



HEALTH & FREEDOM

Your Path to Independence

USANA[®]
HEALTH SCIENCES



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Rev. 4/07

THE KEY POINTS WE WILL COVER



KEY POINTS:

- **TODAY'S REALITY**

- **INDUSTRY & TRENDS**

**CAPITALIZE ON THE
NEXT TRILLION-DOLLAR
INDUSTRY**

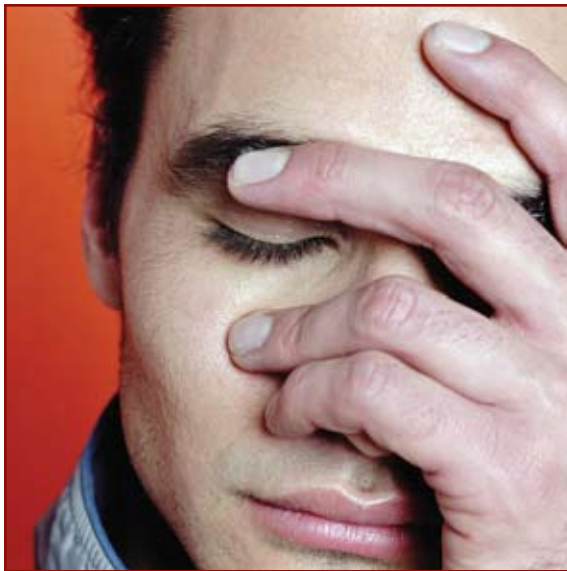
- **USANA HEALTH SCIENCES**

**LEARN THE MOST
POWERFUL WAY TO
CREATE HEALTH &
FREEDOM**

- **TRAINING & SUPPORT**

- **TIMING**

TODAY'S REALITY



**COUNTLESS NUMBERS
OF PEOPLE LIE AWAKE AT
NIGHT WORRYING ABOUT
MONEY-RELATED ISSUES.**

- The average household owes over \$84,454* in personal debt.¹
- Most people are living paycheck to paycheck.
- 34.6 million people are living in poverty.²
- Many people work four to six months a year just to pay taxes.
- Parents have limited quality time with their children.

1. *USA Today*, October 2004

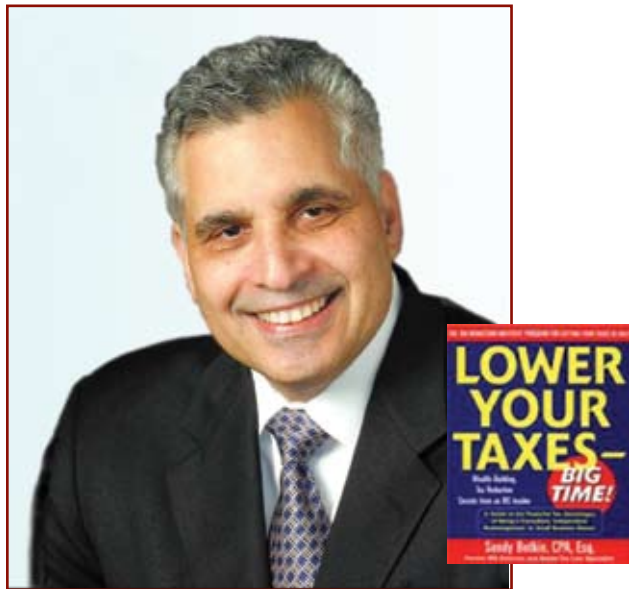
2. *U.S. Census Bureau*, 2002

*U.S. dollars

THERE IS A BETTER WAY...

THE ANSWER IS A HOME-BASED BUSINESS

A HOME-BASED BUSINESS OFFERS:



- **NO EMPLOYEES**
- **NO BOSS, NO SET HOURS, NO SET WORKPLACE**
- **HIGH INCOME POTENTIAL**
- **POTENTIAL TAX ADVANTAGES**

“The light at the end of the tunnel...is the financial opportunity that starting your own business offers. Every North-American taxpayer who works a full-time job and does not have a side business is probably overpaying taxes to the tune of \$3,000* to \$9,000* a year!”

—*Sandy Botkin, former IRS tax attorney, CPA, founder of TRI*

*U.S. dollars

WHAT NETWORK MARKETING MEANS TO YOU

CHANNEL PROFITS TO YOU

NETWORK MARKETING vs. TRADITIONAL MARKETING

UP TO **75%**
OF COST IS EATEN UP BY
THE MIDDLEMAN

MANUFACTURING

• BYPASS THE MIDDLEMAN

• RECEIVE A GENEROUS
PERCENTAGE OF THE
PROFITS

NATIONAL DISTRIBUTOR

REGIONAL DISTRIBUTOR

LOCAL DISTRIBUTOR

RETAIL SALES

ADVERTISING

CUSTOMER

BYPASS THE MIDDLEMAN

WHAT NETWORK MARKETING CAN OFFER YOU:

- International business you can operate from home
- Low start-up costs
- Ongoing training and support
- Time leveraged, residual income
- Exciting opportunities

NETWORK MARKETING HAS COME OF AGE

DID YOU KNOW THAT OVER 50 MILLION PEOPLE ARE CURRENTLY INVOLVED IN NETWORK MARKETING WORLDWIDE? THE INDUSTRY IS APPROACHING \$100 BILLION IN WHOLESALE REVENUE, \$29.5 BILLION IN THE UNITED STATES ALONE.¹

1. www.wfdsa.org



“I think network marketing has come of age. It’s become undeniable that it’s a viable way to entrepreneurship and independence for millions of people.”

