate me to live my own dreams, and I knew one of those was to advance to Diamond Director!”

Working with her team was the key to her advancement, and, in turn, she was the key to their success. “As I was working on my Diamond advancement, there was one quote that kept popping into my head,” she explains. “‘Inspiration is contagious. Once you are inspired, you are capable of anything.’ That saying was just perfect for me.” That conviction, coupled with lots of hard work, allowed Rebecca and her teammates to see dramatic changes in their businesses.

As a Diamond Director, Rebecca knows she is in the spotlight and is entrusted to be a mentor to others, but she also knows she is capable of handling the pressure. “Following my last advancement, I proved to myself I can do it and I can be successful,” she says. “I was always so afraid I wouldn’t be able to do network marketing. I know I am not extremely talkative, but I have faith in who I am and the message I am sharing with others.”

Since enrolling as a USANA Associate, Rebecca strived to grow her business and has learned many valuable lessons in the process. “When someone tells me ‘no,’ I view that as ‘not right now,’” she says. “I don’t take rejection personally, and I always follow up with people.”

Above all, Rebecca is proud to represent the USANA vision and all the opportunities it can provide. “You must always trust the product, the company, and the business opportunity. It’s imperative you have faith in yourself. If you don’t believe yourself, no one else will believe in you,” she says.

While Rebecca is delighted with her accomplishments, she strongly believes this isn’t the time for her to slow down. Instead, the future is wide open with possibilities. “I hope to work hard enough to become a member of the Growth 25,” she says with a smile.

Written by Suzanne Houghton

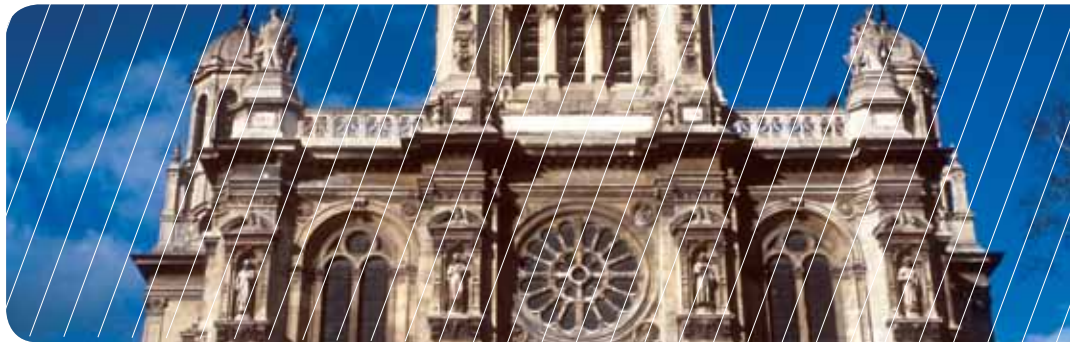
\$91,000 is the average yearly income for an established, full-time USANA Associate. \$24,000 is the annual average of those who earned as little as one commission check each month. Total includes all earnings from the Compensation Plan, Leadership Bonus, Matching Bonus, contests, and incentives. Calculations based on earnings for fiscal year 2010. Figures should not be considered as guarantees or projections of actual earnings, which result only from consistent, successful sales efforts. To be considered in a rank’s earnings, Associates must have earned checks at a median rank for at least 20 weeks. According to results from an in-house survey taken between 2004 and 2006, the primary reason 17% of USANA independent business owners join the company is to improve their financial future. 21% of that group earns a check at least once a month. Of those whose primary reason is to earn enough to replace a full-time income, 90% have been Associates for at least one year and 57% are full-time Gold Directors and above. The number of Gold Directors and above who have maxed at least 1 Business Center during the year equals less than 1% of all Associates. Those earning as little as one check a month equal approximately 3% of all Associates. If you include all 146,714 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 \$656.77 with nearly one in three earning a check. To date, USANA has more than 170 Associates who are lifetime Million Dollar Club members.

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Paris, France
September 18-23, 2012

For more information, visit USANAtoday.com





Monica Mo

Ontario, Canada

USANA hasn't just become part of Emerald Director Monica Mo's life; it has become a family affair. "My son, Andrew, is a Gold Director, and we talk every day, work hard together, and help each other improve," she says. "USANA has brought us closer."

Working with USANA has been a blessing to Monica simply because of her strong roots in medicine. A former acupuncturist, Monica was passionate about helping others achieve a healthy lifestyle. Becoming an Associate assisted Monica with this cause. "Through my USANA family," she says, "I can help more people."

Since establishing a business, Monica has grown in USANA at a steady pace, and she is determined to help others experience that same growth. "My plan is to always move forward and to help my teammates do so as well. The harder we work and the more we concentrate, the quicker we can all become Gold, Ruby, Emerald, Diamond, and Star Diamonds," she says.

Working with her son and team has been an added bonus to Monica, and she says those relationships are irreplaceable. "My teammates are like family, and my house is like a second home for them," she says.

Monica worked hard to achieve her new rank, and she credits her teammates and following this simple piece of advice as the reasons for her success: "Be honest, focused, and do your best."

See income disclaimer on page 4.

GOLD

RETREAT 2012 *Reward yourself. Power your business.*

"It was an incredible experience that propelled me to Ruby and ultimately, to Diamond."

Frank Gu, Gold Retreat Alumni

"It firmed up my belief in USANA and where I want to take my business. It was fun, energizing, and incredibly inspirational."

