

真正的财富

# truewealth

Revolutionary News on Finding True Health and the Financial Freedom to Enjoy It



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

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

Health & Freedom  
Newspaper SINGAPORE



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

## 辛勤工作, 努力储蓄 是否足够呢?

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

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

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

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



## Globalisation Lowers Job Security

### 全球一体化 影响就业前景

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

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

Earning multiple streams of income spreads your risk.

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

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

增加收入来源有助减轻风险。

## Caring for The Family

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

### 照顾家庭

您每天与家人共享天伦的时间又有多少?



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

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

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

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



## Can life be better?

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

生活可否更美满?

如果时间和金钱都不成问题...您今天会做些什么事情?



# Smarter Ways to Earn 明智的赚钱方法

## 1. Leverage Your Income

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

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

## 2. Create A Residual Income Stream

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

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

## 1. 杠杆式收入

上班族以时间和劳力来赚取金钱。可是，这种赚钱方法的创富能力，实在有限。

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

## 2. 创造持续收入来源

普通人的工资是以每小时、每星期或每月来计算。

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



## The Wellness Boom

Are you capitalising on the next trillion-dollar industry?

## 健康与优质生活

您能成功掌握下一个兆亿美元产业的机遇吗？



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

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

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

明智的人做生意，会选择迅速发展的行业和世界级的优质产品或服务。

## Network Marketing

## 网络营销 潜力无限

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

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

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



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

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

## Thriving in the 21<sup>st</sup> Century

## 二十一世纪求存致富之道

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

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

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

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

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

以下是一间有诚信的公司所应具备的特点：

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

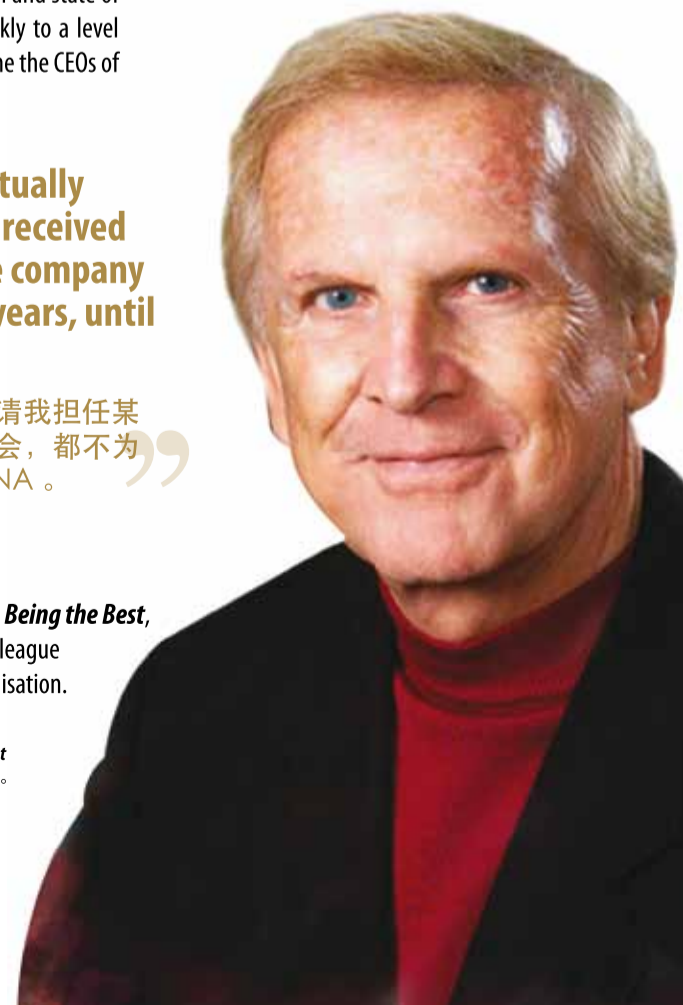
如果您希望成为企业家，我建议您考虑USANA的事业机会。在USANA，您会发现无论您的理想、健康和生活模式，都能迅速提升，您的人生将到达另一境界，这境界只有懂得掌握自己命运的人才可以享有。他们可能由雇员而摇身成为企业家，亦有从经济转型的受害者摇身变为成功人士。

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

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

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

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



# #1 Distributor's Choice since 1997



## 至1997年连续获选为直销商最佳之选

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

The company he created, USANA Health Sciences, is voted the #1 "Distributor's Choice" by readers of *Network Marketing Today: The MLM Insider Magazine* since 1997.