—*Dr. Stephen R. Covey,*
Interview in Network Marketing Lifestyles

TODAY'S MAJOR TRENDS: HEALTH & WELLNESS

FOR MORE THAN 60 YEARS, BABY BOOMERS HAVE DRIVEN TRENDS



1945

BABY FOOD
AND DIAPERS

1955

ELEMENTARY
SCHOOLS BUILT

1965

FAST FOOD
CHAINS

1985

REAL
ESTATE

1995

DISCOUNT
SUPERSTORES

2010

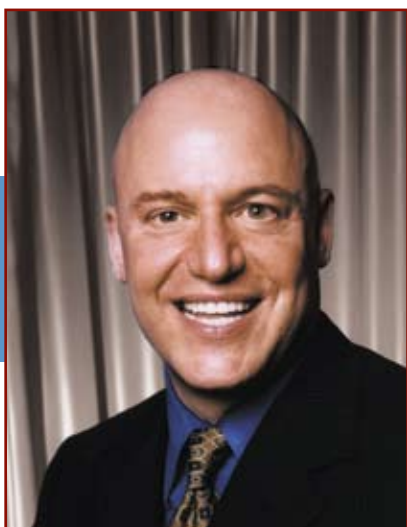
HEALTH &
WELLNESS

BABY BOOMERS WERE BORN BETWEEN 1946–1964, AND MAKE UP ONE-THIRD OF THE WORLD'S POPULATION.

HEALTH & WELLNESS ARE HERE TO STAY

- Want to remain young-looking
- Want to lose weight and feel healthy
- Are concerned about maintaining optimal health
- Want to reduce the appearance of aging
- Will continue to be a strong trend with future generations

TAP INTO THE NEXT TRILLION-DOLLAR INDUSTRY: HEALTH & WELLNESS



“When I look forward to the year 2010, I see a clear one trillion-dollar business just in the growth of existing products and services in the wellness industry and that doesn’t include new products and services that are currently in the laboratory and coming down the pike.”

—Paul Zane Pilzer, best-selling author, entrepreneur, economic advisor in two presidential administrations, former commentator on National Public Radio and CNN, educator at NYU, and trend forecaster

WHY ARE MILLIONS CONCERNED ABOUT DEGENERATIVE DISEASES?

HEALTH IS A DOMINATING TREND IN TODAY'S MARKETPLACE

In the early 1900s, the world's leading causes of premature deaths were infectious diseases:

- Diphtheria
- Influenza
- Tuberculosis
- Pneumonia



Today, the world's leading causes of premature deaths are degenerative diseases:

- Cardiovascular Disease (17 million)
- Cancer (8.6 million)
- Stroke (5.5 million)
- Respiratory Disease (3.7 million)
- Diabetes (990,000)

ACCORDING TO LEADING HEALTH AUTHORITIES:

NEARLY 1 BILLION SUFFER FROM HIGH BLOOD PRESSURE

300 MILLION ARE OBESE

177 MILLION SUFFER FROM DIABETES

165 MILLION SUFFER FROM ARTHRITIS

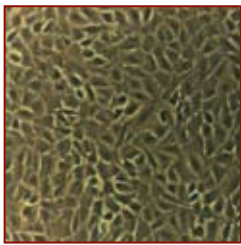
150 MILLION SUFFER FROM ASTHMA

Sources: World Health Organization, Lifeclinic.com, asthma.com, the International Diabetes Foundation

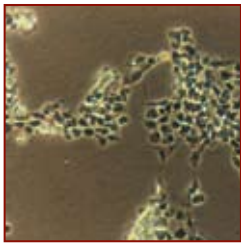
THIRTY-THREE PERCENT OF CHILDREN BORN IN AMERICA TODAY ARE EXPECTED TO DEVELOP TYPE 2 DIABETES. FOR BLACK AND HISPANIC CHILDREN, THE NUMBER JUMPS TO FIFTY PERCENT.

THE WAR WITHIN OUR BODIES

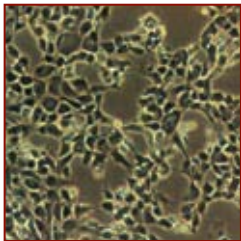
THE CELLS OF OUR BODIES ARE FIGHTING TO STAY HEALTHY AS THEY ARE ATTACKED BY FREE RADICALS.



Healthy human cells in culture



Damaged cells after adding digested products from a fatty meal



Similar cells when oxidation defense mechanisms are included



FREE RADICALS COME FROM:

- **STRESS**
- **RADIATION FROM THE SUN**
- **ENVIRONMENTAL POLLUTION**
- **TOXIC CHEMICALS IN THE WATER**
- **DEPLETION OF NUTRIENTS IN THE FOOD SUPPLY**

ARE WE CONTENT WITH LOSING THIS WAR AGAINST POOR HEALTH, OR WILL WE ARM OUR CELLS WITH THE NUTRIENTS THEY NEED?

AM I RECEIVING THE NUTRIENTS I NEED?

The USDA surveyed 16,000 Americans and found that not one person obtained 100 percent of essential nutrients such as magnesium, vitamin E, and zinc.¹ Similarly, children and adolescents did not obtain enough essential nutrients such as folate, vitamin C, and calcium.²

1. *Nutrition Today*

2. USDA Nutrition Assistance Program Report Series CN-01-CD1

Consider what you must eat to receive an optimal amount of 400 IU of vitamin E, one of the most powerful oxidation defense agents for conquering free radicals:

FOOD	TO OBTAIN 400 IU
Spinach	33 pounds
Sunflower seeds	1.2 pounds
Wheat germ	5.2 pounds
Almonds	2.2 pounds
Safflower oil	1 quart



ARE WE USING SUPPLEMENTATION AS A SOLUTION?

NUTRITIONAL SUPPLEMENTS

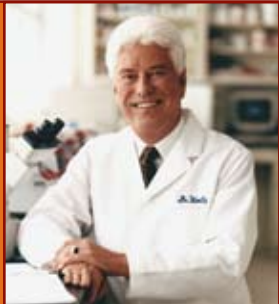
“As many as 70% of Americans are taking supplements—mostly vitamins—to improve their health.”

—*Tufts e-news, April 2003*

ARE YOU GETTING WHAT YOU'RE PAYING FOR?