April Rutka, Gold Retreat Alumni

FEBRUARY 2–5

Zermatt Resort

Qualification Period Was:
September 3, 2011–
December 30, 2011

MAY 31–JUNE 3

Canyons Resort

Qualification Period Was:
December 31, 2011–
April 27, 2012

OCTOBER 11–14

Canyons Resort

Qualification Period:
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August 24, 2012

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THE REVIEWS ARE IN

Associates Rate their Favorite USANA Sales Tools



Health & Freedom Newspaper



“Lorie and I would give the Health & Freedom Newspaper 10 stars if we could! It is our favorite tool to introduce the USANA vision, products, and compensation plan. It is an extremely versatile ‘talking paper’ for presentations, telling customized stories to the prospect. The ‘wealth’ insert is brilliant as it allows a comfortable shift to business stories and the compensation plan. This newspaper lends itself to a natural, story-telling presentation and is a must have for your tool belt!”

—Tom & Lorie Mulhern
Washington, Diamond Directors

Product Information Booklet



“We like the Product Information Booklet (PIB) because it’s useful. We give it to the prospects who want detailed information about USANA’s products. It gives specific ingredients for each product and it’s also professionally printed, making it a great way to introduce Preferred Customers or prospects to USANA. The PIB boosts credibility because most people, before joining a business, want to know about the products, and that’s why it’s so useful.”

—Simon Chan & Scott McGee
California, 1-Star Diamond Directors

Product Catalog



“I love using the Product Catalog because when we didn’t have it, people were always asking to see a catalog and there wasn’t one available. Now, I always have a Product Catalog with me, which makes looking up prices much easier. And when I meet with a prospect who’s really serious about the business, I always give them a copy of the Product Catalog so they can see all that USANA has to offer.”

—Erika Hilliard
Texas, Gold Director



Success from Home magazine



“I love the *Success from Home* magazine as a USANA sales tool because it features our great founder, Dr. Wentz, and our CEO, Dave Wentz, and the recent success with their book *The Healthy Home*. The tool really highlights how being a USANA Associate can lead to great health and help others do the same. I love that. In today’s economy it seems like everyone should consider a ‘Plan B’ for additional revenue, and if you can help people be healthy while doing that, is there anything better?”

—April Rutka
Ontario, Ruby Director



Order online at USANAtoday.com

Worth the Wait

Written by Nick Peterson

To call Million Dollar Day an exciting event is an understatement of the greatest proportions. USANA employees gather in the lobby, anxiously awaiting their special guests. They unfurl the red carpet, which has seen the footsteps of some of USANA's most prestigious Associates. And on February 1, 2012, four more distributorships added their names to the elite group called the Million Dollar Club (MDC). As the Associates exited their all-black limousines, complete with police escorts, they strolled down the red carpet and into USANA's Home Office where they were greeted with an eruption of applause.

After years of hard work and dedication to their USANA businesses, each of these Associates has earned a million dollars. It's an achievement to be celebrated, as the journey doesn't come easy. It takes a special type of person to create a USANA business with such an impressive return. It takes a person with strength. A person with heart. A person with USANA.

Today, these Associates will receive an abundance of praise for their commitment to the USANA vision. And their inspirational stories alone show how much they deserve it.



Cynthia Li Zhang

Since moving to the United States more than 20 years ago, Emerald Director Cynthia Li Zhang has never stopped working to provide for herself and her two children. Before she partnered with USANA, Cynthia experienced mild success by running her own retail business. But “mild” success wasn’t what brought her to the United States, and she knew something had to change. The income from her retail business wasn’t cutting it, and she wanted to pursue a career that would be more fulfilling and provide continuous benefits.

“When you put everything you have into something and consistently feel like you’re not getting back a substantial return, it’s time to reevaluate,” Cynthia says. “I had to find a company like USANA before I discovered exactly how much potential I had.”

And it’s not just Cynthia’s USANA business that’s seen growth over the years. She’s developed personally as well. Her passion to spread a message of healthy living around the world is what builds her team’s effectiveness. “I really focus on choosing like-minded business partners who are sincere and eager to help those who are in need,” she says.

Although Cynthia wasn’t entirely unaware of her success before, it wasn’t until she became a member of the MDC that she finally grasped the true rewards of managing a USANA business. “My family has been able to achieve health and financial freedom,” she says. “USANA helped me become a stronger person.”



Mei Huang

Like many of Mei Huang's achievements in USANA, reaching the MDC was somewhat unexpected for the 3-Star Diamond Director. She claims that while her team development may not be rapid, it continues to move at a solid pace, and as long as she continues to grow, she's not concerned with *when* she will reach her next milestone, but rather *how* she will reach it.

"Through six years of hard work, the most important lesson I've learned is to not fantasize about short-term fortune and recognition," Huang says. "If we stay perseverant, educate step by step, and work to develop the teammates who want to be successful, our teams will consistently develop, and advancements will come naturally."

Huang preaches this strategy to other Associates, hoping they will take the advice to heart. "Success is a process, not a result," she says. "Anyone in USANA who wants to become successful must enjoy this process and learn to stop complaining and never give up. Then they can find a way to overcome any challenges."

Huang will continue to face future obstacles by building up her foundation of success, which she says comes from using honesty, integrity, and compassion in her business decisions. Without a solid foundation, Huang says success is short lived. "Network marketing can be a marathon," she says, "and if you can remain honest and passionate with your USANA business, you'll always push through until the end."



