

USANA 1992 to 2012 – Celebrating 20 years of

Health & Freedom



Content approved for Australia & New Zealand. Rev. 09 /12

What are the challenges facing your generation?



Gen Ys

Erratic eating and
the need to boost
energy levels



Young Mums

Getting the very
best quality nutrition
for the whole family



Families

Meeting the needs
of hectic 21st
Century lives



Baby Boomers

Aiding healthy
ageing, preventing
degenerative
diseases

How can you take control and be nutritionally complete?

Two factors are impacting health for all generations

Increased toxic load from our environment and lifestyles



Depleted nutritional value in our foods

The balance is weighted too heavily in the wrong direction

Factors affecting your health at the cell level

Toxic load, the toxins in your bloodstream

- Air pollution – indoors and outside
- Alcohol and other lifestyle factors
- Processed and fried foods
- Chemicals in our food and water
- Stress

Nutritional content of foods can be affected by:

- Nutrient – depleted soils
- Fertilisers – can reduce vitamin C content
- Processing – white cereals have much of the fibre and B vitamins removed with the husk
- Chemically-preserved food
- Blanching, canning and cooking – reduces delicate vitamin C and other water-soluble vitamins



Being informed is the key to making better choices for optimal health

Why supplement your diet?

Fewer than one in ten Australians consumes two or more fruit serves daily and less than one in ten eats the recommended five serves of veggies per day¹. In New Zealand, just 42 per cent of adults gets the recommended two and five serves of fruits and vegetables daily².

- Science is increasingly demonstrating the need for better nutrition and one in three don't get enough Vitamin D.
- Most adults consume 18-25 grams of dietary fibre daily - far short of the recommended 30 grams daily.
- Around nine out of ten adults does not get enough essential omega-3 fats, vital for every cell in the body.
- Poor nutrition is responsible for around 16 per cent of the total burden of disease in Australia and New Zealand and is implicated in more than 56 per cent of all deaths in Australia according to Australian government figures.



How are you protecting and repairing your cells?

USANA Health Sciences



- **Myron Wentz PhD, Microbiology and Immunology**

Utah Ernst and Young Entrepreneur of the Year, 2003.

Recipient of the Albert Einstein Award for Outstanding Achievement in Life Sciences 2007.

- **Gull Laboratories**

Founded in 1972. World leader in human-cell culture and medical-diagnostic technologies.

Developed the first commercially-available test kit for the Epstein-Barr virus responsible for glandular fever.

- **Expert in growing cells**

Understands the nutritional requirements of the human cell.

Over time, Dr Wentz has progressed from disease diagnostics to the field of health maintenance.

- **Founded USANA Health Sciences in 1992**

“I dream of a world free from pain and suffering.

I dream of a world free from disease. The USANA family will be the healthiest family on earth.

Share my vision. Love life, and live it to its fullest in happiness and health.”

Dr Myron Wentz, Founder & Chairman of the Board, Microbiologist, Immunologist, Philanthropist & Author

The USANA Difference



- Adheres to pharmaceutical-grade Good Manufacturing Practices (GMPs) - You can trust products are made in FDA/TGA approved facilities.
- 100% potency guarantee - these products do what they say.
- Trusted by over 600 elite athletes - athletes who will only give their bodies the best in nutritional support.

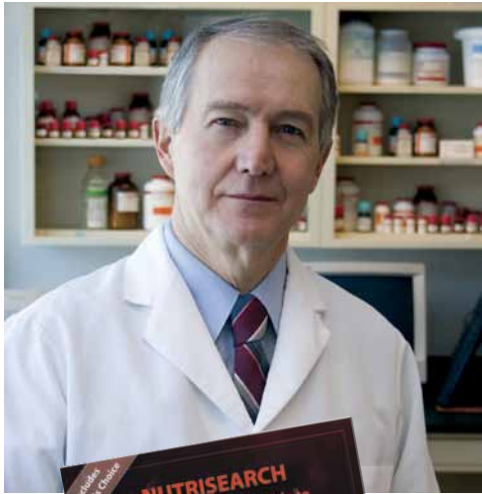


You can be confident about the quality, the potency and the science that backs the products that carry the USANA name.