A study conducted at Yale New Haven Hospital tested 257 vitamin products. Only 49 were judged as having adequate ratios of nutrients.¹

1. *Journal of the American Dietetic Association*, 1987, Volume 87, p.341

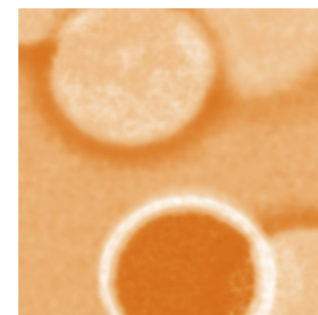


“Commercially available health supplements fall far short of meeting the nutritional needs of the body’s cells.”

—*Dr. Myron Wentz*

USANA HEALTH SCIENCES—ONE MAN'S VISION

- **MYRON WENTZ, Ph.D.**
Microbiology, Immunology
Utah Ernst & Young Entrepreneur of the Year 2003
- **GULL LABORATORIES**
Founded 1972
World leader in human-cell culture and medical-diagnostic technologies
- **EXPERT IN GROWING CELLS**
Understands the nutritional requirements for the human cell
- **SHIFT IN RESEARCH**
From disease diagnostics to health maintenance
- **FOUNDED USANA HEALTH SCIENCES, 1992**



VISION OF USANA—Manufacture the highest quality products without compromise. Products that people can trust—what is on the label is what is inside the bottle. Offer products that provide maximum bioavailability for better health around the world, and give everyone the opportunity for a better quality of life.

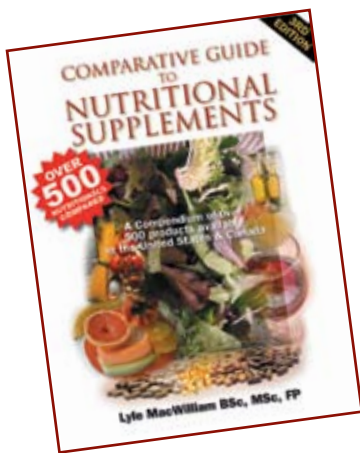
THE USANA DIFFERENCE— NUTRITIONALS YOU CAN TRUST

- Voluntarily adheres to pharmaceutical-grade GMPs (Good Manufacturing Practices)
- Offers 100% potency guarantee
- Offers \$1 million athlete guarantee
- Superior ingredients
- Balanced, science-based formulas
- Accredited team of scientific experts
- Exceptional in-house manufacturing



USANA'S ESSENTIALS RANKED #1 SUPPLEMENT IN NORTH AMERICA

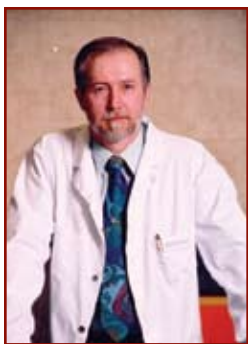
- MOST COMPREHENSIVE, PRECISELY BALANCED SUPPLEMENT
- Olivol®—EXTRACT FROM THE HEART OF THE OLIVE, PATENTED BY USANA SCIENTISTS AND USED EXCLUSIVELY IN USANA PRODUCTS
- UNMATCHED NUMBER OF ANTIOXIDANTS
- NUTRITION FOR ALL GENERATIONS



U.S. product shown

These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

USANA® NUTRITIONALS



“After six years of researching, reviewing thousands of supplements, I have concluded that USANA’s products set the gold standard for nutritional quality.”

—Lyle MacWilliam, Bsc, MSc, FP
former Canadian Member of Parliament and
Member of the Legislative Assembly for British Columbia



U.S. product shown

HEALTHY ALTERNATIVES— USANA® MACRO-OPTIMIZERS

- **LOW GLYCEMIC**
- **EXCELLENT WITH BREAKFAST OR LUNCH**
- **BETTER SNACKING CHOICES**
- **GOOD SOURCE OF HIGH-QUALITY MACRONUTRIENTS**
- **GREAT-TASTING BARS AND DRINKS**
- **REDUCE CARB CRAVINGS AND HELP MAINTAIN A HEALTHY WEIGHT**



U.S. product shown



The RESET™ program will start you on the path to healthier eating habits. It is an excellent way to reset your body and take back control of your diet.

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SENSÉ BEAUTIFUL SCIENCE®

theBASICS

The daily 3-step program for healthy skin

1
cleanse



2
tone



3
replenish



theENHANCERS

Targeted solutions for your skin's individual needs



senSé splash!™

Personal-care products for the entire family

U.S. product shown

senSé
beautiful science™

**PREMIUM SKIN
CARE THAT
COMBINES
NUTRITION,
DERMATOLOGY,
AND SCIENCE.**

**EXCLUSIVE,
SELF-PRESERVING
TECHNOLOGY
IN EVERY SENSÉ
PRODUCT.**

DOCTOR APPROVED



“I love the integrity of the people who are doing research for us in USANA...I have been impressed with the results I have seen with friends, patients, and my own family.”

—Christine Wood, M.D., Pediatrics



Peter W. Rugg, M.D.,
FACEP



Bart Moore, M.D.,
MPH, FAAFP



Ray Strand, M.D.,
Family Practice



Monica Lewis, M.D.,
ChB, Family Practice



M. Ricardo Calderón,
M.D., MPH,
Global Public Health



Wen Chi Wu, M.D.

USANA's products are listed in the *Physicians' Desk Reference (PDR)* and *Compendium of Pharmaceuticals and Specialties (CPS)*.

“As a medical doctor, I am a firm believer in the products listed in the PDR.”

—Wen Chi Wu, M.D.

IN GOOD COMPANY WITH USANA HEALTH SCIENCES



“USANA was a key difference in my winning the gold and setting the world record at the 2002 Winter Games.”

—Derek Parra
two-time Olympic medalist, U.S. Speedskating

“The USANA family has become my team. Together we are making a difference in what impacts people most—their health.”