Janny Chu & Denise Chen

Diamond Director Janny Chu moved to the United States armed with a strong determination to help provide for her young family. In order to do so, Janny opened a piano store and spent many years working tirelessly with little reward. When her husband became ill, Janny thought her dream of a better life was never going to be within her reach. “I didn’t understand how I went from being the wife of a CEO with wealth and stability to someone who had to work with no time to rest,” she says.

Desperate for a solution, Janny turned to network marketing and eventually found USANA, and, as a result, exactly what she had been looking for. “USANA enriched my life by letting me have the time to actually enjoy a healthy life and spend quality time with my family,” she says. “After 27 years, I officially closed my piano store, and I am proud that USANA is my only career and the only one I will ever need.”

Janny builds her USANA business with her daughter-in-law, Denise Chen, and is grateful they have become members of the MDC. “USANA started out as a part-time job for me because I had little time due to my piano store. I had to work full time while also taking care of my ill husband and four children. If I can work hard and become a member of the MDC, others can do so as well.”



Marcela González & Luis Vizcaíno

From the beginning of their USANA journey, Emerald Directors Marcela González and Luis Vizcaíno made a promise to keep a clear vision of their “why”: to have a positive impact on as many lives as possible and to build a life of security for themselves. It was their determination to live their “why” that pushed them to the level of success associated with the MDC.

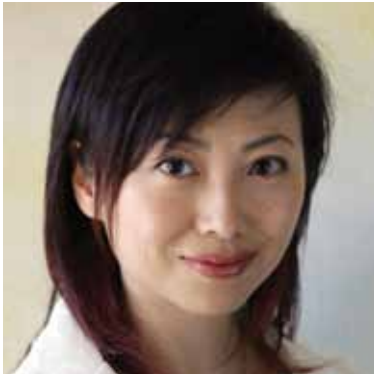
Marcela and Luis believe that regardless of external circumstances, anyone has the ability to succeed with USANA. “This industry is about being above recessions or poor markets,” they explain. “It all depends on you and your decisions, because USANA has created everything in a way for you to succeed like us.”

The two Associates eagerly spread the knowledge they’ve accumulated over the years by assisting others striving for higher rankings. They teach members of their downline to never forget their initial intentions, and they insist this was a crucial step toward them earning a spot in the MDC.

“The wonderful thing about this business is we get to relate to positive and extraordinary people,” they say. “Belonging to the MDC motivates us to continue having a positive impact on people’s lives and to share our experiences with the rest of our team.”

Marcela and Luis are looking forward to a long and prosperous future with USANA. They consider their teammates members of their family, and they’re excited to help them advance their USANA businesses to new heights.





Ivy Chan California, USA

Ivy Chan strategizes and plans her USANA business while swimming. "My mind is clear and free to dream under water. USANA gives me time freedom, and I treasure it by sharing USANA with others," she says.

Ivy founded True Potential International because she believes that if people can realize their potential, they can go beyond themselves. "This is my passion and mission," she says. And she runs her USANA business on a simple adage: "You don't find leaders, you attract leaders."

As a former Fortune 500 finance manager, Ivy was accustomed to long weeks trading hours for dollars. Today, she feels her hard work and dedication are aptly rewarded based on her performance. She also gives credit to the entire USANA family for her successful Ruby run, especially her team, coaches, and crossline supporters.

Aileen Jin British Columbia, Canada

After taking USANA supplements for two weeks, Aileen Jin felt as if she had discovered a "miracle." It was this discovery that inspired Aileen to jump into her own USANA business and share the products with her family and friends. She knew they had to experience the USANA difference for themselves to truly understand the benefits these products could provide to their health.

"Not only do I get to help my friends regain their health and possess a happy life, but I can lead them to a path that will make their dreams come true through the USANA opportunity," Aileen says.

The plan for her continued success involves a combination of goal setting, self improvement, and perseverance. Aileen has no doubt her future will be one filled with happiness and true wealth.



Xiaofeng Jin Texas, USA

When a friend introduced him to USANA, Xiaofeng Jin didn't believe the products would help support his health. But having worked night shifts as a computer engineer for years, he was feeling wear and tear on his body and was willing to try anything. "I was wrong," he says. "USANA provides such high-quality products that I noticed a difference in my health." And those positive results transferred to the business side of USANA when he decided to give it a try.

Jin recently advanced to Ruby Director and identifies his team as the main reason for his success. "USANA has let me build up my business with great confidence—especially with my team," he says. "I will continue to share Dr. Wentz' vision."

Cordia Leung Texas, USA

Sometimes experiencing personal success can be motivation to push your professional career to the next level. This was the case with Cordia Leung. Although she signed up as a USANA Associate in late 2009, it wasn't until she immersed herself in a **RESET™** challenge in 2011 that her business really began to take off.

After living the healthy lifestyle designated by the RESET program for 10 months, Cordia lost more than 50 pounds. Her results inspired her to attend the 2011 International Convention, where she met with many members of her upline from Hong Kong. After Convention, Cordia knew it was time to reignite her ambition to build a business through network marketing.

"I can't thank my upline enough for their support," Cordia says. "It's definitely been a display of true leadership to see the dedication they have to not only me, but our entire team."



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

Individual results may vary. Reset weight-management program lowers your daily caloric intake and recommends moderate exercise for best results. Typical results are 4.5 lb. in 5 days. It is suggested that you take these products to your physician and secure his/her advice if you intend to change your diet, begin an exercise program, are pregnant or lactating, have allergies, are taking medications, or are under the care of a physician. Children under the age of 18 should not participate in the RESET program, except on the advice of their physician and/or dietician.

