

USANA



HITTING NEW RANKS

Find out what these
Associates did to reach
new levels in USANA

A MILLION POSSIBILITIES

CONGRATULATIONS TO THE NEWEST
MEMBERS OF THE MILLION DOLLAR CLUB



Dr. Karen Wolfe
Diamond Director



Ginette Desjardins



Serge & Diane
Deslongchamps



Darrell Coates &
Justina Rudez



Karen & Tim Shumka

Dr. Myron Wentz received numerous awards from Life Sciences (2007) • USANA, US Speedskating, US Women's Ski Jumping, Country Canada • Nutrisearch Comparative Guide Consumer Edition names USANA an Editor's Choice; USANA® products receive five 5-star ratings and gold medals of achievement • Fork America's Most Powerful CEOs 40 & Under (2009) • NSF International certifies USA products meet the stringent requirements of Informed-Choice and HFL Sport Science • Customer Service Satisfaction #1 Merchant for Supplemental Marketing International Association of Natural Products Awards (2011) Dietary Supplements—Sensé™ (4th win since 2003) • Stevie Award Winner: Best Live Performance International Award Winner: Healed to Work (2nd win since 2009) • Entrepreneur (11th win since 1997) • Market Marketing and Best Weight Loss Magazine receives the Albert Einstein Award for the Official Health Supplement Manufacturing, US Luge, Speed Skating, USA® Essentials and HealthPak™ • Forbes.com names Dave Wentz International certifies USANA good manufacturing practices and select products (2007) • USANA products meet the stringent requirements of Informed-Choice and HFL Sport Science • Consumer Lab Awards (2011) #1 Overall Merchant for Customer Service Satisfaction #1 Merchant for Supplemental Marketing International Association of Natural Products Awards (2011) Dietary Supplements—Sensé™ (4th win since 2003) • Stevie Award Winner: Best Live Performance International Award Winner: Healed to Work (2nd win since 2009) • Entrepreneur (11th win since 1997) • Market Marketing and Best Weight Loss Magazine receives the Albert Einstein Award for the Official Health Supplement Manufacturing, US Luge, Speed Skating, USA® Essentials and HealthPak™ each receive gold medals of achievement • Forbes.com names Dave Wentz One of America's Most Powerful CEOs 40 & Under (2009) • NSF International certifies USANA good manufacturing practices and select products (2007) • USANA products meet the stringent requirements of Informed-Choice and HFL Sport Science • Consumer Lab Awards (2011) #1 Overall Merchant for Customer Service Satisfaction #1 Merchant for Supplemental Marketing International Association of Natural Products Awards (2011) Dietary Supplements—Sensé™ (4th win since 2003) • Stevie Award Winner: Best Live Performance International Award Winner: Healed to Work (2nd win since 2009) • Entrepreneur (11th win since 1997) • Market Marketing and Best Weight Loss Magazine receives the Albert Einstein Award for the Official Health Supplement Manufacturing, US Luge, Speed Skating, USA® Essentials and HealthPak™



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See what it takes to
reach the next level in
your USANA business.

Each of the Associates featured
in this issue have done it, and you
can too.

To be eligible for advancement,
the following criteria must be met:



DIAMOND—Maximize **4 BCs**
for **4** consecutive weeks.



EMERALD—Maximize **3 BCs**
for **4** consecutive weeks.



RUBY—Maximize **2 BCs**
for **4** consecutive weeks.



GOLD—Maximize **THE SAME BC**
for **4** consecutive weeks.



SILVER—Maximize **1 BC**.



BRONZE—Have **4,000 SVP**
on the left and right legs.

DIRECTOR—Have **3,000 SVP**
on the left and right legs.

ACHIEVER—Have **2,000 SVP**
on the left and right legs.

BUILDER—Have **1,000 SVP**
on the left and right legs.

BELIEVER—Have **500 SVP**
on the left and right legs.

SHARER—Have **250 SVP**
on the left and right legs.



13

USANA's newest Million Dollar Club members arrive in style

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13

Taking a tour of the
USANA Home Office



Diamond Director

Dr. Karen Wolfe

California, USA



“I really
value
the gift
we have to
offer others.”

Ocean waves make their way onto the tranquil beaches not too far from Dr. Karen Wolfe's home in Mission Viejo, California. They have traveled far and their momentum is great. Just like those waves, Karen's USANA team is full of energy and power, and each advancement within the team propels another. Each team member is full of promise, and Karen encourages every one of them to not only catch their own wave, but to also ride it to success.

One of USANA's newest Diamond Directors, Karen is direct when it comes to what motivates her. “Simply put, it is the team I work with,” she says. “Without them there is no way I could do what I do.” Karen's team is unique in that her members are spread out all across the country, but she believes this hasn't made working together a challenge. Instead, she sees this situation as an opportunity to develop strong ties to those she works with.

It's a concept she embraces today, but not something she necessarily expected. Familiar with network marketing, Karen didn't realize how different USANA was going to be when it came to building a business. “When I first started, I was expecting something very individualized, and I had no idea how important teamwork was within USANA,” she says.

In addition, Karen is part of another unique team within her team known as “GO RED.” It's a select group of Associates who are working toward Gold, Ruby, Emerald, or Diamond. “We meet every week on the phone and we have a very specific agenda,” she explains. “You have to pick where you focus your energy, and that's what our GO RED team does.”

A former general physician in Australia, Karen's life today is very different from what she expected. As a professional speaker, she traveled all over to attend conferences. “My life honestly looked like a lot of plane rides to me. I knew that where I showed up I was going to get paid, and I didn't know any other way of life, to be honest,” Karen says.