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

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

那公司就是USANA Health Sciences, 至1997年连续获*Network Marketing Today: The MLM Insider Magazine*选为“直销商最佳之选”荣衔!

为什么全世界越来越多的人都愿意与USANA一起创造“真正财富”?

# Why?



## 1 An Unquestioned Devotion to Quality 质量力求完美，永不妥协



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



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

## 2 A World of 'Seamless' Opportunity 国际接轨，商机无限



20 years, 17 markets, and MORE to look forward to!  
20年经验, 17个市场, 机会不断涌现!

USANA pays on sales volume generated worldwide in a single, seamless commission plan. With 17 markets opened, and others to come on-stream, USANA offers the rare combination of a proven record of international success and vast opportunity for growth.

特许专营商可透过销售产品, 根据一个全球无国界之分的佣金制度而赚取收入。USANA目前已在十七个市场展开业务, 在未来日子中亦会不断开拓市场。我们在国际上的成功已有目共睹, 发展潜力不容置疑。

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

人们把USANA产品向亲友分享时, 均引以为荣。

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

USANA的发展潜能, 获得一致肯定。

# 3 A Global Family that Cares

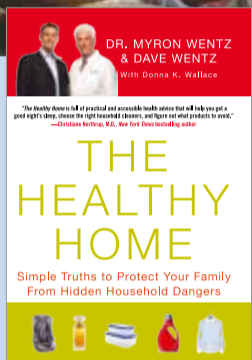
## 成员遍四海，爱心传千里



Led by founder, Dr. Wentz' passion for helping people in need, the USANA family has contributed more than US\$11 million through Children Hunger Fund. In 2012, USANA expands its on-going charitable efforts through the USANA True Health Foundation.



USANA大家庭在创办人华斯博士的带领下已向儿童饥饿基金捐献11亿美元。在2012年，USANA也将通过真正健康基金会扩展并加强慈善使命。



People are drawn to USANA's dedication to a worthy cause.  
USANA全心全意为一个有意义的目标而努力，实在令人欣赏。

# 4 A Pay Plan that Builds Real Residual Income

## 透过优秀的奖励计划，建立持续收入

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

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

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

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

要自己成功，必须协助下线成功。

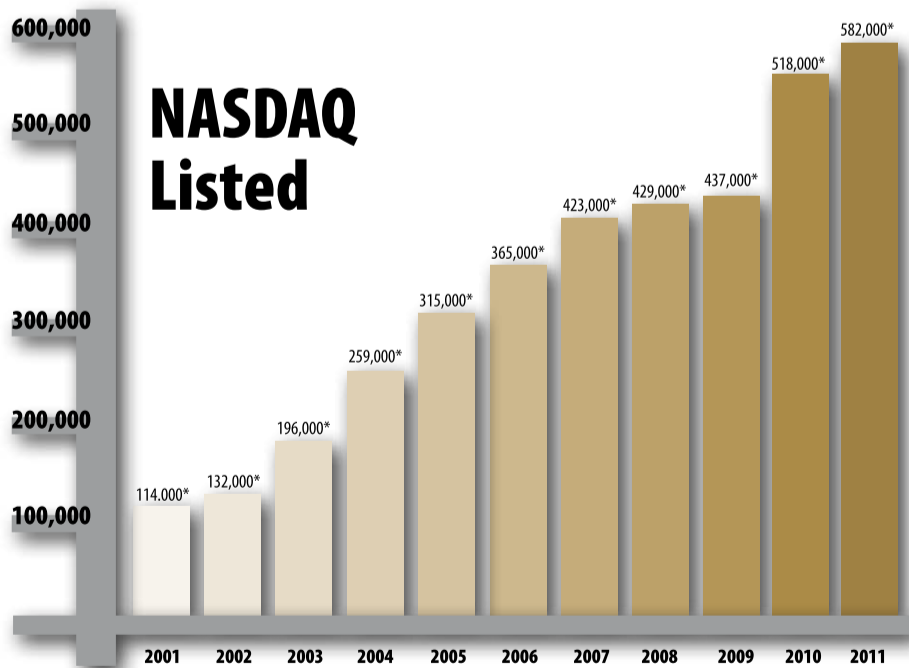


People understand they can only succeed when the average person down their network can.

