



Get to know
USANA

Company | Products | Opportunity

USANA
THE CELLULAR NUTRITION COMPANY

About USANA

USANA (NYSE: USNA) creates premium nutritional products built on one simple idea: if you feed the cells in your body exactly what they need, your health will benefit. This concept fuels our endless drive to innovate and advance the science of nutrition—putting a healthy, happy life within reach for all.

Our Founder

USANA was founded in 1992 by Myron Wentz, PhD, an internationally recognised microbiologist and immunologist. Propelled by the premature and preventable death of his father in 1957, Mr. Wentz has spent his entire adult life seeking to create the most advanced dietary supplements science can produce to help individuals maintain a healthy lifestyle. Prior to USANA, Mr. Wentz founded Gull Laboratories in 1974 and is well known for creating the first commercially available diagnostic test for the Epstein-Barr virus—the virus which causes mononucleosis.

*"I dream of a world
free from the pain
and suffering of
degenerative disease.
Share my vision. Love
life, and live it to its
fullest in happiness
and health."*

—Myron Wentz, PhD,
visionary, scientist,
philanthropist



Quality Standards

USANA's manufacturing facilities follow Good Manufacturing Practices (GMP) for dietary supplements. We rigorously test our products and strictly adhere to procedures and documentation not followed by other supplement companies. We create, test, produce, and store the majority of our products at our state-of-the-art facility in Salt Lake City, Utah to remain compliant with various regulations around the globe.

