

# 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?**

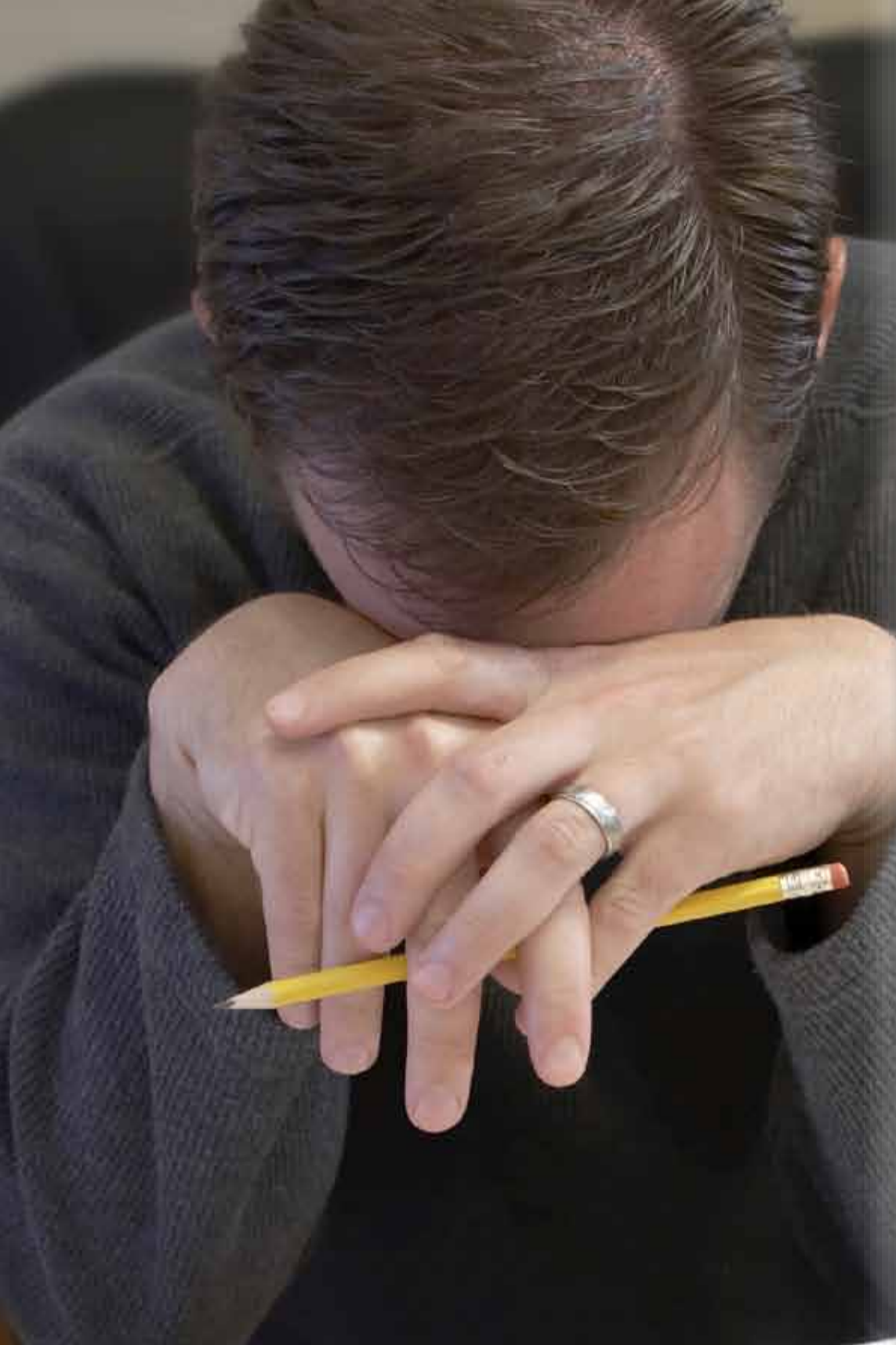
Health & Freedom  
Newspaper PHILIPPINES



**UHS ESSENTIAL HEALTH  
PHILIPPINES, INC.**

24th Floor, Tower 1, The Enterprise Center,  
6766 Ayala Avenue corner Paseo de Roxas,  
Makati City, Philippines 1200  
[www.usana.com](http://www.usana.com)

For more information:



## Globalization Lowers Job Security

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.

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

Earning multiple streams of income spreads your risk.

## Caring for the Family

How much time do you spend with your loved ones?



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

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

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

Many of us 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 their nest-egg alone will not be sufficient for most, in their old age, to maintain the lifestyle they are accustomed to.