—Jennifer Azzi
Olympic gold medalist, Naismith Award winner, and WNBA standout



“Where else can you find an opportunity like the one USANA offers?”

—Don Beebe
Super Bowl champion, founder and president of House of Speed

JoAnn Dahlkoetter, Ph.D.
Best-selling author, world-class athlete, sports psychologist and performance consultant, medical staff member at Stanford University Medical Center

Glen Redd
Played in the NFL for the New Orleans Saints

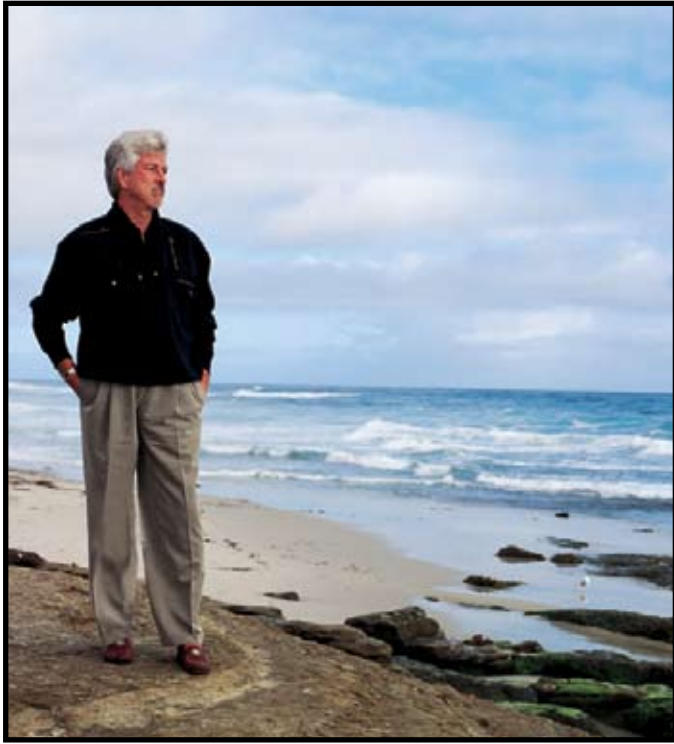
Richelle Lund
Trainer for NBA and WNBA athletes, nutritional expert

Grant Connell
Executive director of Tennis BC, non-playing captain of Canada’s Davis Cup team

Lynda Cannell
Executive director of the Sport Medicine Council of British Columbia

Arif Khatib
Founder and president of the African American-Ethnic Sports Hall of Fame

ONE MAN'S VISION

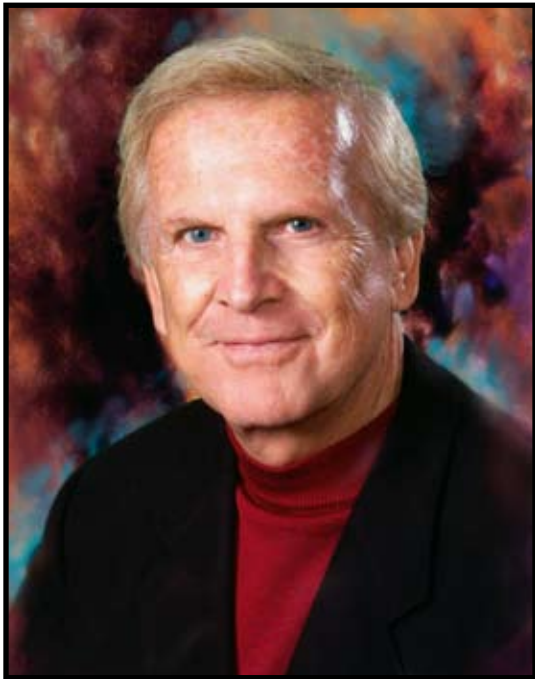


“I dream of a world free from pain and suffering. I dream of a world free from disease. The USANA family will be the healthiest family on earth.

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

—*Dr. Myron Wentz, Founder and Chairman,*
USANA Health Sciences

USANA IS THE PEOPLE'S CHOICE



“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.”

—*Denis Waitley, Ph.D.*

*Trainer of Super Bowl and Olympic athletes,
Apollo astronauts, and Fortune 500 executives*

**USANA HAS BEEN VOTED
#1 PEOPLE'S CHOICE FROM 1997—2006.**



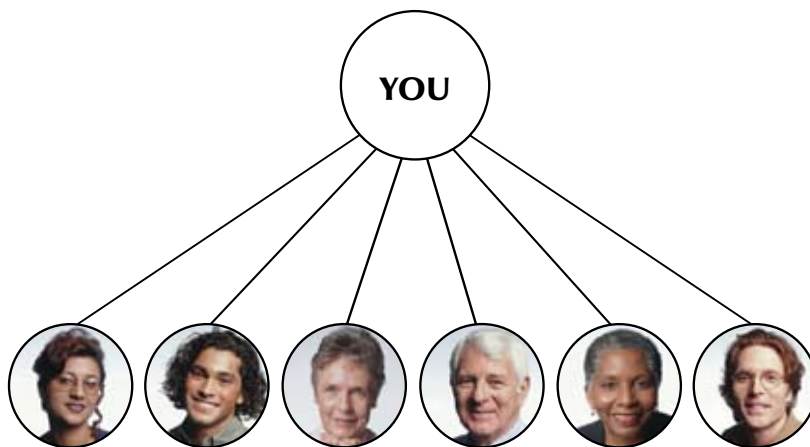
THE BINARY COMPENSATION PLAN HAS ALSO BEEN RANKED #1 PEOPLES CHOICE

WHY BINARY IS THE PEOPLE'S CHOICE

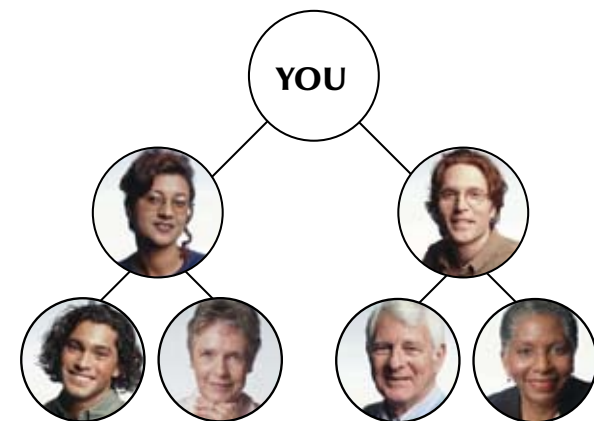
TRADITIONAL NETWORKING

WITH 6 PEOPLE

MODERN-DAY NETWORKING



VS.