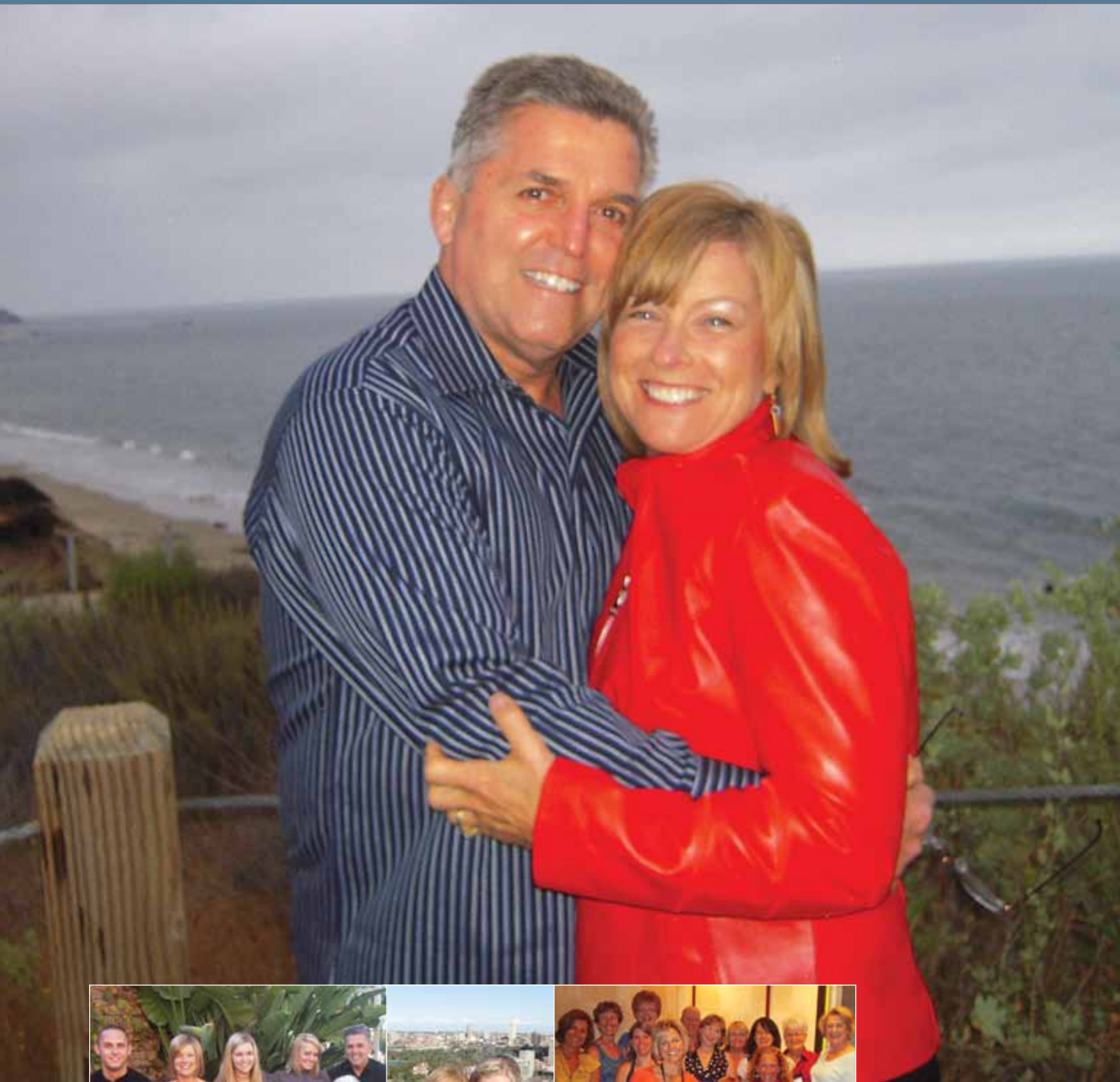
However, after meeting Diamond Director Dr. Christiane Northrup, Karen was intrigued by her involvement with USANA. “I loved her vision of creating health, and she was teaching people how to be well, and that was really impressive to me,” she says.

Although preconceived notions of network marketing may have initially impeded her, Karen came to the realization the one thing standing in her way was the one thing she could overcome. “I realized I had to put my past experiences in the past, and I decided to make this a different experience and come to a place of serving and listening to others.” And that's exactly the message she tries to teach. “Remember you have been given one mouth and two ears,” Karen says. “People want and need to be heard. Really listen to the needs of others.”

Fresh off a successful Diamond run, you might expect a little down time, but not for Karen. “My focus is now to support my team just as they have supported me,” she says. “This is a continuous wave of action, and it just keeps going. We are still riding this wave of success together.” ■

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.



"We all face challenges, but don't let that stop you from thinking about your possibilities."



Monica Mo

Ontario, Canada

“There really is no secret behind advancements. You need to talk about USANA when you see people, no matter if you know them or not. Simply just do it.” Those powerful words of advice from one of USANA’s newest Ruby Directors, Monica Mo, are just a fraction of what has helped her develop into a great leader. While practicing Chinese acupuncture, a patient introduced Monica to USANA’s products. “They showed me the *Comparative Guide to Nutritional Supplements* and I discovered that USANA’s supplements were very high in quality,” she says. After having her family try USANA for themselves, Monica, in addition to her son Andrew, both decided to become part of the USANA family and work together at sharing Dr. Wentz’ vision. “Andrew and I talk every day, work hard together, and help each other improve,” she says. “I am thankful USANA has brought us closer in addition to providing me with time and financial freedom.”

Having been with USANA for just over two years, Monica has seen what it takes in order to get a new business off the ground, and she encourages each new Associate to realize that success comes to those who are diligent. “You have to embrace USANA’s products and business opportunity, and then go out and work hard,” she says. “If you do that, you can become Gold, Ruby, Emerald, Diamond, and much more.” ■

See income disclaimer on page 4.