See income disclaimer on page 4.

Location:

CULTURE

Punta Cana, Dominican Republic



Location:

LUXURY

Paradisus Palma Real Resort



Location:

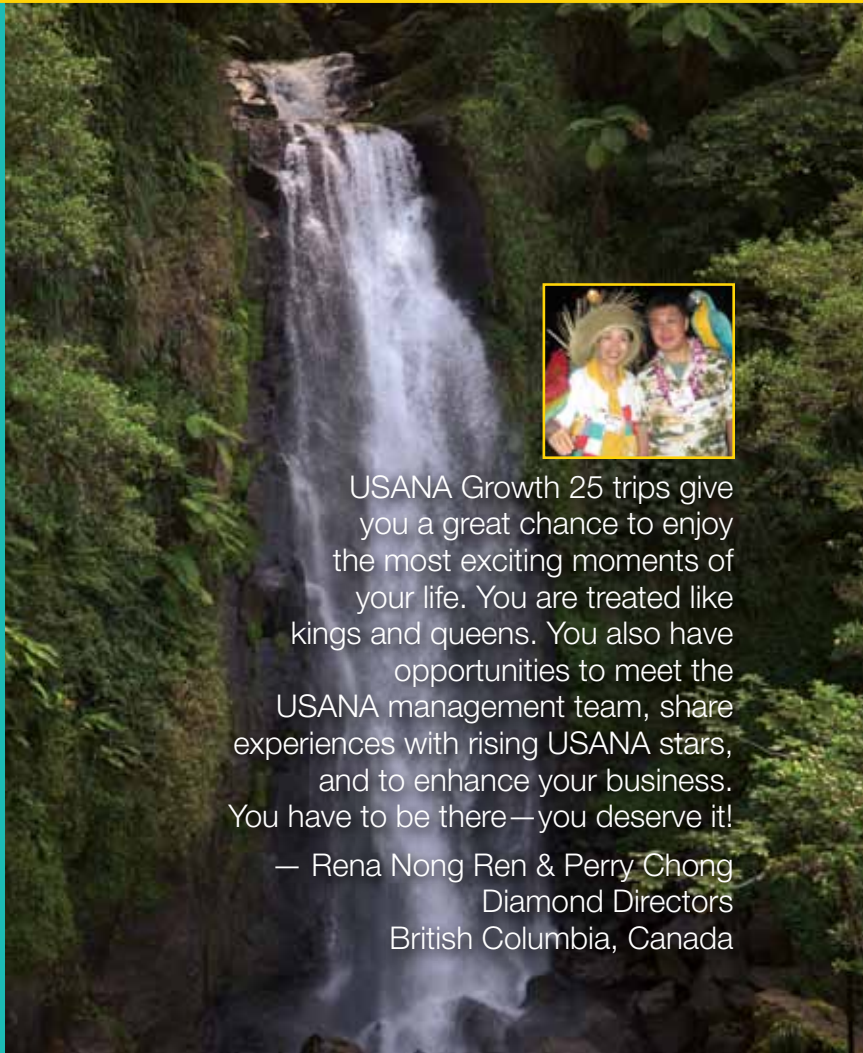
REWARDS

November 8-12, 2012



Bordering Haiti and lying between the Atlantic Ocean and the Gulf of México, the Dominican Republic is a product of its history. This nation was home to the first Spanish colony in the New World, and today, the vibrant mixture of Taíno, African, and Spanish cultures produces a traveling experience unlike any other. On November 8–12, 2012, USANA's Growth 25 will discover that the Dominican Republic is where ease and tranquility joins excitement and discovery.

Find full details and qualifying rules for the Growth 25 at USANAtoday.com.



USANA Growth 25 trips give you a great chance to enjoy the most exciting moments of your life. You are treated like kings and queens. You also have opportunities to meet the USANA management team, share experiences with rising USANA stars, and to enhance your business. You have to be there—you deserve it!

— Rena Nong Ren & Perry Chong
Diamond Directors
British Columbia, Canada

“I’m very passionate about helping others to create their wellness and financial independence. Sharing the USANA products and opportunity with others has become something I take great pride in. Patience, faith, and determination were all keys to my successful Gold advancement.”



Julie Boyer
Ontario, Canada



Sufi Chang
New York, USA

“I’m proud to reach the rank of Gold Director. It took a lot of individual hard work as well as constant support from my team. Put in your time and heart with USANA and the sky is the limit.”

“Always accomplish everything you do with absolute conviction and integrity. No matter what someone thinks of you or your business, they will never be able to deny you if you truly believe in what you do and why you do it—they will respect you for it.”



Cecilia Li
British Columbia, Canada



Jia Luo
Ontario, Canada

“USANA focuses on teamwork which, when practiced, proves that team cooperation can achieve the maximum economic benefit. By building a solid foundation with my team and becoming a Premier Platinum PaceSetter, I was able to become a Silver Director, and then I worked really hard to advance to Gold Director.”

See income disclaimer on page 4.



Thomas Pham
California, USA

“I came into this business without any network marketing experience. But what I did have was the determination to be coachable. It’s really helped me to understand that it’s not always about the title we carry, but the journey we went through to achieve that title.”



Premruedee Tungmonkong
California, USA

“We are lucky to be a part of the USANA family. To find true health, use the products. To find true wealth, always work hard at your business.”