With Filipinos 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.

## Can life be better ?

What would you be doing differently today...  
if time and money were no object?



# Smarter Ways to Earn

## 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.

“Leveraging” has always been the secret of the world’s wealthiest individuals. They understand that the combined time and effort of many people always offers 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 they provide a service.

Smart people continue to earn into the future, based on their efforts and the efforts of others whom they recruit.



## The Wellness Boom

Are you capitalizing on the next trillion-dollar industry?

The aging 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.



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

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 organization that offers the following:

- ✓ a clear and elevating mission to help improve 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 capitalized, with staying power, resources, and integrity weighed before profit as the ultimate bottom line.

If you’re ready to stop selling your time and start creating residual income, consider the USANA opportunity. You’ll find that through USANA, your state of mind, state of health, and state of lifestyle will accelerate in fast-forward to a level enjoyed only by those who become the CEOs of their own lives.

## Network Marketing



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

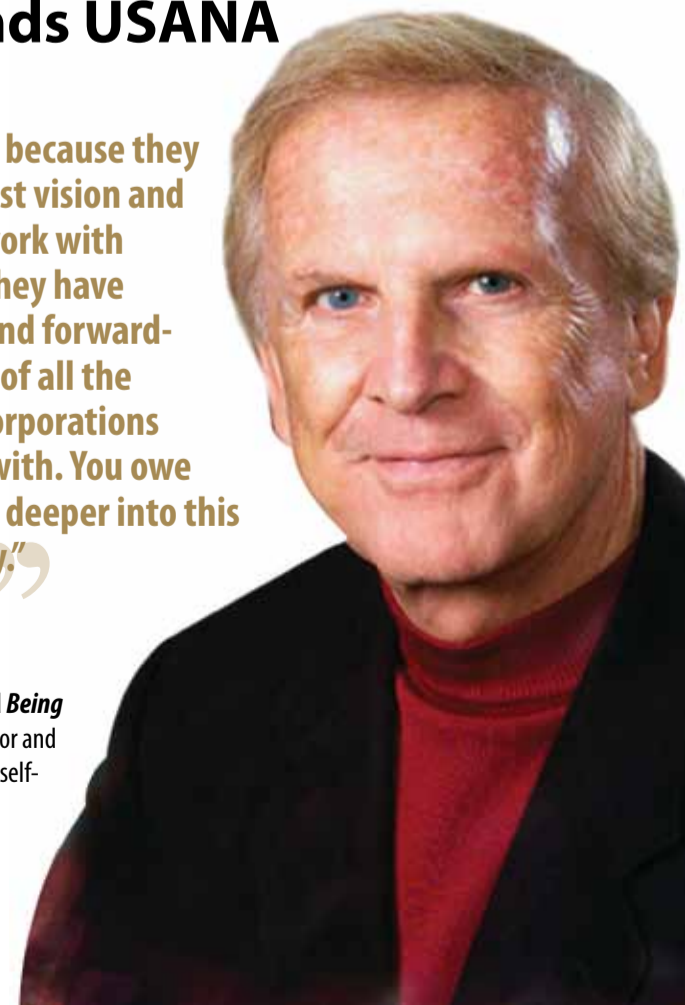
The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Distributor can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.

truewealth

## World-renowned Author and Motivational Speaker Recommends USANA

“USANA has my vote because they combine the grandest vision and the power of teamwork with the best products. They have the most integrity and forward-thinking leadership of all the top multinational corporations that I have worked with. You owe it to yourself to look deeper into this exciting opportunity.”

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



# #1 Distributor's Choice for 11 Years Running

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 Vol. XVII, Issue 1* – for 11 years running!

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



# Why?



# 1

## An Unquestioned Devotion to Quality



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.

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

# 2

## A World of Seamless Opportunity



**20 years, 19 markets, and MORE to look forward to!**

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

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

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Distributor can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.

# 3

## A Global Family that Cares



USANA's vision of true health extends to all people, especially children, which is why it has formed a partnership with Children's Hunger Fund, an organization that has provided more than \$8 million US in aid.



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



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

# 4

## A Pay Plan that Builds Real Residual Income through Leveraging

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.

The USANA pay plan is unique in its transparency, fairness, and workability. All it takes is two people in your downline to get started building a business. The next pages show how USANA promotes a solid income opportunity by helping the average person to do well!