Get your hands on

THE HEALTHY HOME



“The Healthy Home is
AN AMAZING REVELATION OF THE ‘TRUTHS’
ON EVERYDAY PRODUCTS THAT
PARENTS USE FOR THEIR CHILDREN.

This book will
EMPOWER PARENTS TO TAKE MEASURES
TO PROTECT THEIR CHILDREN FROM TOXINS
that may threaten the health of our future generations.”

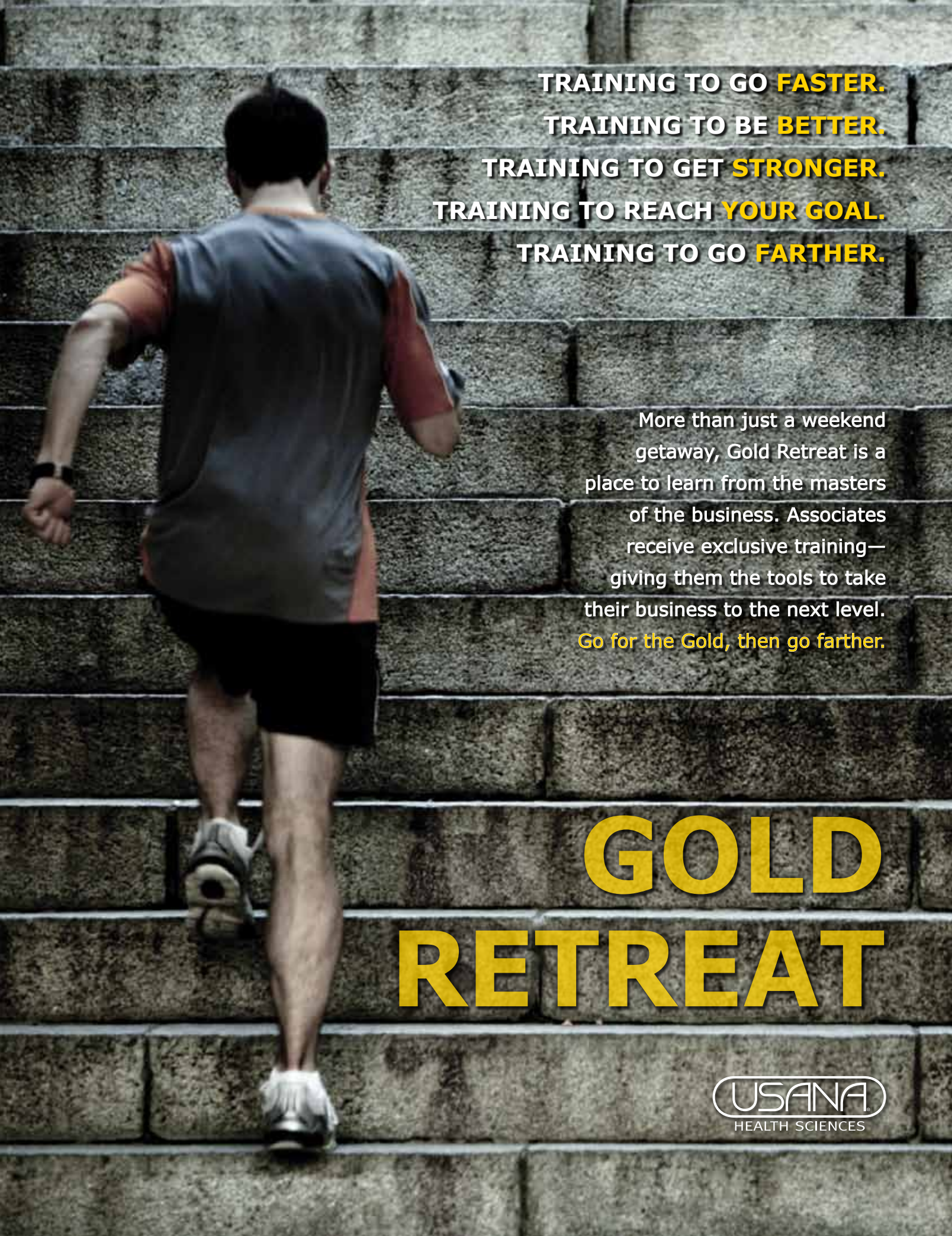
—Christine Wood, MD, pediatrician and author of
How to Get Kids to Eat Great & Love It

“The Healthy Home
will open your eyes to a world that
you have never fully considered before.”

—Dr. Maryann Rosenthal, clinical director
at Casa Palmera Care Center and author of
Be a Parent, Not a Pushover

“The Healthy Home draws heavily from the arcane world of
scientific research to present common-sense
ideas for healthy living.”

—Lyle MacWilliam, MSc, FP,
president of NutriSearch Corporation and author of the
Comparative Guide to Nutritional Supplements



TRAINING TO GO **FASTER.**
TRAINING TO BE **BETTER.**
TRAINING TO GET **STRONGER.**
TRAINING TO REACH **YOUR GOAL.**
TRAINING TO GO **FARTHER.**

More than just a weekend getaway, Gold Retreat is a place to learn from the masters of the business. Associates receive exclusive training—giving them the tools to take their business to the next level.
Go for the Gold, then go farther.

GOLD RETREAT

USANA[®]
HEALTH SCIENCES



Alexander Denk California, USA

Alexander Denk has an incredible résumé to say the least. He's been featured in a number of films and television shows, and he is an award-winning chef. And, on top of many other talents and skills, Alexander is also a fitness trainer. His enthusiasm for life and his concern for others are undeniable, and those qualities are also apparent in his passion for USANA.