人们都明白，只有在大多数下线成功时，您才会成功。

# 5 An Enviably Record of Financial Strength

## 实力雄厚，载誉而来



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

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

USANA的持续增长和稳健财务状况，是其它网络营销公司所无法比拟的。

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

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

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

选择USANA就是选择放心  
-USANA公司拥有稳健的财务状况和卓越的管理团队。

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

Forbes, on picking its 200 Best Small Companies

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

福布斯杂志在评选二百家最佳小型公司时，对USANA的评语

# The Compensation Plan that Builds Real Residual Income

10 out of 10!

1. Easy start—so everyone can be a part of USANA.

2. You help others downline as you help yourself. Many plans pay more when you place everyone you personally sponsor directly with you.

3. Most companies pay commission monthly. Some pay big bonuses yearly!

4. You benefit even if volumes are generated way deep down your organization.

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

The USANA Compensation Plan encourages teamwork and ensures a fair distribution of income among Distributors—so you can build a solid residual income opportunity by leveraging your efforts with the efforts of others in your downline sales organisation.

## Starting your USANA Business

You start by purchasing a Starter Kit and completing an application. You then activate your Business Centre and become eligible to earn commissions by accumulating 200 points of Personal Sales Volume (PSV) through orders for your customers and for your personal use. As a Distributor, you may retail products to your friends or sponsor them into your downline network by placing them on the left or right side of your organisation (Fig 1). You build **only two legs**. If you personally sponsor more than two people, you would help Jill or Bob by placing the new people under them.

## Six Ways to Earn Income with USANA

### 1. Retail Sales

You earn a retail profit by selling USANA products to your customers at the recommended retail prices. Your retail profit is the difference between what your customer pays and your Autoship\* price.

\*You pay Autoship price, which is 10% off Distributor price, if you sign up on USANA's Autoship programme.

### 2. Weekly Commissions

You earn **weekly** commissions based on balanced Group Sales Volume (GSV) points of your downline organisation, according to the Payout Schedule (Fig. 2) below. The GSV is the sum of all Sales Volume Points (SVP) from ALL the Distributors and Preferred Customers in your organisation, **irrespective of how many levels** of referrals, and **no matter where in the world** they enroll.

#### Carryover

If your left and right GSV are not balanced, USANA pays what you balanced and carries forward unpaid GSV to the following week. In the example in Fig. 3, you are paid 400 CVP for the week, and start the following week with 1,500 GSV on your left and 500 GSV on your right. GSV up to 5,000 points **carry over indefinitely**, as long as your Business Centre remains active.

#### Re-Entry

When you achieve 5,000 GSV on both your left and right side in a week, you have maximised your Business Centre. To earn commission beyond the 1,000 CVP a week, you start an additional Business Centre by re-entering it in an open position down your organisation. By re-entering, your new centre will be downline of those who were previously downline of you! Similarly, a successful person upline can **become downline of you** upon re-entry.

### 3. Matching Bonus

For all **Distributors you sponsor who attain a Premier status**, you will receive a match of their weekly commission\*.

The percentage you receive depends on your own status:

The Distributor you sponsor is a	You are a...		
	Platinum PaceSetter	PaceSetter	Neither
Premier Platinum PaceSetter	15%	10%	5%
Premier PaceSetter	10%	5%	2.5%

\*You earn Matching Bonus on Weekly Commission only, not on other income such as Leadership Bonus.

### 4. Incentives

You can be rewarded with luxury travel, prizes, and even extra cash through USANA's generous incentive programmes and contests.