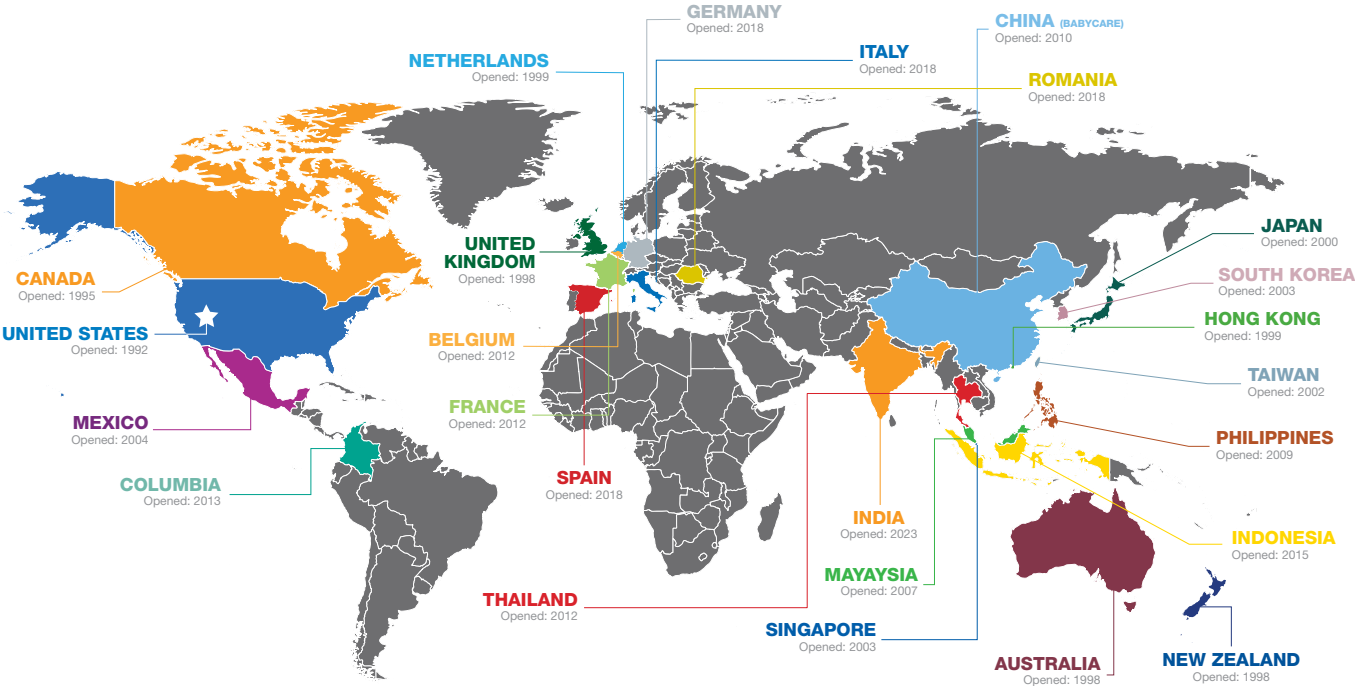


USANA is committed to the highest standards of product design and manufacturing.
We guarantee the potency of every nutritional product we sell.



International Business

USANA operates in 25 diverse markets around the world, meaning you can influence people all over the globe as you grow your own international business.





The USANA Foundation's mission is to provide immediate and long-term global relief for those in severe need, leading a network of community-driven partnerships to nourish, equip, and eliminate hunger throughout the world. USANA covers all costs associated with the administration of this Foundation, so every dollar received goes directly to those who need it most. Learn more at USANAFoundation.org.

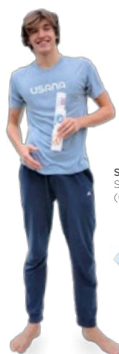
Sanoviv

In 2000, Mr. Myron Wentz opened Sanoviv Medical Institute, a cutting-edge medical facility located in Rosarito, Mexico, just south of San Diego, California. Sanoviv offers state-of-the-art technology with an integrative approach to healing, as well as affordable educational programs for USANA Distributors. For more information, visit sanoviv.com.



USANA Athletes

Alex Portal
Para Swimming (France)



Sabrina Cakmakli
Skiing - Freestyle, Halfpipe
(Germany)



Raquel Gonzalez Campos
Race Walk (Spain)



Alex Bublea
Muay Thai (United Kingdom)



Mihail Bordea
Fitness Instructor (Italy)



Thousands of elite athletes all over the world trust USANA with their health—more than any other supplement company.

Major partnerships include:

- Alex Portal; Para Swimming (France)
- Lilian Nguefack; Fencing (France)
- Sabrina Cakmakli; Skiing - Freestyle, Halfpipe (Germany)
- Elisa Nakab; Skiing - Slopestyle (Italy)
- Mihail Bordea; Fitness Instructor (Italy)
- Raquel Gonzalez Campos; Race Walk (Spain)
- Alex Bublea; Muay Thai (United Kingdom)
- Cory Tait; MMA / UFC (United Kingdom)
- Simeon Powell; MMA / UFC (United Kingdom)
- Pays d'Aix Université Club Handball
- U.S. Ski and Snowboard
- Speed Skating Canada
- Club Atlético Nacional S.A.
- Adrian Delgado Baches; Water polo
- China's General Administration of Sports Training Bureau (sponsored by BabyCare, USANA's wholly-owned subsidiary in China)

Follow USANA Athletes on Instagram @USANAathletes.



The featured athletes are either Distributors or dedicated product users who have received USANA products and/or compensation for their partnership.

Third-Party Reference and Testing

Physicians' Desk Reference

The Physicians' Desk Reference (PDR) is an annually updated compilation of information on prescription drugs and some dietary supplements used by doctors and healthcare professionals in the United States. Eleven USANA products*, including the CellSentials, are listed in the 2017 edition of the PDR and its online companion, the Prescribers' Digital Reference.



U.S. Pharmacopeia (USP) Testing

USANA undergoes trusted USP testing methods to verify products adhere to USP dissolution standards, ensuring the nutrients will be released and made readily available for absorption during the normal digestive process.



Best Network Marketing Company



USANA was voted “#1 Distributor’s Choice” for Best Network Marketing Company by MLM Insider for 16 consecutive years.