"When I was introduced to USANA last year, I thought it was amazing. It was modern and unique, and I saw the vision," he says.

Sharing that vision and potential opportunity with others invigorates Alexander because helping others reach their ultimate potential is what he is all about. "I truly enjoy making a difference in people's lives," he says.

"Unselfish thinking increases the quality of life."



An Nguyen California, USA

An Nguyen was a little unsure when he first learned about USANA, but not for the reasons you may think. "This was something I had been looking for my whole life," he says. "But I was very skeptical because I thought it was just too good to be true."

Motivated by the success stories of leaders, specifically his own mentor, 2-Star Diamond Director Aaron Dinh, An is now writing his own story. But he admits it wouldn't have been feasible without the help of others. "Having a team is everything. My Gold title isn't just mine alone," he says. "I strive every day to make sure the team can become Gold Directors as well."

Despite the challenges Associates may face, An encourages others to always remain strong. "I was taught by my mentors that many people who fail didn't realize how close they were to success," he says.



Holly & Luke Shen California, USA

When new Gold Director Holly Shen was first introduced to USANA, she immediately began seeing the benefits of the products, which she credits with helping her enjoy good health.

In time, Holly learned more about USANA and Dr. Wentz' vision. "I was impressed by his incredible life story and the credibility and integrity of USANA," she says.

Holly soon decided to start selling USANA's products, and she believes her faith in the company has contributed to her continued success in building her business.

"I learned that to succeed with USANA, you have to believe in the company, the products, and yourself. Even in the face of objections, you must take action—if you don't, nothing happens."

"Our job is to find motivated entrepreneurs and be there whenever they need us."



Gabriela Vélez & Daniel Trejo Baja California, México

For new Gold Directors Daniel Trejo and Gabriela Vélez, it was just a matter of time before they achieved their goals.

The couple held multiple sessions with team members during their Gold run, forming a strong synergy among them and boosting their success. Daniel believes this bond will help them advance to Ruby early next year and thinks others can benefit from close team connections as well. "We can all be successful if we team up with our spouse, friends, relatives, and the people who are around us every day," Daniel says.

And Daniel and Gabriela aren't just celebrating their USANA success; their advancement coincides with their first wedding anniversary.

"Being recognized by the team and by such an important company as USANA, seeing that success cannot be concealed—that fills me with joy," Daniel says.



Maddy Vertenten Texas, USA

When former executive coach Maddy Vertenten walked into the arena at her first International Convention in 2008, she was amazed. As she watched the excitement of people around her, Maddy realized she wasn't in a typical sales meeting. "Associates were passionate!" she exclaims. "It hit home that Associates choose USANA because they feel genuinely aligned with the company, products, and Dr. Wentz' vision."

Maddy is especially inspired by working with Team Northrup. "We are the most committed, supportive team I've worked with. This community consistently reminds me of my intentions, and they keep me focused on my purpose and my why," she says.

Maddy's USANA business has provided many opportunities for personal growth. Most importantly she says, "Don't let doubt stop you. Pay attention to your fears, and recognize when they are actually pointing you in the right direction."



Yang Yu British Columbia, Canada

When asked about the secret to success, Gold Director Yang Yu gives a simple answer: "I certainly don't have a secret. It really just takes passion and perseverance."

Becoming part of the USANA family was an easy choice for Yu, especially once USANA acquired BabyCare. "I was really excited to hear USANA was going to be entering China," she says. "I thought USANA could truly be a good opportunity and I wanted to learn more about the company."

While she is already looking toward her next advancement, Yu strongly encourages others also working on advancements to remain committed to their goals. "Set a goal, make appointments, and always communicate."

"Helping your teammates can help lead you to success."



Caesar Zhang Ontario, Canada

Caesar Zhang considers himself to be relatively healthy, but he couldn't help but wonder if USANA could potentially help him maintain his health. "I have many dreams that I look forward to pursuing so I wanted to make sure that I took care of myself," he says.

But it was truly Dr. Wentz' vision that Zhang was drawn to, and it is a vision he looks forward to sharing with others daily. "I have worked hard to achieve my first goal of becoming a Gold Director, and I know this is just the beginning. I am so excited to work with my team and spread this vision to everyone."

When faced with challenges, Zhang reverts back to the reason he became part of the USANA family, and with Dr. Wentz' vision in his mind, he knows he can overcome whatever may stand in his way.



Jing Zhou Zhang New York, USA

New Gold Director Jing Zhou Zhang began admiring how much USANA values its Associates while attending International Convention in 2010. "The company gives us so much support," Zhang says. "They see their Associates as a treasure."

Becoming a Gold Director immediately became a major goal for Zhang, who is now motivated to become a Ruby Director.

Zhang believes USANA's products are the best of the best. "I want to share these products and Dr. Wentz' vision with all the people I know," Zhang says.

Zhang's team has also been important to his advancement. "I help everyone and everyone helps me. USANA is a win-win business and I really enjoy taking part."

"The USANA business is a part of my life now."