### 5. Leadership Bonus

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

Maximized BCs	How Your Share Is Calculated	Your Share
1	1 =	1
2	1+2 =	3
3	1+2+3 =	6
etc.	:	<b>unlimited</b>

### 6. Elite Bonus

Each quarter, one percent of the global GSV is divided among the **top 25 income earners** of the previous quarter. If you qualify, your share will depend on your position (i.e. your rank in the top 25) in the previous quarter, your actual earnings for the current quarter, and the absolute growth in your Commission Volume Points (CVP) over the corresponding quarter in the previous year.

## Keeping Your Business Center(s) Active

To remain eligible to earn commissions and continued carryover, all you do is generate

- **100 PSV** every four weeks (on a rolling basis) for 1 BC
- **200 PSV** every four weeks (on a rolling basis) for more than one BC's

There is no Group Sales Volume requirement.

## Doubling Your Commission Potential

You may start your USANA business with three Business Centres instead of one. As Fig. 4 illustrates, this option can **double your commission potential** for the same amount of work. To opt for 3BC, you generate 400 PSV within the first six Fridays of enrolment.

6. No waste here! In other compensation plans all sales volume may be wiped clean at the end of each month, whether you are paid or not.

7. It's fair—Distributors take turns being upline and downline to one other.

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

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

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

Figure 1: Each Business Centre can only have 2 legs

图一：每一个商务中心只能有两条腿

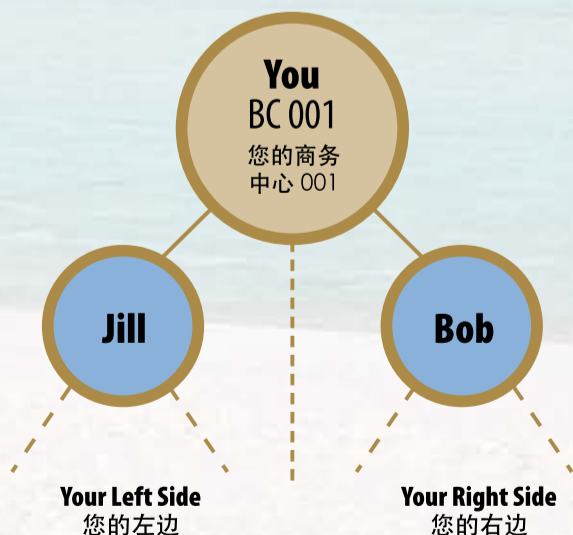


Figure 2: Commission Payout Schedule

图二：每周佣金支付表

Group Sales Volume Points (GSV) 团体销售额分		Commission Volume Point* (CVP) 佣金分
Left 左	Right 右	
250	250	40
500	500	100
1,000	1,000	200
2,000	2,000	400
3,000	3,000	600
4,000	4,000	800
5,000	5,000	1,000

\* CVP are in US dollars. CVP in each Business Centre will be converted to your home currency at a rate that depends on which country the GSV are derived.

以上佣金以美元计算。每个商务中心的佣金将以产生团体销售额的国家汇率而计算。

This is a summary of the USANA Cellular Compensation Plan. For full version, please refer to the Business Development System, or login to [www.usana.com](http://www.usana.com). The figures in this publication should not be considered as guarantees or projections of your actual earnings or profits. Success with USANA results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you demonstrate these qualities.

\*此为USANA细胞式奖励计划之要，详情请参阅创业套装或登入[www.usana.com](http://www.usana.com)。此处所载之收入水平，并不一定为USANA直销商通过USANA的奖励计划所赚取或将赚取的收入。这些数字不应视为一项保证，或实际利润的推算。任何有关收入的声明或保证均可造成误导。只有努力发展，发挥领导才华，才能缔造理想的销售业绩；而成功亦指日可待。

# 建立真正持续收入的奖励计划



## 十全十美!

起步容易-任何人士都可加入成为USANA的一份子。

互助互利-您在发展自己事业的同时,也能协助到下线。而其它公司会以您个人推荐的人数多少,而支付佣金但帮助不到您的下线。

很多公司都只会每月支付佣金。有些甚至是每年支付一大笔花红!