- **PEOPLE ARE PLACED IN FRONTLINE**
- **COMMISSIONS PAID MONTHLY**
- **NO CARRYOVER VOLUME**
- **DIFFICULT TO EXPLAIN AND UNDERSTAND**
- **PAID ON AND LIMITED TO LEVELS**

- **BASED ON THE "POWER OF TWO"**
- **COMMISSIONS PAID WEEKLY**
- **UNPAID VOLUME CARRIES OVER EACH WEEK***
- **SIMPLE TO EXPLAIN AND UNDERSTAND**
- **PAID ON SALES VOLUME**
- **WORLDWIDE SEAMLESS COMPENSATION**
- **UNLIMITED RE-ENTRIES**

* Unpaid sales volume up to 5,000 points carries over each week provided you remain active.

USANA COMPENSATION PLAN

INTRODUCE USANA TO YOUR CUSTOMERS AND ENROLL OTHER ASSOCIATES WHO DO THE SAME.

Figure 1

SPONSOR PLACES YOU ON THE LEFT OR RIGHT

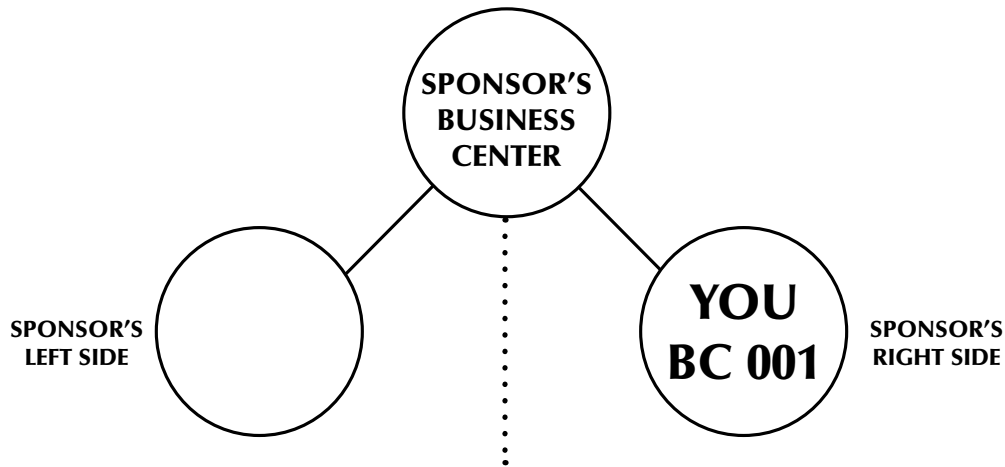
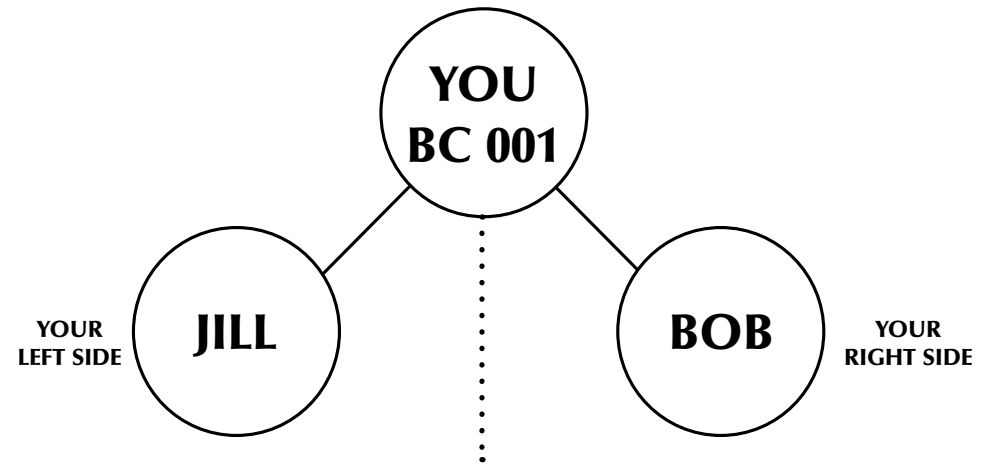


Figure 2

STARTING YOUR OWN BUSINESS CENTER



The average income for North American Associates in 2005 was \$873.41. The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Associate 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.