NSF International

NSF International’s Tested & Certified program certifies what is on the label is in the bottle and the product does not contain undeclared ingredients or unsafe levels of contaminants.*



Consumerlab.com®†

USANA was named the No. 1 Rated Direct-Selling Brand in the United States based on a 2016 customer satisfaction survey conducted by ConsumerLab.com.



LGC Limited

LGC Limited is an international measurement and testing company that assists the nutritional supplement and sports-nutrition industries with process and quality-control procedures.



*U.S. formulas only. Formulations may differ due to European regulations.
†All trademarks are property of their respective owners.

Building a Solid Foundation for Better Health

Why Supplement?

Every day, your body produces billions of new cells. They take in nutrients, grow, and duplicate. Providing optimal nutrition for these cells is essential to your health.

Micronutrients—vitamins and minerals—are vital. **Vitamins** are essential for normal metabolism, healthy growth, and development. **Minerals** help build strong bones and teeth and are essential components of enzymes and enzyme systems. They also support immunity, regulate metabolism, and aid digestion.

Diet and nutrition are important factors in the maintenance of good health but, as healthy dietary choices decline, so does your body's natural ability to perform at its optimal level.

Adding high-quality vitamin and mineral supplements to your balanced diet and exercise is the easiest way to support your health.

Your Body Is in a Constant State of Flux

Your cells and tissues are continually rebuilding, renewing, and regenerating.

They need vitamins and minerals to support these processes for many important reasons:

- Your entire blood supply is renewed every three to four months.
- The majority of the proteins in your body are replaced every six months.
- Almost your entire skeleton—which we usually think of as permanent—is renewed/remodelled about every 10 years.



Unique Innovations

- **USANA InCelligence Technology:** Delivers key nutrients that speak your cells' language to activate your body's natural ability to respond to stress, promoting normal, healthy ageing processes.
- **Nutritional Hybrid Technology:** State-of-the-art approach featuring bilayer tableting, allowing previously distinct products to be joined into a single formula.
- **Olivol:** Extract containing antioxidant polyphenols derived exclusively from olives.
- **Poly C:** Patented blend of mineral ascorbates that provide better bioavailability than ascorbic acid alone.

Research and Development

USANA employs and relies on more than 100 scientists globally—nutritional biochemists, molecular and cellular biologists, pharmacists, and sports science experts—to research and develop products based on the latest nutritional scientific discoveries. They work in state-of-the-art laboratories, testing, studying, and continually improving our product line.

Research Partners

A lot of research goes into USANA's products, and to create cutting-edge nutritionals, our in-house scientists have collaborated with these—and other—distinguished institutions.



“SCIENCE-BASED INNOVATION

has been a cornerstone of USANA since its founding. What Myron Wentz, PhD started more than 25 years ago has grown into a team of world-class scientists from various disciplines dedicated to the continued creation of the highest quality nutritional products for you and your family.”

Rob Sinnott, PhD, chief scientific officer

Get your questions answered by USANA scientists at askthescientists.com.

USANA CellSentials

Cellular nutrition is the foundation for good health. And when your cells are fed the nutrients they need, you can begin experiencing the benefits of feeling great, every day. While there is no replacement for a healthy diet, the CellSentials can help ensure you get the proper amounts of key vitamins and antioxidants your body needs to function at its best. Now equipped with the innovative USANA InCelligence Technology, USANA's best-selling core supplements help support cellular processes to promote better, long-term health.* Together, Core Minerals and Vita Antioxidant make up CellSentials. This exclusive combination of high-potency nutrients and antioxidants targets and helps restore cellular efficiency to promote better health, every day.*



Item n° 102

CORE MINERALS

Supplies a balanced range of highly absorbable essential minerals and trace minerals. It also includes added vitamin C.



