

***Success from Home* Builds on USANA's Success**

Everyone enjoys reading magazines. Eye-catching photography and design, interesting articles and the power of the printed word contribute to their appeal. That's why USANA is excited to announce it is featured in the November 2006 issue of *Success from Home*, a national newsstand magazine. This issue of *Success from Home* will be on sale in October 2006 in bookstores nationwide, including Barnes & Noble, B. Dalton, Books-a-Million, Borders, Hastings and Staples.

Companies previously featured in this high-quality magazine experienced measurable recruiting and sales increases. This is why USANA is pleased about the potential for growth made possible by this opportunity. *Success from Home* magazine and the companion Dual Disc™ DVD/CD deliver USANA's message of opportunity for financial freedom in a professional and highly credible way. With lush photography, insightful writing and national newsstand visibility, people will be motivated to read this magazine and learn more about USANA.

Order Now While Supplies Last!

Get it into their hands, *today!*

Order now by calling
1- 888-950-9595
or order online at
www.usana.com.



MAKING *Success from Home* work for **YOU!**



Make These Tools Work for You!

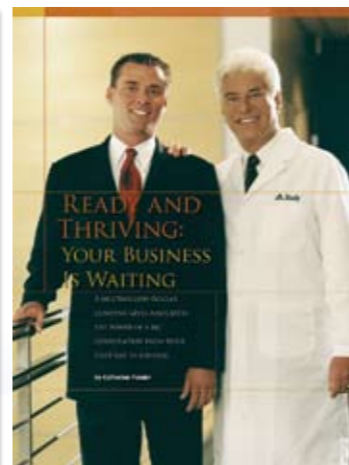
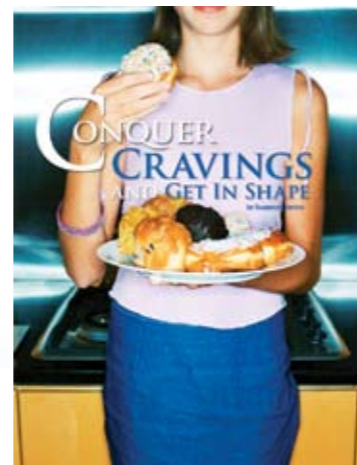
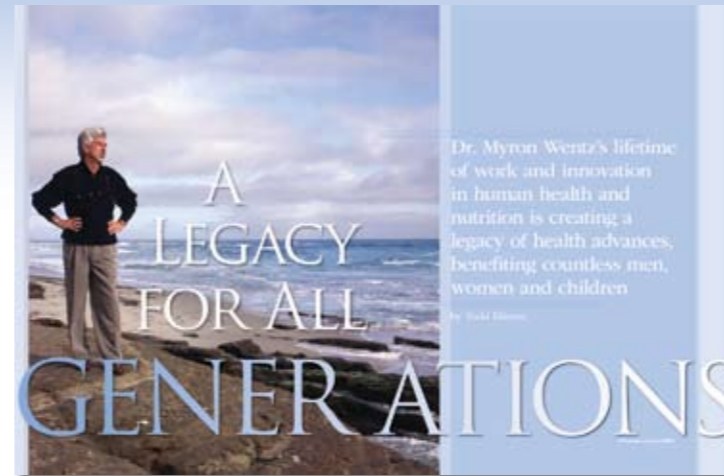
Although USANA's edition of *Success from Home* magazine is dated November 2006, it has a much longer shelf life. Use the following basic steps to get the most from this powerful tool:

MAKE CONTACT. This is a great opportunity to get back in touch with everyone on your list. Give them a call, and tell them that USANA is in the news. You might say:
"I'm excited because USANA, the company I work with, was just profiled in a national magazine. Have you heard of *Success from Home*? It's available on newsstands nationwide, but I'd like to give you a free copy to look at."

SPARK INTEREST. Highlight a few features in the magazine or DualDisc that will appeal to your prospects. Mention a particular profile that matches their interests or situations.

SCHEDULE YOUR FOLLOW-UP. Include your business card or a label with your name and phone number on each magazine. Tell your prospects you'll follow up in two days to get their thoughts about what they have just seen and read; then schedule a time to call.

PLUG THEM INTO THE SYSTEM. When you follow up with your prospects, ask them what they thought and what they liked most. Was there a particular article or profile that interested them? Briefly share your story and find out if they want to learn more about USANA. If they do, schedule an appointment (remember to use your upline for support). If they don't, ask if they know of anyone who might be interested in saving and making money, and forward a magazine to that person.



Suggested Uses

Remember, these magazines are an exciting way of planting seeds. The more seeds you plant, the more activity you can expect as you start following up with people. So make sure that you not only get plenty of magazines into the hands of prospects, but that you keep these tools circulating. If someone isn't interested, pick up the tool you gave her or him, and pass it along to someone else.

With that in mind, here are a few ideas to help expand your "readership."

- Place four or five magazines in the waiting areas at doctors'/dentists' offices, salons, auto repair shops, etc. Remember to get permission first, and be sure your contact information is included in, or on, the magazine.
- Take copies of this magazine to work, and hand them out to associates during breaks.
- Put a magazine next to you on the table when you go out to restaurants; then ask your server if he or she has seen the issue yet.
- Keep several copies with you at all times to share when you're in the checkout line, at a child's sporting event, at the pool, etc.
- Use the magazine as needed at your appointments to provide additional "third-party validation."