Yi Wang
New York, USA

“After searching for success in a number of career fields, it wasn’t until I found USANA that I realized the true secret to success comes from celebrating yourself. This is the key to not only my Gold advancement, but my future achievements as well.”

Maltie Erandy
Cabello Aceves
Querétaro, México

Estuardo Arevalo
California, USA

Alexander Arnone
California, USA

Martha Pineda Becerra
Baja California, México

Nyki & Jim Biegel
Minnesota, USA

Hoipor Chai
Texas, USA

Shiao-May Cheng
Louisiana, USA

Chen Liu Chun
New York, USA

Jennifer Colalillo
Ontario, Canada

Jorge Baeza Damián
Hidalgo, México

Karina Dávila &
Vicente Borbolla
Querétaro, México

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Diana Lum
British Columbia, Canada

Kristin Lund
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Sara Martel
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Lynette Mast
Georgia, USA

Joshua McGowan
California, USA

Nongkran Meesap
California, USA

Kamila & Art Montiel
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Carmen Morales &
Heriberto Ávalos
Baja California, México

Pedro Morales
California, USA

Liang Pan
California, USA

Jackson Pham
California, USA

Maria Rincon
British Columbia, Canada

Vanessa Lavín Ríos
Querétaro, México

Wenxiao Shen
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Yongxin Shen
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New York, USA

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California, USA

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Illinois, USA

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California, USA

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British Columbia, Canada

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British Columbia, Canada

Lester Yau
California, USA

Steve Yu
British Columbia, Canada

Chelsea Zhang &
Jerry Chen
British Columbia, Canada

Liwei Zhang
British Columbia, Canada

Yong Huan Zhao
British Columbia, Canada

ASIA-PACIFIC ADVANCEMENTS

USANA Health Sciences would like to congratulate all of our Asia-Pacific Associates who advanced from November 20, 2011–February 4, 2012

DIAMOND

2-Star Diamond

Zhang Baowen & Sheng Weiping, Hong Kong
HyoSoon Kwon & Bongjae Lee, Korea (pictured)

1-Star Diamond

Rommel & Daisy Balaguer, Philippines (pictured)



Diamond

Yurko Ng Siew Choo, Malaysia (pictured)
MiYun Lee & Taejin Park, Korea (pictured)
Ding Taishan, Hong Kong

Jia Tao & Wei Min Jiang, Australia (pictured)

David Tee & Irene Tan, Singapore

Lihong Wu, Hong Kong

Nancy Yu & Li Heng Xiao, Australia (pictured)



EMERALD

Yong Jiang, Hong Kong
Yin Xia Li & Xina Hu, Australia
Chang Lu Lu & Lin Chung Tung, Taiwan
Peter, Susie & Lydia U, Australia
Ye Xiaohong, Hong Kong

RUBY

Tan Lan Chin, Malaysia
Qin Daode, Hong Kong
Zhaohui Hao, Hong Kong
Ding Honglian, Hong Kong
JungMi Kim, Korea
Zan Gui Lin & Man Qing Du, Australia
Gui Liu, Hong Kong

Chisae Nomura, Japan
Yuchu Peng, Hong Kong
Erwin Remonde, Philippines
Qiu Fang Shi, Gong Min Zheng & Qin Yuan Zheng, Australia
James Sun, Australia
Haicheng Wang, Hong Kong
Huiqiao Wang, Hong Kong

Li Xin, Hong Kong
Ling Yang, Hong Kong
Xingming Zhang, Hong Kong
Xiao Mu Zhang & Xiao Ling Kuang, Australia
Ya Ping Casey Zhang & Zhi Ming Chen, Australia

GOLD

Cherand Paul Borja, Philippines
Mary Jane Borja, Philippines
Jingping, Jingyan & Yunqin Chen, Australia
Li Chen, Hong Kong
Shuzheng Chen, Hong Kong
Peizhong Cheng, Hong Kong
Yaxiong Cheng, Hong Kong
Andrew Chong, Malaysia
Heng Mew Chu, Malaysia
Dionne Chua, Malaysia
Mudai Deng, Hong Kong
Wanting Deng, Hong Kong
Zhenghai Fang, Hong Kong
Marvin Gementiza, Philippines
Xu Hao, Hong Kong
Hui Ling He & Yu Zhang, Australia
Chuting Huang, Philippines
Xiaoyan Huang, Hong Kong
Yotin Intanu, Singapore
Robert James & Juan dela Fuente, Philippines
Liou Pei Jan, Taiwan
Juanhong Ji, Hong Kong

Ping Ji, Hong Kong
Yan Mei Jiang, Hong Kong
Lian Jin, Hong Kong
Keling Kang, Hong Kong
James Law & Secielia Gor, Malaysia
EunHee Lee & YongSam Park, Korea
Siew Ching Lee, Malaysia
Guo Li Li & Zhan Yang, Australia
Li Li, Hong Kong
Tao Li & Zhong Hua Li, New Zealand
Yong Li, Hong Kong
Baojie Liu, Hong Kong
Huifang Liu, Hong Kong
Xinchun Liu, Hong Kong
Run He Long, Hong Kong
Hanyu Lu, Hong Kong
Xianfeng Lu, Hong Kong
Sibo Ma & Chang Liu, Australia
Jie Mo, Hong Kong
Xingyuan Mu, Hong Kong