GMP Registered

USANA® Essentials for all generations



Ranked #1 Supplement*

- Comprehensive, precisely balanced supplements
- 5-Star Rated Top Ranking Supplements in Australia and New Zealand according to the independent publication, The Comparative Guide to Nutritional Supplements*
- Nutrition for all generations



Lyle MacWilliam, BSc, MSc, FP (pictured above, top).

*USANA Essentials™ (pictured above, middle) and HealthPak™ (pictured above, right) are top ranking 5-star rated supplements in the Comparative Guide to Nutritional Supplements (MacWilliam, L. 2012, Consumer Ed.)

For a full ingredients list, please visit: <http://products.usana.com/en/products/au/essentials/essentials.shtml>. Vitamin supplements should not replace a balanced diet. Use only as directed. Always read the label.

Optimise your health

Optimizers

Taken in association with your age-related Essentials products, the Optimizers range boosts your specific health needs whether you want to focus on women's health or bone and joint care or digestive health. The Optimizers range has a product that's right for you!

Rev3

Choose an energy drink that is low in sugar, low in calories, has zero salt and is fortified with vitamins, minerals and antioxidants.
Cleaner. Smarter. Stronger.



USANA® Foods, for healthier 21st Century living!

DISCOVER LOW GI

RESET™

HEALTHY LIVING



- **Good source of high-quality macronutrients**
- **Nutritionally balanced**
- **Formulated low GI (Glycemic Index)**
- **Use as a healthy meal replacement**
- **Healthy snack alternatives**
- **Great-tasting**

The **USANA 12-Week RESET™ Weight Management Program** will start you on the path to healthier living and sustainable weight management.

An excellent way to reset your body and take back control of your life.



Sensé Beautiful Science™



Patented self-preserving technology in a revolutionary skin and personal-care system

- Clinically-proven technology that reduces the appearance of ageing
- Helps reduce the appearance of fine lines and wrinkles
- Reduces uneven skin tone and texture
- No added parabens or nasty chemicals
- Rejuvenates the skin after exposure to the harsh environment
- Keeps your complexion looking radiant



The exclusive 'self-preserving technology' that is currently used in all Sensé – beautiful science™ skin care products is protected under U.S. Patent No. 7,214,391. The 'Sensé' and 'Sensé – beautiful science' trade marks are the property of USANA Health Sciences, Inc.

In good company with USANA Health Sciences



Athletes Guarantee

Our athlete guarantee states that should a sponsored athlete test positive to a banned substance as a result of taking USANA nutritional products, we will compensate the athlete with up to \$1 million dollars! USANA is the first nutritional supplements company to offer an ironclad guarantee to athletes about the purity of products.



WTA

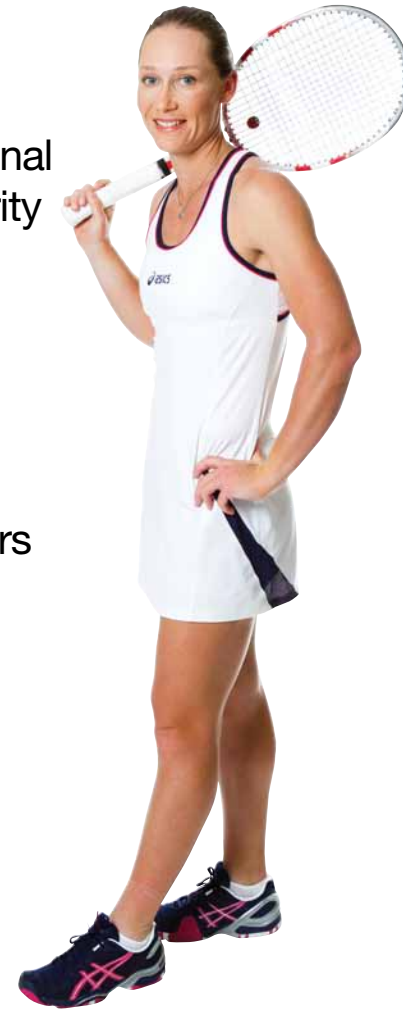
USANA is the Official Health Supplement Supplier to the Women's Tennis Association (WTA), providing product to over 165 players including 2011 US Open Champion Sam Stosur and 2011 Australian Open Champion Kim Clijsters



Mountaineer Mike Allsop



Olympic Gold Medallist Tate Smith



Tennis ace Sam Stosur

What is your dream?