USANA COMPENSATION PLAN

Figure 3

YOU EARN COMMISSIONS*

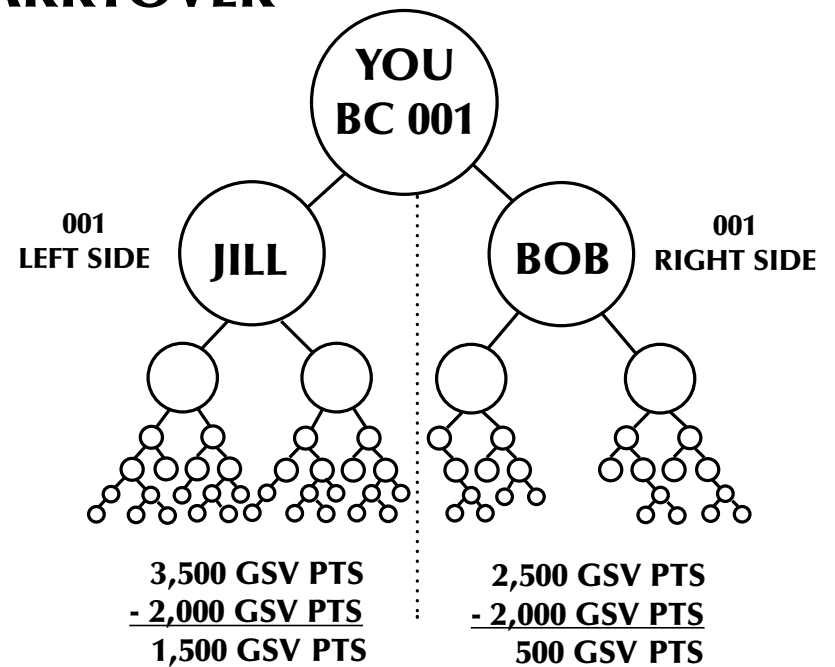
COMMISSION PAYOUT SCHEDULE PAYOUT WILL BE BASED ON U.S. DOLLARS

<u>GROUPSALES VOLUME POINTS</u>		<u>COMMISSION POINTS</u>
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

Figure 4

CARRYOVER†

CARRYOVER



CARRYOVER = 1,500 LEFT – 500 RIGHT
TOTAL COMMISSION POINTS = 400 PTS.

* Commissions are earned based on the sales of your organization.

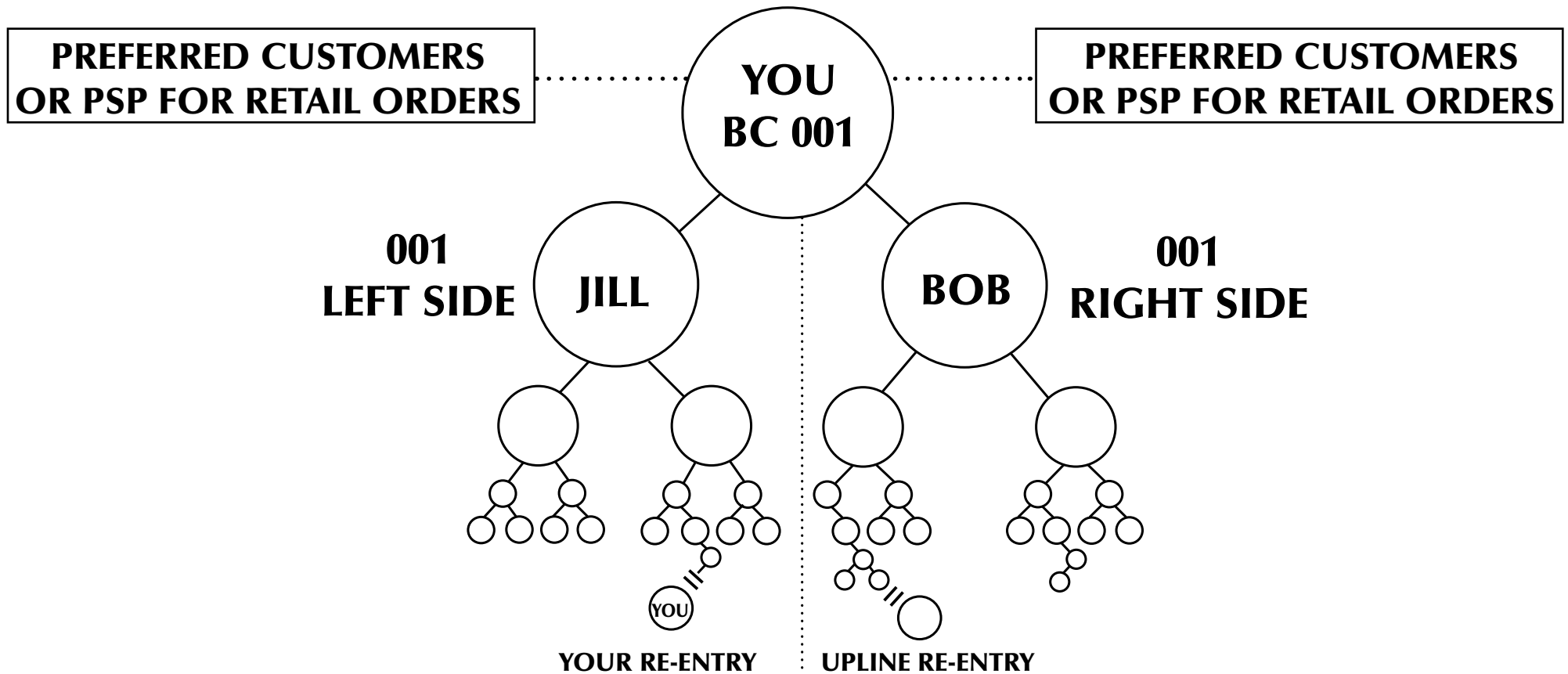
† Group Sales Volume up to 5,000 points may be carried over.

USANA COMPENSATION PLAN

WHEN YOU SUCCEED, YOU ALSO HELP OTHERS SUCCEED.