无代层限制-您可以从整个组织的销售总额,获得丰厚佣金。

国际保荐计划,可增加网络的拓展潜能。

USANA奖励计划鼓励团队合作,并保证佣金能公平地分发给直销商,以协助大家发展下线组织,从而得到稳固且持续的收入。

### 如何启动您的USANA事业

您只须填写直销商表格以登记成为直销商,并购买一个创业套装,然后启动一个商务中心,为客户或自己购买产品,从而累积200分个人销售额(PSV)以符合赚取佣金的资格。作为直销商,您可以把产品以零售的方式,售卖给朋友,或保荐他们加入您的下线组织。您可将他们放在组织(图一)的左、右两边空置位置上,以形成**双线发展**。如果您保荐超过两个人的话,您可将新人放在Jill或Bob的下方,以协助他们成功。

### 通过USANA赚取收入的六个途径:

#### 1. 零售利润

USANA直销商以建议零售价出售产品给客户,从而赚取利润。利润来自自动订货价(您购买USANA产品的价格)及售予客户的价格之间的差异。

\*直销商只需登记参加自动订货计划,便可以非自动订货价的九折优惠价购买产品。

#### 2. 业务佣金

您可根据下列每周佣金支付表(图二),按您下线组织中左、右两边「平衡增长」的累积团体销售额,赚取每周佣金。您保荐的直销商及优惠客户,无论层数多少或在何地保荐,均为您的下线组织。而他们累积的销售额分数,就是团体销售额。

#### 累积分数

USANA支付您团体销售额中的平衡增长分数,如果您的左、右两边团体销售额未能取得平衡,余额会累积至下星期计算。如图三所示,您于本周所得的佣金为400美金,所以,在下一星期,您的左边累积有1,500分团体销售额,而右边则有500分。只须继续保持活跃,您最高可累积5,000分的团体销售额将可留待下星期计算。

#### 再加入证书

当您的商务中心在同一星期内,左右分数可继续累积下周,高可累积5,000分的团体销售额,您可取得一张再加入证书,从而每星期赚取高于千美元的佣金。您可在自己的下线组织的空置位置,开设另一商务中心。这商务中心可放在您任何下线之下!同样的,通过再加入证书,一位成功的上线可通过他的再加入而成为您的下线。

#### 3. 对等奖金

您将获得您所推荐并成为白金领航员的直销商的每周佣金的对等比例奖金\*。

您可赚取的比例将取决于您所处于的位皆:

对等奖金%	如果你是。。。		
若您所推荐的直销商是	白金领航员	领航员	两者都不是
特级白金领航员	15%	10%	5%
特级领航员	10%	5%	2.5%

\*对等奖金根据每周佣金而支付。您不会获得其他收入的对等奖金,如领袖红利或者竞赛的现金奖励。

#### 4. 奖励

透过USANA丰盛的奖励办法,获得豪华旅游、奖品、甚至是额外的现金之奖励。

#### 5. 领袖红利

公司每星期拨出全球团体销售总额的3%,作为领袖红利,平均分子所有黄金董事及以上级别的直销商。您于领袖红利所占的份额,视于您有多少商务中心连续两个周期达致最高指标。

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

#### 6. 菁英红利

每一季,公司提拔总销售额分数的1%,分给收入前25名者;每位所分得的数额取决于他或她在前一季的名次(例如:他们在财富尊尚25大的排名)、他或她本季的的实际收入、以及他或她的佣金额分数与前一年对应季相比较的绝对增长量。

#### 保持活跃

要符合领取佣金和得到累积分数的资格,您必须

- 每四星期维持100分的个人销售额(一个商务中心)
- 每四星期维持200分的个人销售额(多于一个商务中心)