Estrella Aqui,
California, USA



Passakorn Chaiyanon,
California, USA



Wei Chen,
British Columbia, Canada



Colleen Davis-Ryan,
Montana, USA



Xiaoli Ding,
British Columbia, Canada



Randy & Laura Dow,
Alberta, Canada



Shawn & Rosalyn Eichelberg,
Texas, USA



Whitney Gray,
Texas, USA



Johann Jiménez,
Jalisco, México



Tony Lam,
California, USA



Dan Luo,
British Columbia, Canada



Marc-André Ménard,
Québec, Canada



Judi Moore,
Virginia, USA



David & Brenda Moseid,
California, USA



Fran Noble,
United Kingdom



Su Nwe,
California, USA



María Del Carmen
Pacheco Pinal,
Nuevo León, México



Patsarut Tankiatphangan,
California, USA



Susan Tate,
Washington, USA



Chelsea Taylor,
Missouri, USA



Sarah Thomssen,
Washington, USA



Lisa Vocella,
Ontario, Canada



Junan Wang,
New York, USA



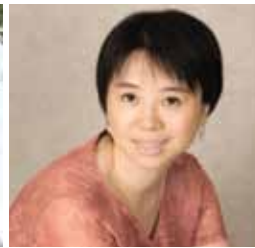
Peter Wong,
Ontario, Canada



Lorena Tabuco Zabrensky,
California, USA



Pei Rong Zhang,
British Columbia, Canada



Jennifer Peng Zhao,
British Columbia, Canada

NEW SILVER DIRECTORS NOT FEATURED:

Elizabeth Morales Bermúdez,
Puebla, México

Sang Duong, California, USA

Brian & Wynn Everhard,
Texas, USA

Shu Yun Li,
British Columbia, Canada

Im Fan Ng & Stanley John Pon,
British Columbia, Canada

Adriana Gutiérrez Pimentel,
Jalisco, México

Weimin Wang,
British Columbia, Canada

Xuejia Wang,
British Columbia, Canada

ASIA-PACIFIC ADVANCEMENTS

USANA Health Sciences would like to congratulate all of our Asia-Pacific Associates who advanced from March 27–May 7, 2011.

DIAMOND

3-Star Diamond

Raymond Lo & Maureen Chu, Hong Kong
Bill & Jenny Huang, New Zealand

2-Star Diamond

Zhi Xian Jin & Steven Chen, Australia

Diamond

YeonSoo Kim, Korea
Amy Lau, Hong Kong
Catherine & Andy Wong, Hong Kong



EMERALD

SeokYoung Kim, Korea

RUBY

Ma A Fang, Hong Kong
WonHwan Kim &
InSoon Lee, Korea
JM & Ishy Merquita, Philippines
Takeshi Morita, Japan
Mai Niino, Japan

MiKyung Oh, Korea
GiBun Seong, Korea

GOLD

Junfen Cai, Hong Kong
Hui Chen, Hong Kong
Shao Ping Chen, Hong Kong
Ivy dela Cruz, Philippines
Jem Escoto & Herbert Lopez, Philippines
Rio & Lyn Gomez, Philippines
Xiaorong Hu, Hong Kong
GuoHua Huang, Philippines
Qian Jing, Hong Kong
KyungOk Jung, Korea
EunJung Kim & JongDuck Lee, Korea
KwangJa Kim, Korea
JiYoon Kwon, Korea

Yuen Wah Leung, Hong Kong
Haiying Li, Hong Kong
Youjuan Li, Hong Kong
Yanyi Liu & Zhengwei Yang, Australia
Michael Ly, Australia
Xiaoping Qian, Hong Kong
Chen Rong, Hong Kong
Ahmad Tarmizi bin Abu Seman, Malaysia
Jidong Shen, Hong Kong
Weili Sun, Hong Kong
Yun Sun, Hong Kong
Kin Fai Tang, Hong Kong
Truc Tran, Australia
Amea Arnee Valdez, Philippines

Chengxun Wang, Hong Kong
Zhaotang Xiu, Hong Kong
Hong Yang, Hong Kong
Ming Yang, Hong Kong
HyunSook Yoon, Korea
Lianzhi Yu, Hong Kong
Chengi Yuan, Hong Kong
Kuanming Zeng, Hong Kong
Biqin Zhang, Hong Kong
Fengxin Zhang, Hong Kong
Zhen Zhang, Hong Kong
Rong Zhong, Australia

**CONGRATULATIONS ALSO TO OUR 207 NEW SILVER DIRECTORS
AND 53 NEW BRONZE DIRECTORS FROM OUR ASIA-PACIFIC MARKET.**



A MILLION POSSIBILITIES

Written by Suzanne Houghton

THE MORNING SUN STRETCHED ACROSS THE SALT LAKE CITY VALLEY ON JUNE 9, 2011. The early light reflected off the glass windows at USANA's Home Office, and although it appeared to be an everyday morning, it was anything but. This was a day of new beginnings for a select group of USANA's finest Associates.

Accompanied by a police escort, four Distributorships each stepped out of an exquisite stretch limousine and made their way up the red carpet and into the Home Office as official members of USANA's Million Dollar Club (MDC). After years of service to USANA and to Dr. Wentz' vision, these MDC members all have earned a million dollars, but undoubtedly and more importantly, they have also positively impacted the lives of countless people all over the world.

GINETTE DESJARDINS

QUÉBEC, CANADA

Ginette Desjardins' close friend knew exactly what to say to her about USANA. But more importantly, he knew exactly what *not* to say. "He knew not to even mention the words 'network marketing' to me because, based on previous experiences, I had vowed to avoid anything that had to do with it," she laughs. Little did she know she would be the one eager to learn more.

For Ginette, USANA is more than just a company and more than just supplements—it's become a part of who she is. "USANA isn't a job to me. It's a second family," she shares.

Joining the MDC is a goal Ginette has worked extremely hard for, and she can't begin to express her gratefulness for the opportunity to belong to such an elite group. "Becoming a member of the MDC means so many things to me. I was able to show those who didn't believe in me that it was possible," she says. "Nobody was able to keep me from fulfilling my dreams."



See income disclaimer on page 4.

SERGE & DIANE DESLONGCHAMPS

QUÉBEC, CANADA

Serge and Diane Deslongchamps couldn't be more pleased to be two of the newest MDC members. "Belonging to the prestigious MDC is an important step for us, and it's a milestone in our expanding career," say the Emerald Directors.