Figure 5

PREFERRED CUSTOMERS AND RE-ENTRY



WEEKLY EARNINGS WITH A 3% LEADERSHIP BONUS POOL

HYPOTHETICAL EARNINGS AT \$185 U.S. PER SHARE

RANK	# B.C.s	SHARES	WEEKLY MINIMUM		
			BONUS	COMMISSION	TOTAL
GOLD DIRECTOR	1 (1)	1	\$185	\$1,000	\$1,185
RUBY DIRECTOR	2 (1+2)	3	\$555	\$2,000	\$2,555
EMERALD DIRECTOR	3 (1+2+3)	6	\$1,110	\$3,000	\$4,110
DIAMOND DIRECTOR	4 (1+2+3+4)	10	\$1,850	\$4,000	\$5,850
1-STAR DIRECTOR	5 (1+2+3+4+5)	15	\$2,775	\$5,000	\$7,775
2-STAR DIRECTOR	6 (1+2+3+4+5+6)	21	\$3,885	\$6,000	\$9,885
3-STAR DIRECTOR	7 (1+2+3+4+5+6+7)	28	\$5,180	\$7,000	\$12,180
4-STAR DIRECTOR	8 (1+2+3+4+5+6+7+8)	36	\$6,660	\$8,000	\$14,660
5-STAR DIRECTOR	9 (1+2+3+4+5+6+7+8+9)	45	\$8,325	\$9,000	\$17,325
6-STAR DIRECTOR	10 (1+2+3+4+5+6+7+8+9+10)	55	\$10,975	\$10,000	\$20,975
7-STAR DIRECTOR	11 (1+2+3+4+5+6+7+8+9+10+11)	66	\$12,210	\$11,000	\$23,210
8-STAR DIRECTOR	12 (1+2+3+4+5+6+7+8+9+10+11+12)	78	\$14,430	\$12,000	\$26,430

The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Associate 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 average Associate made \$873.41 in 2005. Share values fluctuated between \$150 US and \$225 US in 2006, with an average value of \$185 US.

USANA ASSOCIATES GENERATE INCOME

KEEPING YOUR BUSINESS CENTERS ACTIVE:

- 1 Business Center = 100 Personal Sales Volume every four weeks*
- Multiple Business Centers = 200 Personal Sales Volume every four weeks*

PLACE YOUR ORDERS ON AUTOSHIP:

- 10% off wholesale prices
- Autoship creates convenient repeat business
- Product orders shipped automatically to you and your customers every four weeks

*Personal Sales Volume Points are produced through sales to your customers and include products purchased for your personal consumption.

FOUR SIMPLE STEPS

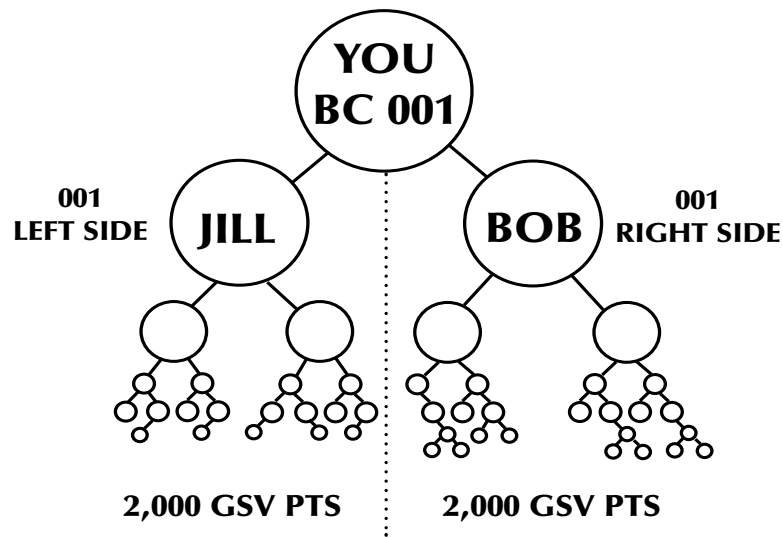
1. BUSINESS DEVELOPMENT SYSTEM / E-BDS

2. ACTIVATE

Figure 6

1 BUSINESS CENTER

EARNING POTENTIAL \$52,000/YR U.S.*
DIRECT INCOME FROM GROUP SALES VOLUME

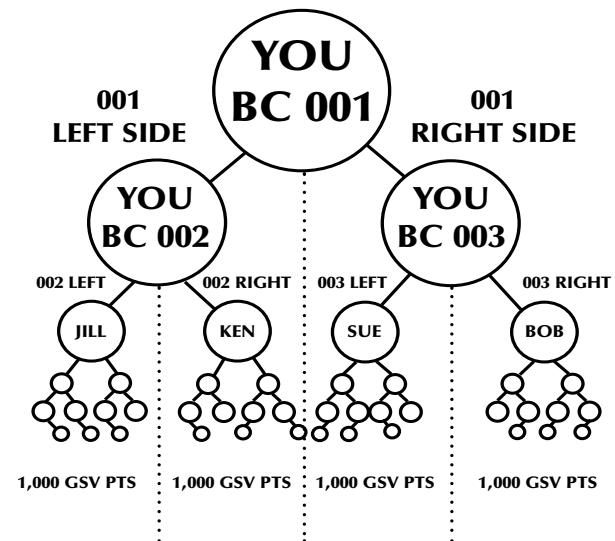


2,000 LEFT 2,000 RIGHT GSV BC 001
4,000 GSV EARNS 400 PTS.

*Not including bonuses or re-entries.

3 BUSINESS CENTERS

EARNING POTENTIAL \$156,000/YR U.S.*
LEVERAGED INCOME FROM GROUP SALES VOLUME



2,000 LEFT 2,000 RIGHT GSV BC 001 = 400 PTS.
1,000 LEFT 1,000 RIGHT GSV BC 002 = 200 PTS.
1,000 LEFT 1,000 RIGHT GSV BC 003 = 200 PTS.
4,000 GSV EARNS 800 PTS.