Afford the best
education for your kids

Health for
your family

Financial
freedom

Being your own boss

Helping others

Retirement

Being
debt
free

Being mortgage free

Traditional jobs vs. self-employment



Traditional jobs

- Low time flexibility
- No job security
- Earning ability is decided by someone else
- Limited number of available working hours
- Someone else benefits from your hard work
- Only a few weeks of holiday per year



Self-employment

- You are your own boss
- No punching a time clock
- YOU benefit from your hard work
- A way to create residual income

Which one sounds better to you?

Why network marketing?

What can network marketing offer you?

- Low start-up costs
- Be your own boss, no boss, staff or set work hours!
- Time-leveraged, residual income
- Fastest growing means of distribution in the world

Right time... right place

- Fastest growing means of distribution
- Decline in food quality
- Weight epidemic
- Ageing population
- Rising unemployment



“Network marketing gives people the opportunity, with very low risk and very low financial commitment, to build their own income-generating asset and acquire great wealth,”

Robert T. Kiyosaki, Entrepreneur and Author

USANA Health Sciences – a company you can partner with for life

Introduce USANA to your customers

Enrol and teach other Associates who do the same

- **Founded in 1992 – over 20 years of sustained growth and support**
- **Listed on the New York Stock Exchange**
- **The 17th largest direct selling company in the world and one of the fastest growing**
- **Voted best network marketing company by MLM Insider magazine 11 times since 1997**
- **Consistent winner of Product and Business Awards for Excellence**



USANA Compensation Plan

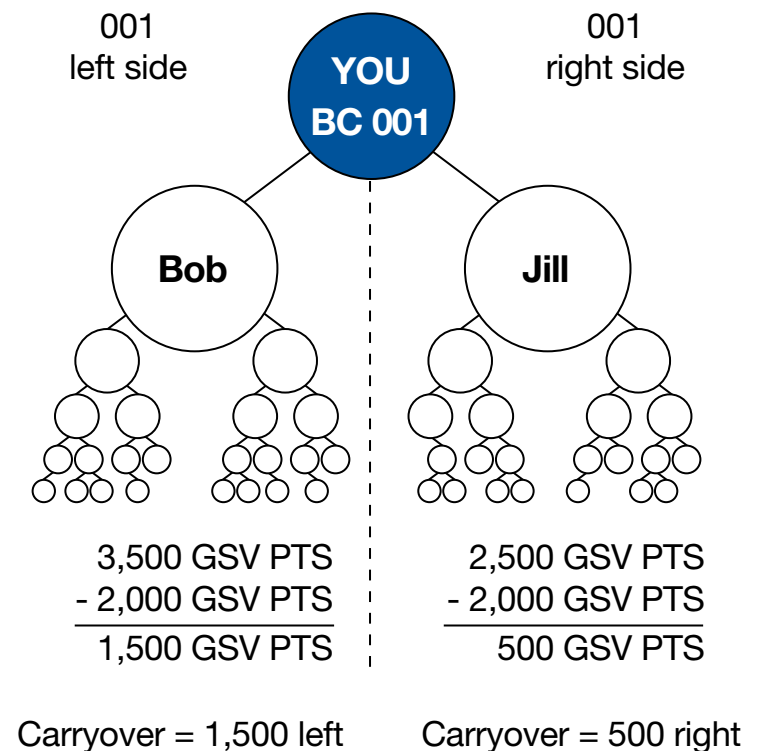


You earn commissions*

Commission Payout Schedule

Sales Volume Points		Commission Volume Points		
Left	Right	Points	AU\$	NZ\$
250	250	40	58	68
500	500	100	145	170
1,000	1,000	200	290	340
2,000	2,000	400	580	680
3,000	3,000	600	870	1,020
4,000	4,000	800	1,160	1,360
5,000	5,000	1,000	1,450	1,700