Being part of this elite group is a great honor for this Canadian couple, and it's one they are anxious to have their teammates experience as well. "Our wish is that our entire team can believe in this company for themselves—and for their own teams—and come join us," they say. "This would be the sign of exemplary participation in the vision of Dr. Wentz and USANA."

Becoming part of USANA just over 10 years ago, the Deslongchamps may not have initially realized the impact USANA would have on their lives and, in turn, the impact they would have on others. Now part of the MDC, the couple knows they are on the right path. "This step is a reminder to us and others that prosperity and freedom are possible and within reach."



DARRELL COATES & JUSTINA RUDEZ

FLORIDA, USA

Becoming a member of the MDC is an incredible accomplishment. For 1-Star Diamond Director Justina Rudez, it's that, and so much more. "It's very humbling and I'm grateful for those who have helped me get here," she explains. "This is just as much of an accomplishment for my team as it is for me because they are part of the reason for my success."

Originally from Croatia, Justina has an unbelievable life story marked with growth and determination. Moving from Italy to New York as a teenager, Justina worked in a sweatshop to help support her family. After several years, she was able to open her first hair salon. Thinking she might be living the "American Dream," she admits all she was doing was working.

After being introduced to USANA, Justina wasn't concerned with building a business, but her passion for health and helping others was too strong. She soon found herself living her ultimate dream with USANA's help. "I am so happy with the way my life has unfolded," she says, "and I am very motivated to help others achieve the same."



See income disclaimer on page 4.

KAREN & TIM SHUMKA

BRITISH COLUMBIA, CANADA

Diamond Director, MDC member, and Canadian Independent Distributor Council member—it's been an amazing year full of opportunities, growth, and memories for USANA leader Karen Shumka. When asked about her journey spanning the last seven years, a smile comes to her face. "I am really grateful," she says. "I look at our MDC pin, and in those diamonds I see those who stuck with us. It's creating an invitation to others to come be part of this, too."

Karen, along with her husband, Tim, are incredible leaders in the USANA family, and sharing Dr. Wentz' vision will forever stir emotions in Karen. "We know we are building something that is going to last because of Dr. Wentz, and that's brilliant," she says. "It's a privilege to be part of people's goals, vision, and their dreams in life."

Karen's passion and dedication to USANA are apparent to those around her, and with her attitude of "absolutely no limits," others are sure to be inspired. "We are just one more example that dreams really can come true," she concludes.





Bronze Advancements | March 27, 2011–May 7, 2011



Supatra Boonkrob,
California, USA



Alan Holcomb,
Saskatchewan, Canada



Tina Matthews,
Ontario, Canada



Sandra Tamez,
Nuevo León, México



Yuan Yao,
Illinois, USA

NEW BRONZE DIRECTORS NOT FEATURED:

Mark Aliberto, Arizona, USA

Ruth Buckner, Utah, USA

Lang Shan Cui, British Columbia, Canada

Virginia Li, California, USA

Khoa Nguyen & Thuytien Vo, Georgia, USA

Jaime Nicolas, California, USA

Chang Hua Wu, British Columbia, Canada

X Mary Wu, British Columbia, Canada



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Top March 26, 2011–May 6, 2011 ASSOCIATES



**Top North
American Growth
Earners**

**Top North American
Associate Enrollers**

**Top Global Income
Earners**

**Top North American
Preferred Customer
Enrollers**

Dear Associate Leaders,

It's hard to believe we are halfway through 2011! It has been quite a year for USANA so far! We released *The New York Times* best-selling book *The Healthy Home*; had a successful North American Healthy Home Book Tour; rang the bell on the New York Stock Exchange; and had fabulous Cross-Regional Conferences in the United States, México, and Canada. USANA has also received many notable awards this year! ConsumerLabs.com named USANA as the No. 1 Overall Merchant for Customer Service Satisfaction, in addition to the No. 1 Merchant in Direct Sales Based on Customer Satisfaction; we have been honored with three Utah Best of State Awards; won eight Communicator Awards; and Dr. Wentz received the Multi-Level Marketing International Association 5-Star Award. Wow! Time flies by so quickly when you are having fun! And, truly, your support and leadership have been key to all of the great success we have experienced this year.

Being a leader on a daily basis is a major responsibility. But that's what I love about USANA! It's the opportunity to witness first hand the power of what happens when leaders demonstrate integrity and set an example for others. You are leaders of the next generation of leaders! This is how we will continue to be a dominating force in the world—we are the USANA Difference!

Executive Director of U.S. Field Development Lori Truman and I leave so energized and refreshed after visiting you in the field. Whether it's a Health & Freedom Presentation, a Super Saturday, a training session, or a Healthy Home Book Club meeting, we are constantly aware we have the best leaders. After all, you live by the principles of *simplification*, *innovation*, and *total domination*. You are changing lives daily! As leaders, you and your team members have demonstrated this outlook, and your example will continue to impact many generations to come.

No matter the amount of rank advancements you have, how many times you complete e-Apprentice, how many Health & Freedom Solution DVDs you distribute, how many times you have flipped the flipchart, or how many times you have read *The Healthy Home*, if you don't understand and duplicate value and integrity in your daily actions, it is all for naught.

So what can you continue to do on a daily basis within your teams to ensure you are changing lives for generations to come? Here are a few suggestions based on my observations and experience in the field.

1. Build strong relationships. Truly caring about the success of another person is when your own true success begins.
2. Be humble and exalt the strengths of those around you.
3. Be the change you wish to see in others. Set the pace and be the example. Walk the walk; don't just talk the talk.
4. Cherish truth and integrity above all else.

I know we have truly only begun to scratch the surface of what we can achieve at USANA. Your enthusiasm and duplication of key leadership qualities will help you nurture your natural talents as we continue the USANA journey of changing lives and providing people with empowerment. I look forward to seeing many of you soon!