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

# 5

## An Enviably Record of Financial Strength

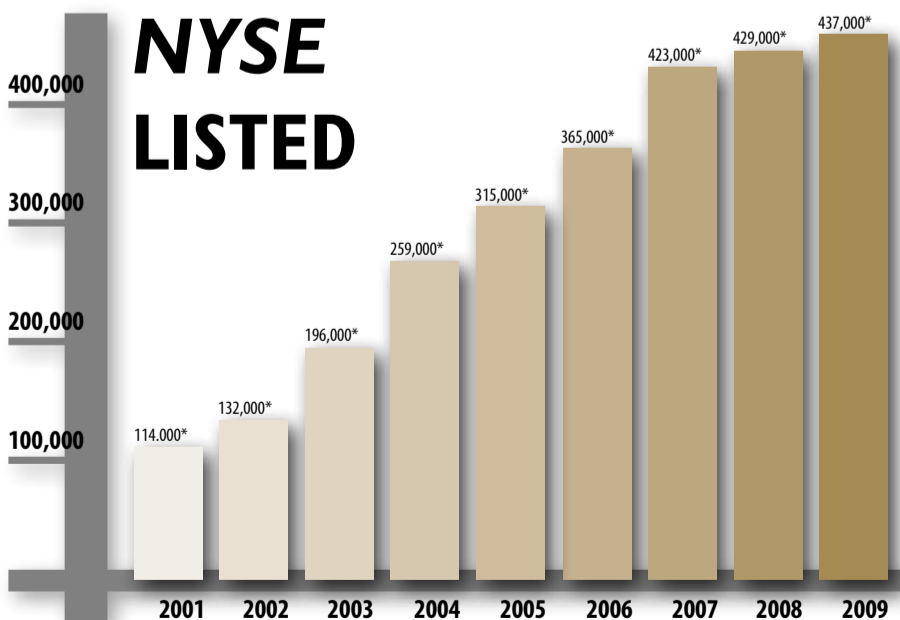


Few network marketing companies show as consistent a growth, or as stable a financial position, as USANA.

- ✓ 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.

*"(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*



The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Distributor can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.

# 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 organization

## Starting your USANA Business

You start by purchasing a Starter Kit and completing an application. You then activate your Business Center 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 organization (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.

## 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.

\*Sign up on USANA's AUTOSHIP PROGRAM and enjoy Autoship price which is 10% off from wholesale price.

### 2. Weekly Commissions

You earn **weekly** commissions based on balanced Group Sales Volume (GSV) points of your downline organization, 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 organization, **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 Center remains active.

### Re-Entry

When you achieve 5,000 GSV on both your left and right side in a week, you have maximized your Business Center. To earn commission beyond the 1,000 CVP a week, you start an additional Business Center by re-entering it in an open position down your organization. By re-entering, your new center 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 become Premier Platinum PaceSetters**, you will receive up to a 15 percent match of their commission volume for the life of their USANA businesses. The percentage received depends on your own status. The Matching Bonus is paid on Weekly Commissions only. You do not match other sources of earning, like the Leadership Bonus or cash prizes from contests.

### 4. Incentives

You can be rewarded with luxury travel, prizes, and even extra cash through USANA's generous incentive programs 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 Centers you maximized** the previous week.

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.

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

There is no Group Sales Volume requirement.

### Doubling Your Commission with 3BC Option

You may start your USANA business with three Business Centers 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 enrollment.

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 Center can only have two legs

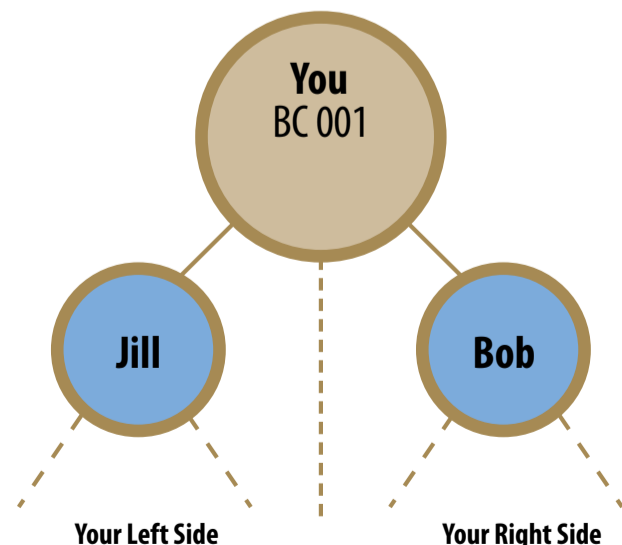


Figure 2: Commission Payout Schedule

Group Sales Volume Points (GSV)		Commission Volume Points (CVP)
Left	Right	
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, to be converted to your local currency.

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Distributor can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.