3. WHO DO YOU KNOW?

4. BE TEACHABLE

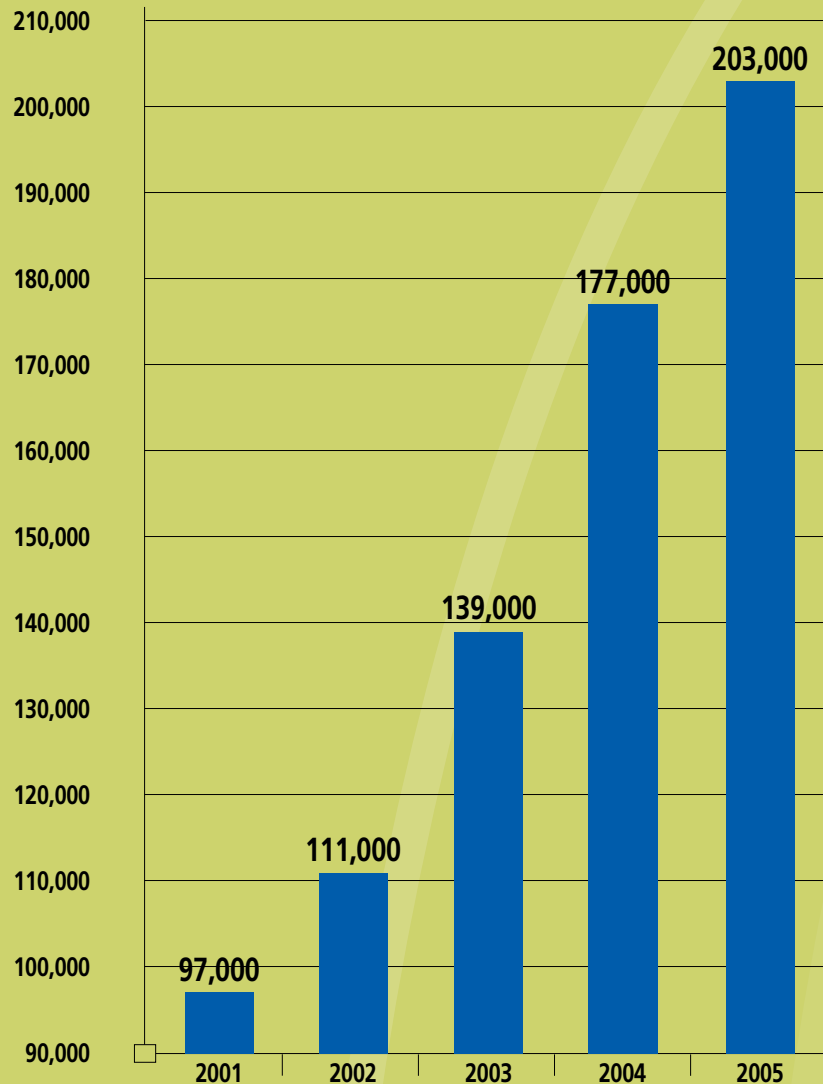
TRAINING AND SUPPORT— IN BUSINESS FOR YOURSELF, NOT BY YOURSELF



- USANA Web sites
- Downline Management
- Online Tax Journal
- Professional publications
- Effective business-building tools
- Exciting atmosphere with incentives, contests, and travel opportunities
- Personal Web site
- Weekly conference calls
- Business Development System/e-BDS
- Professional training
- Spectacular training events
- USANA Celebrations
- International conventions
- Independent Distributor Council—
To be the voice of the Associates, uplift and nurture Dr. Wentz's vision of a world free from pain and suffering, and strive in partnership with USANA Health Sciences to create the strongest self employment opportunity available in the world.

TIMING COULDN'T BE BETTER

TOTAL ACTIVE CUSTOMERS



USANA—INDUSTRY LEADER

- #1 Nutritional Supplement in North America
—*Comparative Guide to Nutritional Supplements, 2004*
- #5 on “List of 200 Best Small Companies” (#1 in our industry)
—*Forbes, November 2005*
- Best Company in Network Marketing
—*MLM Insider, 1997–2006*
- Best Dietary Supplement
—*Best of State Awards, 2003, 2004, 2006*
- Listed in *The Wall Street Journal*’s “Smart Money Stock Screen/Efficiency Experts”
—*The Wall Street Journal, April 20, 2006*
- Top ranked network marketing company on “Annual List of 100 Hot Growth Companies”
—*Business Week, 2004–2005*
- Over 75 Associates have become members of the prestigious Million Dollar Club
—*Million Dollar Club, 2006*
- USANA featured in *Success From Home* magazine
—*November, 2006*

FINANCIAL FREEDOM WITH USANA



Name: Shanna & Matt Ryan
Work History: Landscape contractor
Residence: Texas, USA



Name: Eurich International Company
Work History: Entrepreneur
Residence: California, USA



Name: Seta Der Artinian & Hubert Krause
Work History: Professional network marketing coaches and trainers
Residence: Québec, Canada



Name: Jean & Peter Cheung
Work History: Former software developer, law firm proprietor
Residence: British Columbia, Canada



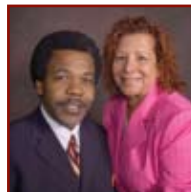
Name: Susan Waitley
Work History: Former designer, catering business owner, and homemaker
Residence: California, USA



Name: Daniel & Dr. Paige Hunter
Work History: International entrepreneurs
Residence: Texas, USA



Name: Mario & Tina Martucci
Work History: Former robotics engineer, fashion manager
Residence: Ontario, Canada



Name: Anthony & Cristobalina Wingham
Work History: Music arranger and producer, pastor and counselor
Residence: California, USA



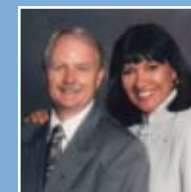
Name: Stephen Daniel
Work History: Entrepreneur/ car dealership proprietor
Residence: Texas, USA



Name: Deanna & Dave Waters
Work History: National television director/producer, marketing director
Residence: Manitoba, Canada



Name: Jeff Doria
Work History: Full-time student, part-time soldier
Residence: California, USA



Name: Dean & Evelyn Koontz
Work History: Management, communications
Residence: Washington, USA

DREAMS ARE BECOMING REALITY



1.

READY TO GET STARTED.

2.

INTERESTED, BUT NEED MORE INFORMATION.

3.

**THANKS, BUT NO THANKS.
(TRY THE PRODUCTS!)**

WHERE DO YOU SEE YOURSELF?