Y. Michelle Merriwether
Vice President of United States Field Development

Top North American Growth Earners

Determined by comparing the "Top Associates" time period from the previous issue of USANA magazine to the "Top Associates" time period in the current issue.

February 12–March 25, 2011 to March 26–May 6, 2011

Associate Name	Region
Alexander Denk	California, USA
Monica Mo	Ontario, Canada
Daniel & Dr. Paige Hunter	Texas, USA
Luke & Holly Shen	California, USA
Bryan & Monica Penrod	Texas, USA
Jeremy Stansfield	Utah, USA
Michael Callejas	California, USA
Mei Huang	New York, USA
Michelle Alpha	Texas, USA
Ivy Chan	California, USA
Robin Tremblay & Annie Poitras	Québec, Canada
Marlene & Jim Robbins	California, USA
Maddy Vertenten	Texas, USA
Caesar Zhang	Ontario, Canada
Lin Fan	New York, USA
Janny Chu & Denise Chen	California, USA
Marie-Pascale Tremblay & Sylvain Méndard	Québec, Canada
Rosa Liang	British Columbia, Canada
Aaron Dinh & Cathy Ngo	California, USA
Aristotle Ibasco	California, USA
Lisa Lui	British Columbia, Canada
Josefina Castro & Gustavo Ament	Baja California, México
John & Anne Northrup	New York, USA
Jennifer Peng Zhao	British Columbia, Canada
Qiuping Dai	Texas, USA
Jiaxi Wu	New York, USA
Shelley Shi	Michigan, USA
Shiquan Ding	Maryland, USA
Emily Le	Oregon, USA
Tina Tao Pang & Ted Chun Yong Liu	Maryland, USA
Sam Wang	Delaware, USA
Liang Shan Cui	British Columbia, Canada
José Juan Palma & Maritza Mercado	Jalisco, México
John & Carleen Machart	Montana, USA
Sarah Thomssen	Washington, USA
Dave Li	British Columbia, Canada
Yan Yuan	Maryland, USA
Nancy Levesque	Québec, Canada
Premrudee Tungmonkong	California, USA
William Ohochinsky & Donna Thrasher	Saskatchewan, Canada
Frances Noble	United Kingdom
Pepe Pinzón	Yucatán, México
Alan Holcomb	Saskatchewan, Canada
Ben Jung	British Columbia, Canada
Sandra Tamez	Nuevo León, México
Li Zhou	Delaware, USA
An Nguyen	California, USA
Dr. Deborah Kern	Texas, USA
Chen Liu	Ontario, Canada
Jenny Tang	Ontario, Canada

Top North American Associate Enrollers

Based on the number of personally sponsored downline members enrolled.

March 26–May 6, 2011

Associate Name	Number Enrolled	Region
Michelle Alpha	18	Texas, USA
Alma Corres Zíncúnegui	12	Jalisco, México
Connie Yao & Jim Barabe	9	British Columbia, Canada
Rebecca Chai	8	Texas, USA
Dra. Noemí A. Díaz de León Martínez	8	San Luis Potosí, México
Monica Mo	8	Ontario, Canada
Jiao Yang Zhang	8	British Columbia, Canada
Alexander Denk	8	California, USA
Xiaoping Qi	8	California, USA
Helen Yoshihara	7	California, USA
Dr. Deborah Kern	7	Texas, USA
Lisa Lui	7	British Columbia, Canada
María Concepción Olvera Romero	7	Coahuila, México
Tidarat Saardwai	7	California, USA
Michale Nhan	7	Georgia, USA
Annette & Victor Que	6	British Columbia, Canada
Aristotle Ibasco	6	California, USA
Ding Frank Gu	6	New Jersey, USA
Aliena Choy	6	California, USA
Bailing Wang	6	California, USA
Elisa Abigail Carrizales Mata	6	Nuevo León, México
Yuqin Wu	6	Washington, USA
Li Liu	6	Ontario, Canada
Peter Wong	6	Ontario, Canada
Zhi Li	6	Illinois, USA
Norm Sanders	6	Washington, USA
Vangel Roberts	6	British Columbia, Canada
Pablo Torres	6	Nuevo León, México
Yessenia Echevarria	6	California, USA



“I am a firm believer in social media and have been successfully building my USANA business through social media. If you adopt the mindset of a successful entrepreneur and have consistency, drive, and vision, and if you work hard, you too can become a Top Associate Enroller with USANA. No obstacle is too large to overcome, and with that kind of mindset you can achieve anything you put your mind to. In the end you must communicate with your prospects, present the Health & Freedom Solution, and follow up daily.”

Michelle Alpha, Director, USA

Top Global Income Earners

Determined by the total commissions earned.