Figure 3: Carryover and Re-Entry

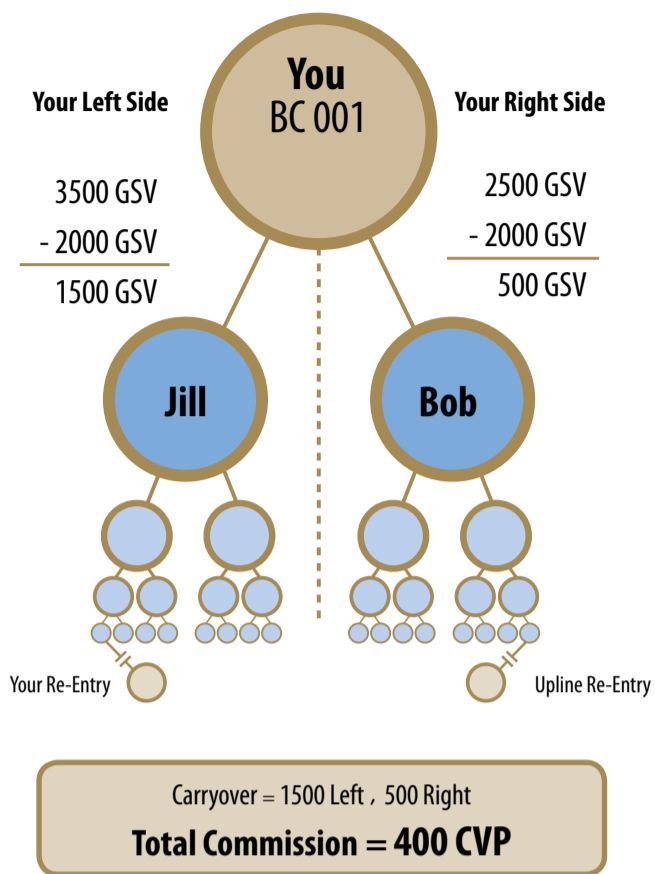
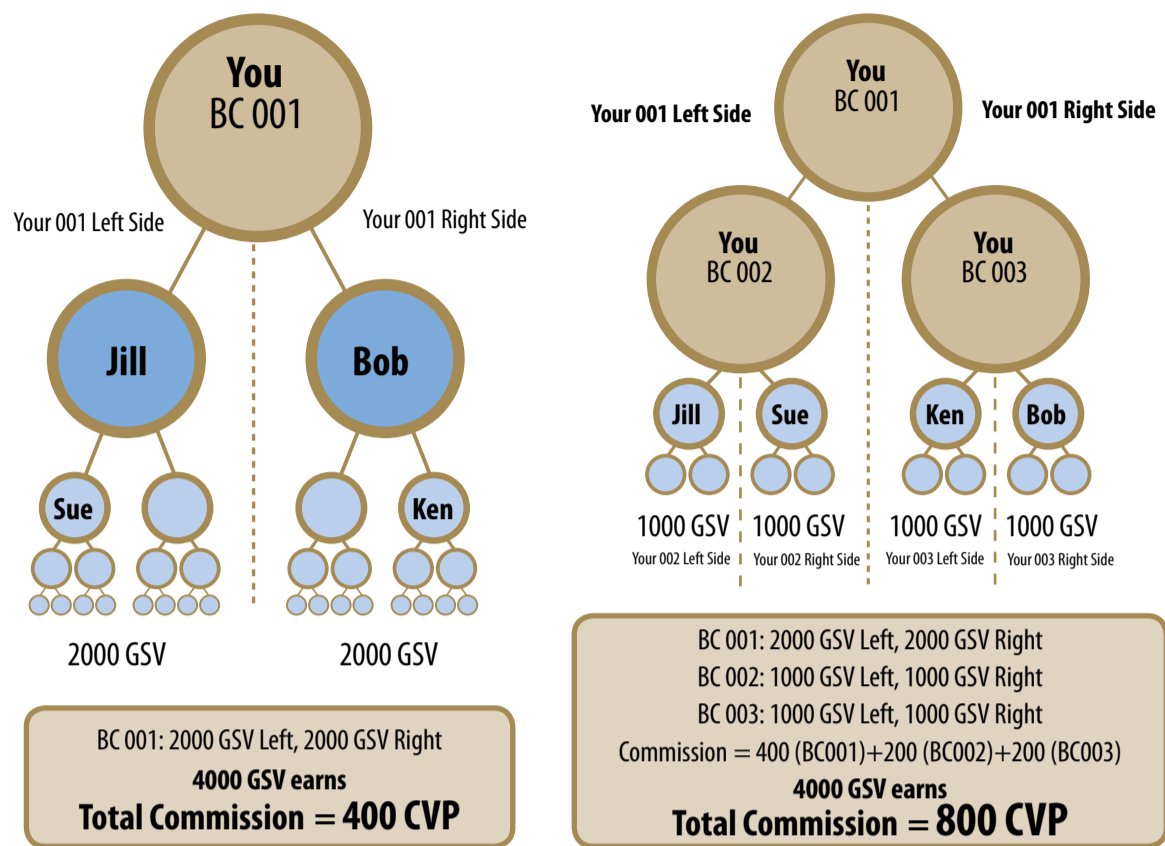