不设团体销售额分数的限制。

#### 倍增您的收入潜能

如图四所示,您可选择启动三个商务中心,从而**双倍赚取佣金**。如欲启动三个商务中心的话,您需于登记成为直销商当天起的首六个星期内,取得400分个人销售额。

绝无浪费!无论支付佣金与否,其它公司会在月底把所有销售额分数一笔取消。

制度公平合理-直销商可互相成为对方的上线或下线。

收入无限-随着您的领袖红利股份增加,您的收入将按指数增加。

公司要求合理,您无须在家囤积产品。

您可快速成就事业,并得到可观收入。

Figure 3: Carryover and Re-entry

图三:累积分数和再加入

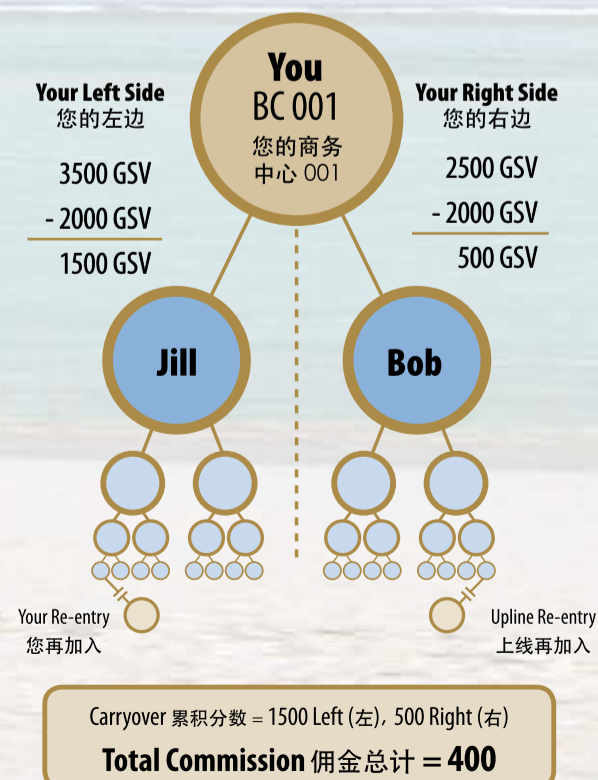
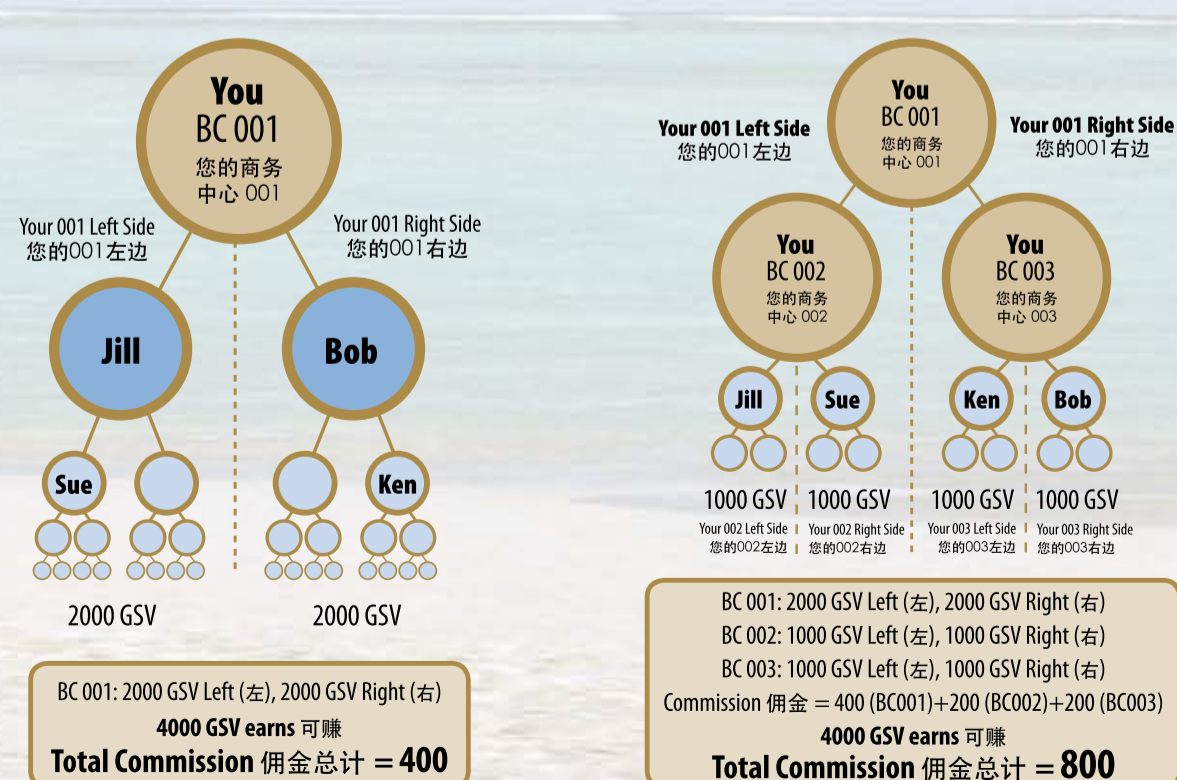