Carryover†



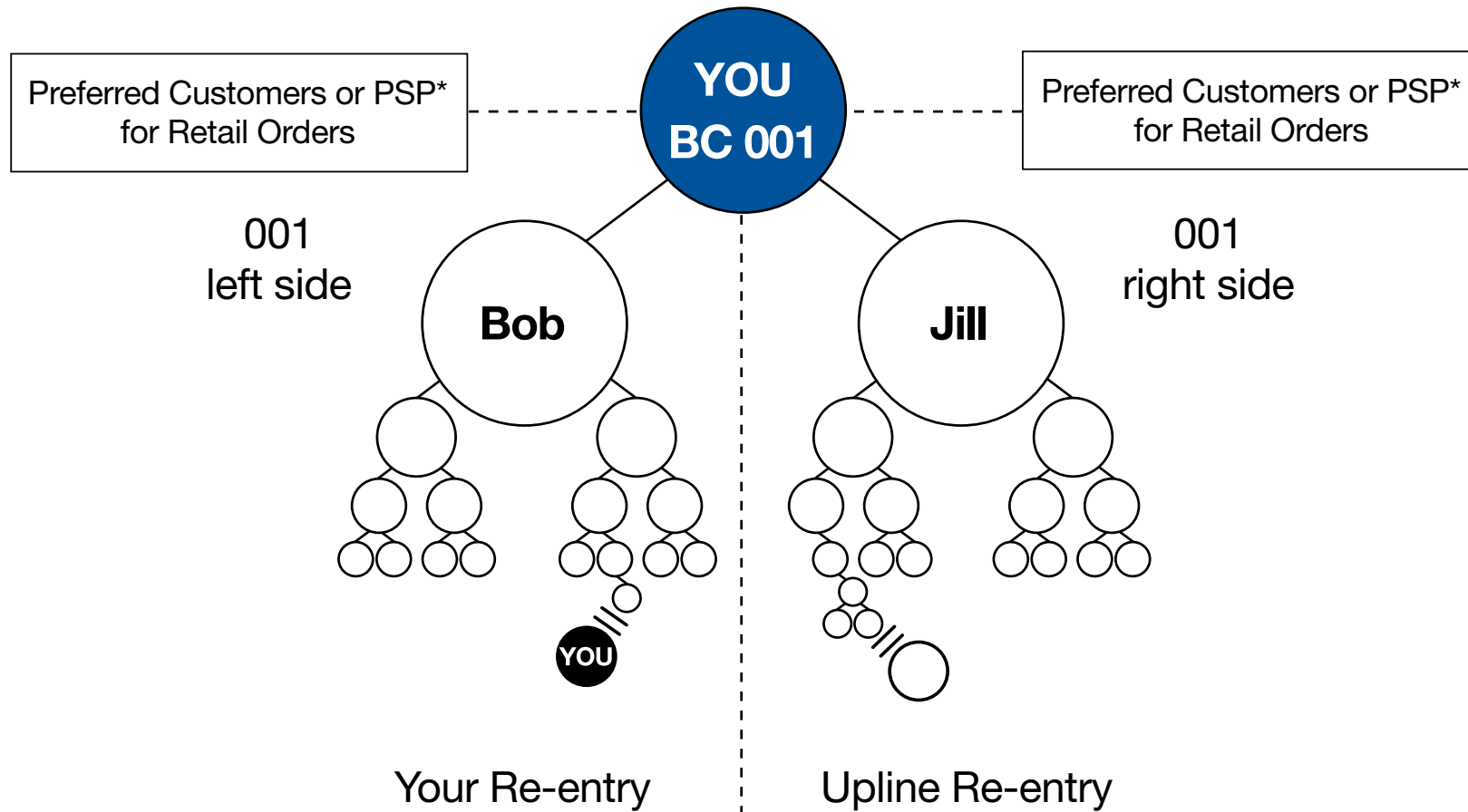
Total Commission Points = 400 pts

*Commissions are earned based on the sales of your organisation. Commission points have been converted to Australian and New Zealand currencies using the commission exchange rate of 1.45 for Australia and 1.70 for New Zealand.
†Group Sales Volume up to 5,000 points carries over each week provided you remain active.

How does it work?



When you help others succeed, YOU succeed!



In business for yourself

Four simple steps

- **Business Development System (BDS)**
- **Activate a 1BC or 3BC with a product order**
- **Learn and follow the system**
- **Keep your business centres commission eligible**

One Business Centre = 100 points every four weeks

Multiple Business Centres = 200 points every four weeks



Helping you towards success every step of the way

Training and support

- Professional one-on-one mentoring
- Personal website
- USANAtoday and www.usana.com
- Online business tools
 - eApprentice
 - Health Assessment and Advisor
- Professional Publications



Dreams are becoming reality



Where do you see yourself?

1. I'm ready to get started



2. I'm Interested, but I need more information



3. I'd love to try the products!