Figure 4: How 3BC doubles your commission for the same GSV



# Six Ways to Earn Income with USANA



1. **Retail Sales**—Earn profits on the difference between wholesale and retail.
2. **Weekly Commissions**—Earn a starting commission up to 20% from your customers and the sales volume of your team.
3. **Matching Bonus**—Sponsor new Premier Platinum PaceSetters and receive up to a 15 percent match of their commission volume for the life of their USANA businesses.
4. **Incentives**—Be rewarded with luxury travel, prizes, and even extra cash through USANA’s generous incentive programs.
5. **Leadership Bonus**—Participate in USANA’s 3% worldwide weekly bonus pool.
6. **Elite Bonus**—Enrich your income with USANA’s 1% quarterly bonus shared among the top 35 income earners.

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Distributor can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.



# Ordinary People Earning Extraordinary Income

The fact that people from all backgrounds have been able to find success with USANA 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 of whom have earned more than \$1 million US\* from their USANA business.



A **carpet installer** traded stress and long hours of work for health, fun, and freedom.

- **Jeremy Stansfield (USA)**



A **chemical engineer** and **Mr. University Knockout** who enjoys sharing his vision to others especially to the young generation.

- **Billy & Josephine dela Fuente (Philippines)**



A **businessman** overcame mid life financial difficulties and rediscovered a more rewarding opportunity with USANA.

- **Bryan Morris (USA)**



An **NBA agent and medical student** sought the value of true wealth and time freedom to spend with their loved ones.

- **Simon Chan & Scott Mc Gee (USA)**



Seasoned **network marketers** found the essence of true wealth only in USANA.

- **Rommel and Daisy Balaguer (Philippines)**



A **room boy attendant** of a top hotel fulfilled his dream of providing for his family and loved ones.

- **Nathaniel & Joan Sunio (Philippines)**



A **Gen Y certified public accountant** found a smarter unorthodox way to support and retire his parents early.

- **Clark de Guzman (Philippines)**



A **military officer** who conquered the challenges of the network marketing business.

- **Siegfried & Colette Francisco (Philippines)**



An **Olympic gold medalist** joined USANA to realize his dream of achieving health and financial freedom.

- **Jennifer Azi (USA)**



A successful **banker** and **businessman** discovers the true meaning of health, wealth and time freedom.

- **Victor & Annette Que (Canada)**



A **secretary and single mother** overcame all odds and a million-dollar debt.

- **Collette Larsen (USA)**



A **college student** finds herself a vehicle to pursue higher goals and dreams in life.

- **Fatima Leigh Viril (Philippines)**



A **pharmacist** found the worth of living by sharing her knowledge through offering the highest quality nutritionals.

- **Jennifer Maghirang (Philippines)**



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

- **Rita Hui (Hong Kong)**



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

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Distributor can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.

## Committing to Ethical Practices



USANA is recognized industry-wide for its dedication to ethics. The recent election of its CEO Dave Wentz, as Chairman 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.

Recognizing that the health of the environment is an important factor in human health, USANA strives to reduce its environmental impact through the USANA Green program. USANA's actions include the following:

- Publicly reporting greenhouse gas emissions as a Founding Member of The Climate Registry
- Moving to recyclable materials in product packaging
- Cutting energy use in company facilities and operations
- Extending recycling efforts to include sorting and recycling of USANA's solid waste.

## USANA and the Direct Selling Association



To help ensure the highest standard of quality and ethical distribution, USANA is a proud member of the Direct Selling Association (DSA), and USANA CEO Dave Wentz has a long history of involvement with the association, including his election as chairman of the DSA in 2008. The DSA is the national trade association of leading companies that manufacture and distribute goods through the direct selling or network marketing medium. As a member, USANA is dedicated to upholding the DSA's cornerstone of commitment to ethical business practices.

## A Company You Can Trust

### No Hype. A sincere invitation from USANA's CEO

My father, Dr. Myron Wentz, started USANA Health Sciences with a strong vision of 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 Good Manufacturing Practices modeled after the GMPs of the pharmaceutical industry 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 well,,

**Dave Wentz**  
Chief Executive Officer