Figure 4: How 3-BC doubles your commission for the same GSV

图四:在无须增加团体销售额的情况下,要如何以三个商务中心赚取双倍佣金



# Ordinary People earning Extraordinary Income

## 平凡的人创造不平凡的收入

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

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



A **secretary and single mother** overcame all odds and a million-dollar-debt. 一名秘书亦同时是一位单亲妈妈，面对上百万美元债务。USANA助她逃过恶运彻底改变人生。

Collette Larsen (USA)



A **computer system engineer** enjoys the freedom to do things that she loves and enjoys. 一位电脑系统工程师选择自由的去做自己喜欢做的事。

Jasmine Zhao Lu (Singapore)



An **entrepreneur** gave up the pressure of running a fashion business to enjoy traveling and meeting friends overseas.

一名企业家在时装零售界驰骋多年，面对非凡的压力。USANA助她突破自我，得到充裕的时间享受旅游的乐趣，更能广结良朋。

Rita Hui (Hong Kong)



A **financial planner** moved from investment advisory to improving people lives through nutritionals and network marketing. 一位财务顾问决定以补充品和网络直销的方式来改善人们的生活。

Casey Koo (Singapore)



A seasoned **network marketer** takes pleasure in good food, free time and a quiet, happy life.

一位经验丰富的网络营销从业员可以有更多的时间享受美食，悠闲和快乐的人生。

Liu Tang Jung (Taiwan)



An **educator** traded in a successful institute he built, for a smarter way to create and sustain wealth for his children.

一位教育家宁愿舍弃由自己一手创立的教育机构，去经营一门可以带来持续收入的生意，为子女谋求更幸福的生活。

Gong Zheng Fa (Singapore)



A **drug-store owner** exchanged a 14-hour-day, 7-day-week grind for precious time with his family.

一位药房老板每星期工作七天，每天十四小时，现在可与家人共享天伦。

Vincent Chan (Canada)



An Air Force **technical specialist** found a way to finance his two daughters' university education in the US and UK.

一位在空军任职的技师通过经营USANA事业，使两名女儿负笈美国及英国留学。

Sam Renga (Singapore)



A **surgeon** discovered that improving people's lives is as rewarding as saving them with a scalpel.

一位外科医生发现能够改善他人的生活素质，比有手术刀救活病人，更感满足。

Yang Bin (Australia)



A **former teacher** and full time mom ensuring residual income for her autistic son.

一位前任教师以及全职母亲的主要推动力是能为自闭的儿子提供持续的收入。

Aliz Loy (Singapore)



A **medical professional** tapped on her residual income to finance her daughter's education at Cambridge University.

一位医疗专业人士靠着倍增收入以资助女儿在剑桥大学留学的费用。

Zeng Yan Hua (Singapore)



Thousands of outstanding individuals have transformed their lives by helping others do the same. Will you join them?

数以千计杰出人士通过协助他人，而取得改变一生的成就。您会否加入他们的行列？

And You?

## Committing to Ethical Practices

### 坚守商德原则

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

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

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

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



## A Company You can Trust

No Hype. A sincere invitation from USANA's CEO

### 值得您信赖的公司

### USANA主席诚意邀请您加入

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

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

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

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

Live life and cherish it!

Dave Wentz  
戴夫华斯  
Chief Executive Officer

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

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

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

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

祝您有个丰盛的人生！



\*The figures in this publication should not be considered as guarantees or projections of your actual earnings or profits. Success with USANA results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you demonstrate these qualities.

\*本刊所載數字不應視為一項保證，或實際利潤的推算。任何有關收入的聲明或保證均可造成誤導。只有努力工作，發揮領導才華，才能締造理想的銷售業績；而成功亦指日可待。