Yingli Pan, Hong Kong
Yujie Pan, Hong Kong
Lai Fei Ping, Malaysia
Changhua Qian, Hong Kong
Aye & Ric Quijano, Philippines
Julie & Hans Rehbaum, Australia
Ryan Rivera, Philippines
Sureandran Sabadi & Arunahdevi Jayarahman, Malaysia
Hanwen Shi, Philippines
Mei Su, Hong Kong
Bin Sun, Hong Kong
Gang Sun, Hong Kong
Zhiying Sun, Hong Kong
Ryuhey Suzuki, Japan
Serena Tan, Malaysia
Shunfang Tang, Hong Kong
Chaoling Wang, Hong Kong
Haiying Wang, Hong Kong
Jiancheng Wang, Hong Kong
Peiming Wang, Hong Kong
Yuying Wang, Hong Kong
Liu Hua Wei, Hong Kong

Zhu Su Wen, Hong Kong
Jun Wu, Hong Kong
Meijuan Wu, Hong Kong
Wang Xijing, Hong Kong
Baoliang Xu, Hong Kong
Yanan Yan, Hong Kong
Jenny Yang, Australia
Peter, Michael & Sophia Yek, Australia
Chen Chun Yen, Taiwan
Handong Zhang, Hong Kong
Shuhua Zhang, Hong Kong
Xiao Zhang, Hong Kong
Zhiwei Zhang, Hong Kong
Bin Zhao, Hong Kong
Yuxiong Zhao, Hong Kong
Li Zhaoxia, Hong Kong
Jianbin Zheng, Hong Kong
Molly Chen Zheng, Australia
Yiping Zhou, Hong Kong
Caiyun Zong, Hong Kong

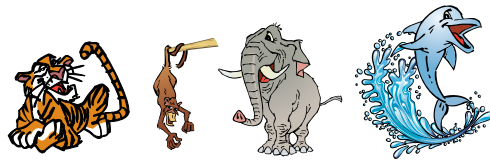
CONGRATULATIONS ALSO TO OUR 421 NEW SILVER DIRECTORS FROM OUR ASIA-PACIFIC MARKETS.

Ahead of the Curve

Every good student knows that staying ahead of the curve is serious business.



Usanimals™



brain development



That's why it never hurts to provide your little scholar with a fun and easy way to get the nutrients they need to be at their best every day, in and out of the classroom.

Usanimals™, a smart source of excellent nutritional support, includes vitamins B6, B12, folate, and choline for healthy brain function.*

Usanimals supports healthy growth and development with an excellent range of the essential vitamins, minerals, and antioxidants your child needs for healthy immune function and energy levels, bone support, and brain development.*

For children ages 24 months to 12 years old.

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

Top November 19, 2011-February 3, 2012 ASSOCIATES



Top North American Growth Earners

Top North American Associate Enrollers

Top Global Income Earners

Top North American Preferred Customer Enrollers

Dear Associates,

This year marks USANA's 20th anniversary. Wow! What an extraordinary accomplishment! For 20 amazing years, Associates have created their own success stories by sharing the USANA vision and opportunity with others.

We recently published the 2012 edition of *Celebrating Success*, which highlights this year's members of the Fortune 25 and Growth 25. As you read these stories, you will read about personal obstacles and victories. You will read about leaders who have worked diligently to grow their businesses at impressive rates. But, above all, you will read about Associates who are just like you—devoted to the USANA vision.

Earning a spot in the Fortune 25 or Growth 25 is a goal every Associate can and should strive for. Being part of one of these elite groups is open to everyone—it's up to you!

And the best part is, as you reach your goals, whether it is becoming part of the Fortune 25 or Growth 25, rank advancing, or working to earn your place on our Top Associate lists, other Associates are inspired by your tenacity. We rejoice when we see your hard work pay off!

As you read through the Top Associate lists and *Celebrating Success*, I challenge you to challenge yourself. Make a decision today to make a goal that might, at this moment, seem impossible to reach. Challenge yourself, and you just might be wowed by what you can accomplish.

We have a dedicated field development team and other leaders within the USANA family to encourage and help you along the way.

We look forward to hearing about your triumphs and celebrating you!

Belynda Lee
Vice President of Canada & North American Asian Markets

Top North American Growth Earners

Top North American Growth Earners were determined by comparing the "Top Associate" time period below.
September 2–November 18, 2011 to November 19, 2011–February 3, 2012

Associate Name	Region
Rebecca Chai	Texas, USA
Xia Wang	New York, USA
Simon & Kelly Chan and Scott McGee	California, USA
Yen-How Huang	Ohio, USA
Albert Shih	Missouri, USA
Min Li	Ohio, USA
Cordia Leung	Texas, USA
Nancy On	California, USA
Thomas Pham	California, USA
Xiaofeng Jin	Texas, USA
Hui-Lin Ju	Missouri, USA
Cecilia Li	British Columbia, Canada
Ivy Chan	California, USA
Prem Rx	California, USA
Xue Zheng Yang	British Columbia, Canada
Tina Yu & Richard Guo	British Columbia, Canada
Jennifer Chang	British Columbia, Canada
Kent & Jean Amick	Kentucky, USA
Dongxu Gao	California, USA
Yuping Liu	New York, USA
Trish Ignacio & Paul Panya	California, USA
Kate Northrup Moller	New York, USA
Jennifer Cao	California, USA
Yi Wang	New York, USA
Conrad Deschenes	Quebec, Canada
Chelsea Zhang & Jerry Chen	British Columbia, Canada
Sara Cox	Illinois, USA
Clifford Lin	California, USA
An Nguyen	California, USA
Jiao Yang Zhang	British Columbia, Canada
Salim Farah	Texas, USA
Lynette Mast	Georgia, USA
César Navarro	Nuevo León, México
Aileen Jin	British Columbia, Canada
Weizhi Su	New York, USA
Hui Zuo	British Columbia, Canada
Kai Feng	Ontario, Canada
Moises Romero	California, USA
Yuping Wang	Tennessee, USA
Jim & Nyki Biegel	Minnesota, USA
Dong Qiuzhu	New York, USA
Sergio Chagoyán Gómez	Querétaro, México
Hannah Zhao	Missouri, USA
Michael B.Q Yao	British Columbia, Canada
Monica Mo	Ontario, Canada
Sherry Tuttle	Utah, USA
Cui Ting Huang	Oregon, USA
Marieta Gutiérrez de Nuño	Baja California, México
Mario Alvarado	Texas, USA
Hong Mei Xu	British Columbia, Canada