March 26–May 6, 2011

Associate Name	Region
Rita Hui	Hong Kong
Tina Tao Pang & Ted Chun Yong Liu	Maryland, USA
Queen & Alan To	Hong Kong
Connie Yao & Jim Barabe	British Columbia, Canada
Jeremy Stansfield	Utah, USA
Collette Larsen & Zachary Ross	California, USA
Mable & Vincent Chan	British Columbia, Canada
Peter & Bibiana Pau	Washington, USA
Bill & Jenny Huang	New Zealand
Liu Tang Jung & Pan Hsiu Jou	Taiwan
Bryan & Monica Penrod	Texas, USA
Dr. Wen Chi Wu & Zang Hong Wu	New Jersey, USA
Dennis Chen & Sheila Xiao Nan Wang	California, USA
Dean & Sherri Chionis & Matt Chionis	Illinois, USA
Steven Chen & Zhi Xian Jin	Australia
Mei Huang	New York, USA
Wang Bai Lu & Chiang Chun Tze	Taiwan
Frank Feng & Bin Yang	Australia
Daniel & Dr. Paige Hunter	Texas, USA
Lin Shi & Meiqin Jiang	Australia
Bob, Mary, Amy & Xian Lin	Australia
Ri Yue Liu	New York, USA
Chiu Liang Yin & Kung Bing Feng	Taiwan
Susanne & John Cunningham	Manitoba, Canada
Bob Zou	Hong Kong
Annette & Victor Que	British Columbia, Canada
Yuya Shibayama	Japan
Wu Shiao Chen & Lai Feng Yu	Taiwan
Bryan Morris	Texas, USA
Carmen Marshall	California, USA
Robert & Daryl Allen	California, USA
Yaney Gao	Louisiana, USA
Sterling & Mary Ottesen	Utah, USA
Feng Ye & Jian-Qin Gu	Australia
Wang Ying Chiao & Lin Sen Chi	Taiwan
Maureen Chu & Raymond Lo	Hong Kong
Matt & Shanna Ryan	Texas, USA
Hou Ya Chen & Joy C.I.Huang	Taiwan
ChangJin Lee & JaeYun Jung	Korea
MaengJa Lee & BongKi Kim	Korea
Zhao Minghui & Wang Rongmin	Hong Kong
WWL Trading Inc.	New York, USA
Pete & Dora Zdanis	Pennsylvania, USA
Penelope & Phil Kirk	Arizona, USA
Ping Gao & Hao Chuan Zhang	Australia
Chun-Ming Chang & Aileen Zhou	Australia
Sophia Marcoux & Jacques Fiset	Québec, Canada

Top North American Preferred Customer Enrollers

Calculated by the total enrolled Preferred

Customers who purchased a minimum of 25 points.

March 26–May 6, 2011

Associate Name	Number Enrolled	Region
Wang ShuJun	36	California, USA
Ning Lu	34	California, USA
Holly Shen	26	California, USA
Vada Nail	23	Texas, USA
Gemma Hughes	21	Florida, USA
Tina Matthews	19	Ontario, Canada
Matt Johnson	17	Wisconsin, USA
Dr. Karen Wolfe	16	California, USA
Karin Henderson	12	British Columbia, Canada
Darrell Jennings	12	Utah, USA
Kimberly Koller	11	California, USA
Cassandra Green	10	Colorado, USA
Janice F. Moranz	9	New Mexico, USA
Zora Pesio	9	Washington, USA
Dr. Mike Okouchi	9	California, USA
Claire Fay	9	Washington D.C., USA
Dr. Robert Multari	9	Pennsylvania, USA
Hong Xu	8	Washington, USA
Su Nwe	8	California, USA
Tommy Le	8	California, USA
Caryl Gordon	8	Texas, USA
Anna DeMontis	8	Ontario, Canada
Alma Corres Zinúnegui	7	Jalisco, México
Eligia Barrios & Benjamín Morales	7	Estado de México, México
Lorene & Dan Hochstetler	7	Ohio, USA
Michael Spencer	7	United Kingdom
Wesley Epplin	7	Illinois, USA
Mónica Elizabeth Sánchez Baca	7	Nuevo León, México
Julia Indichova	7	New York, USA
Sue Dumais	7	British Columbia, Canada
Rosemary Morris	7	Illinois, USA
Fabiola Natividad Cuevas López	7	Jalisco, México
Lynne Hewitt	7	Washington, USA
Megan Jo Wilson	7	Maine, USA

“Associates can become top PC Enrollers by trusting USANA and relying on the knowledge that they use the purest ingredients. Use the products, share your knowledge with your clients, and ultimately know what your clients’ needs and wants are.”

Vada Nail, Believer, USA



UPCOMING EVENTS

2011

**October
6-10**

Growth 25

Barcelo Maya
Palace Deluxe
Riviera Maya, México

2012 will be here before you know it. Set your goals now to become a member of next year's **Growth 25** or **Fortune 25**.

20-23

Fall Gold Retreat

at The Canyons, Utah



November

6-11

Fortune 25

Bora Bora Four
Seasons Resort
Bora Bora



USANA
Fortune 25
LIVING THE DREAM

Too early to register for next year's Convention? No way. Log on to www.USANAtoday.com to sign up for **USANA's 20th anniversary Convention now!**

2012

**March
8-12**

**Asia-Pacific
Convention**

Sydney, Australia

Remember, informative **CONFERENCE CALLS** are held each Wednesday at 7:00 p.m. MDT. Check out USANAtoday.com for details.

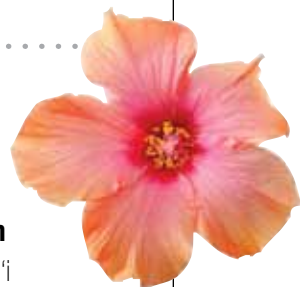
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Online

April

16-22

**Diamond
Destination**

O'ahu, Hawai'i



Dates are subject to change without notice. Visit USANAtoday.com for more information.



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Aleksandra Wozniak



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Sam Stosur

"SINCE 2006, THE WOMEN'S TENNIS ASSOCIATION HAS RELIED ON THE RESEARCH AND INNOVATION OF **USANA** TO PROVIDE OUR WORLD-CLASS ATHLETES WITH OPTIMAL HEALTH."

—STACEY ALLASTER, CHAIRMAN & CEO, WTA

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Dr. Myron Wentz

Multi-Level Marketing
International Association, 2011

Dr. Myron Wentz receives the

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in Network Marketing 2010

Forbes.com names Dave Wentz

(2009)

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CEOs 40 & Under*

BEST OF STATE

Dietary Supplements

7th win since 2003

Personal Care Products/Cosmetics—Sense™

4th win since 2007

Health/Nutrition Beverage—Rev3 Energy™

3rd win since 2007



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