Top North American Associate Enrollers

Based on the number of personally sponsored downline members enrolled. November 19, 2011–February 3, 2012

Associate Name	Number Enrolled	Region
Robin Tremblay	25	Québec, Canada
Cordia Leung	21	Texas, USA
Thomas Pham	16	California, USA
Conchita Vargas Lugo & Paola Vargas Lugo	12	Querétaro, México
Annette & Victor Que	11	British Columbia, Canada
Lucia Sánchez López	11	Querétaro, México
Xuemei Chen & Wei Ping Zou	10	British Columbia, Canada
Dra. Noemí A. Díaz de León Martínez	10	San Luis Potosí, México
Moises Romero	10	California, USA
Ma. del Rocío Nuñez Serafín	9	Jalisco, México
Rebecca Chai	9	Texas, USA
Andrew Chen	9	Ontario, Canada
Clifford Lin	9	California, USA
Martha Villavicencio Aguilar & Evaristo Hernández	9	Baja California, México
Connie Yao & Jim Barabe	8	British Columbia, Canada
Jinny Maltais	8	Québec, Canada
Tina Yu & Richard Guo	8	British Columbia, Canada
Shaun Standridge	8	California, USA
Mongkut Suwannaraj	8	Florida, USA
MarKosan Sar	8	California, USA
Feng Qin Zhu	7	British Columbia, Canada
Eleuterio Panergo	7	Washington, USA
Anthony Ehara	7	California, USA
Stephanie Hoyte	7	California, USA
Myrna Alieth Sandoval Avalos	7	Baja California, México
Xia Wang	7	New York, USA
Yujiang Xie	7	British Columbia, Canada
Hui Zhang	7	British Columbia, Canada
David & Tawanda Johnson	7	Florida, USA
Sergio Chagoyán Gómez	7	Querétaro, México
Bud & Bunny Barth	6	California, USA
Eduardo Barreto	6	Distrito Federal, México
Philip Yang	6	British Columbia, Canada
Ivonne Reyes Vera	6	Jalisco, México
Jordan Kemper	6	Illinois, USA
Lydia Yuan	6	British Columbia, Canada
Elizabeth Crespo Palomera	6	Jalisco, México
Verónica Ramírez Lomelí	6	Querétaro, México
Benson Li & Rebecca Hu	6	British Columbia, Canada
Hui-Lin Ju	6	Missouri, USA
Chawanut Chomchangwat	6	Virginia, USA
Diane Nguyen	6	Georgia, USA
Dat Nguyen	6	California, USA
Kai Feng	6	Ontario, Canada
Javier Melendez	6	Georgia, USA
Adrián Martínez Parente Landa	6	Querétaro, México
Fang Liang	6	British Columbia, Canada
Diana Lum	6	British Columbia, Canada
Li Ping Zhu	6	British Columbia, Canada
Jackie Cheng	6	California, USA
Mark Hannah	6	California, USA
Patricia Maciel Rangel	6	Guanajuato, México
Coral Leslie	6	Florida, USA
Hong Mei Xu	6	British Columbia, Canada
Mercedes Manzo	6	Baja California, México

Top Global Income Earners

Determined by the total commissions earned.

November 19, 2011–February 3, 2012

Associate Name	Region
Rita Hui	Hong Kong
Connie Yao & Jim Barabe	British Columbia, Canada
Jeremy Stansfield	Utah, USA
Vincent, Mable & Adrian Chan	British Columbia, Canada
Collette Larsen & Zachary Ross	California, USA
Bill & Jenny Huang	New Zealand
Tina Tao Pang & Ted Chun Yong Liu	Maryland, USA
Dennis Chen & Sheila Xiao Nan Wang	California, USA
Queen & Alan To	Hong Kong
Mei Huang	New York, USA
Liu Tang Jung & Pan Hsiu Jou	Taiwan
Dr. Wen Chi Wu & Zang Houng Wu	New Jersey, USA
Chiu Liang Yin & Kung Bing Feng	Taiwan
Annette & Victor Que	British Columbia, Canada
Bryan & Monica Penrod	Texas, USA
Peter & Bibiana Pau	Washington, USA
Steven Chen & Zhi Xian Jin	Australia
Zhao Minghui & Wang Rongmin	Hong Kong
Bob, Mary, Amy & Xian Lin	Australia
Zhang Baowen & Sheng Weiping	Hong Kong
Bryan Morris	Texas, USA
Simon & Kelly Chan and Scott McGee	California, USA
Lin Shi & Meiqin Jiang	Australia
Daniel & Dr. Paige Hunter	Texas, USA
Frank Feng & Bin Yang	Australia
Feng Ye & Jian-Qin Gu	Australia
Wang Ying Chiao & Lin Sen Chi	Taiwan
Wu Shiao Chen & Lai Feng Yu	Taiwan
Susanne & John Cunningham	Manitoba, Canada
Conchita Vargas Lugo & Paola Vargas Lugo	Querétaro, México
ChangJin Lee & JaeYun Jung	Korea
Dean, Sherri Chionis & Matt Chionis	Illinois, USA
Carmen Marshall	California, USA
Chun-Ming Chang & Aileen Zhou	Australia
Rommel & Daisy Balaguer	Philippines
HyoSoon Kwon & BongJae Lee	Korea
Terry Wang & Linda Ju	Hong Kong
Sterling & Mary Ottesen	Utah, USA
Wendy Wu & Michael Zhang	Australia
Matt & Shanna Ryan	Texas, USA
Ping Gao & Hao Chuan Zhang	Australia
Cai Junfen	Hong Kong
Penny & Phil Kirk	Arizona, USA
MiYoung Kim	Korea
Jia Tao & Wei Min Jiang	Australia
Dr. Steve & Andrea Hryszczuk	Illinois, USA
Pete & Dora Zdanis	Pennsylvania, USA
ChungJa Park	Korea

Top North American Preferred Customer Enrollers

Calculated by the total enrolled Preferred Customers who purchased a minimum of 25 points. November 19, 2011–February 3, 2012

Associate Name	Number Enrolled	Region
Alma Corres Zincúnegui	64	Jalisco, México
Conrad Deschenes	46	Québec, Canada
Desserae Verna	33	Georgia, USA
Holly Shen	32	California, USA
Wang ShuJun	31	California, USA
Yanik Tereso	28	Québec, Canada
Janice F. Moranz	26	New Mexico, USA
Ning Lu	26	California, USA
Karin Henderson	24	British Columbia, Canada
Thi Phuong Nghi Vu	23	Québec, Canada
Tracy Wenkman	23	Florida, USA
Annette & Victor Que	22	British Columbia, Canada
Yvonne Acosta	19	Texas, USA
Gregory Borelli	18	Québec, Canada
Julie Lam	18	New York, USA
Wesley Epplin	17	Illinois, USA
Stoney Eskew	16	Colorado, USA
John Goerlitz	15	British Columbia, Canada
Barbara Cooling	15	Illinois, USA
Deborah Grace	15	New York, USA
Kathy Kaehler	14	California, USA
Tricia Cuevas & Juan Pablo Rodríguez	14	Jalisco, México
Dr. Alexander Roka	14	Texas, USA
Sara Cox	14	Illinois, USA
Carlos Cortes Arreola	13	Distrito Federal, México
Zora Pesio	13	Washington, USA
Marc Sulpizii	13	Florida, USA
David McGee	13	Texas, USA
Laura Townsend	13	Ontario, Canada
Ashlea Harlinton	13	Ontario, Canada

“ I became a Top Preferred Customer Enroller by following three strategies: having the deepest product knowledge to fully address all opportunities; being very service-focused to both my downline and my Preferred Customers; and believing any goal is achievable if I set my mind to it and get the skills I need to reach it. ”

Alma Corres Zincúnegui
Gold Director, México



UPCOMING EVENTS

2012

**April
27**

Qualification ends
to attend the
Summer Gold Retreat

Celebrate leadership,
become empowered,
and inspire others at
USANA's first-ever
SWEET Retreat (Superior
Women Empowering
Entrepreneurs Together).
Go to
www.USANAtoday.com
for more information.



**May
18-19**

SWEET Retreat
Orange County, California

19

**Women in
Business Event**
Toronto, Ontario

26
**Women in
Business Event**
Montreal, Québec

May 31–June 3
Summer Gold Retreat
Canyons Resort Utah



**July
6**

Last day to qualify
for rank advancement
recognition at the USANA
International Convention

**Don't wait for
success to find you.
Work hard now to
be recognized for
your efforts on
stage at this year's
Convention.
Qualification for
rank advancement
ends July 6.**

**August
15-18**
**2012 International
Convention**
Salt Lake City, Utah

24
Qualification ends
to attend the
Fall Gold Retreat



There's still time to
qualify for the trip of
a lifetime in either
Paris, France or the
Dominican Republic as
a member of the
Fortune or Growth 25.
Do what it takes to
ensure your spot at
one of these beautiful
locations this year.

**September
18-23**

Fortune 25
Paris, France



**October
11-14**

Fall Gold Retreat
Canyons Resort Utah

**November
8-12**

Growth 25
Dominican Republic

Is Your Teen at the Top of the Class?



Benefits of the new **Body Rox™**:



- **Everyday Health and Immunity:** advanced levels of essential vitamins and minerals
- **School Smarts:** increased levels of important vitamins and minerals targeted to keep the brain working at its best
- **Healthy Skin:** advanced levels of vitamins C and E, zinc, selenium, and carotenoids help support glowing, healthy-looking skin
- **Power Up:** increased levels of B vitamins vital to energy production

MOVE THEM UP!



Poor diets may impact academic performance. That's why the newly reformulated **Body Rox™** combines B vitamins—including biotin, niacin, thiamin, and folate—with essential minerals, like manganese, to support your scholar with a dose of A+ nutrition.

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

USANA Health Sciences
3838 West Parkway Blvd.
Salt Lake City, UT 84120
USA



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How Do I Logo?

- go to USANA's shopping cart
- select Logo Merchandise