Item n° 103

VITA ANTIOXIDANT

Contains balanced levels of high-quality vitamins and antioxidants plus the proprietary InCelligence Complex with cell-signalling technology. Because vitamins and other micronutrients require mineral cofactors to function properly, Vita Antioxidant should be taken with Core Minerals for best results.*



*CellSentials contains InCelligence and nourishes your cells with biotin, chromium, and zinc, which contribute to normal macronutrient metabolism. CellSentials protect your cells with copper, manganese, selenium, riboflavin, and vitamins E and C, which contribute to the protection of cells from oxidative stress. CellSentials renew your cells as it contains calcium, folate, magnesium, vitamin A, vitamin B12, and vitamin D, which contribute to the process of cell division and specialisation.

English/German market products shown.



Olivol InCelluGen[®]
TECHNOLOGY

Item n° 100
HEALTH PAK

Provides a full daily dose of CellSentials, as well as MagneCal and the exclusive CellSentials Booster in convenient packs.

USANA is currently updating its labels. Please note, due to the sustainable and environmentally friendly way we are rolling out the updated labels for each product, you may see a product in this booklet with a new look that is not yet available in your market. The rollout could take up to two years for all product labels to be completely updated and available in your market.

English/German market products shown.

Mood & Relaxation

Despite your best efforts, occasional stress can creep into your day when you least expect it. Managing stress can help you feel better—from your mood to your physical, emotional, and mental well-being. Which is why we created these Mood & Relaxation supplements.



Item n° 115

MIND + BODY BALANCE*

A powerful addition to your calming lifestyle habits.

*In Belgium, Mind + Body Balance is a not for resale (NFR) product and currently not available for retail sales.

Long-Term Eye Health Support

Eye Health

Damage to your eyes by environmental factors is an important cause of the loss of visual acuity over time. When awake, your eyes are constantly exposed to environmental elements such as air pollution, dryness, and oxidative damage from sunlight. Visionex DS is formulated with vitamin C and zinc to protect the delicate tissues of the eye from photooxidation with ingredients that work together to support healthy vision.



Item n° 113

VISIONEX DS*

Designed specifically for sight health. Contains zinc for the maintenance of normal vision and vitamin C to help with the protection of cellular oxidative stress.*

*In Romania, Visionex DS is a not for resale (NFR) product and currently not available for retail sales.

English/German market products shown.

Cellular Function

Good health begins from the inside, starting with proper nourishment on the most basic, cellular level. Because your cells are the primary source of your body's energy supply, USANA has created this product to optimise your cellular function and help you feel your best.



Item n° 122
BIOMEGA

Produced from purified cold-water, deep-sea fish oil and rich in omega-3 fatty acids, BiOmega provides EPA and DHA to contribute to the normal function of the heart.* DHA and EPA also contribute to the maintenance of normal blood pressure.

USANA BiOmega is purified to be virtually free of contaminants and is enhanced with lemon oil to eliminate fishy aftertaste.

*Contains eicosapentaenoic acid (EPA) and docosahexaenoic acid (DHA) that contribute to the normal function of the heart. The beneficial effect is obtained with a daily intake of 250 mg of EPA and DHA.



Item n° 109
VITAMIN D

Helps prevent vitamin D deficiency and supports absorption of calcium and phosphorus.



Item n° 146
PROGLUCAMUNE

Helps you stay fit and well, even during times of occasional stress, with zinc and the InCelligence Beta-Glucan Complex to support healthy immunity.

InCelligence
TECHNOLOGY™



Item n° 130
POLY C

Helps to relieve symptoms of colds.

A Measured Approach to Keep Your Bones and Joints Healthy

Skeletal System

Movement is essential for survival. Your everyday health and well-being depends on the stability and strength of your skeletal system—your body's primary foundation. Support your bones by giving them the nutrition they need so you can keep moving and participating in the activities you love.



Item n° 120

MAGNECAL D

A balanced magnesium and calcium supplement fortified with vitamin D to support bone health, teeth, immune system, muscle function, and energy metabolism.*

*Magnesium and calcium contribute to the maintenance of normal bones. Vitamin D helps the body effectively absorb calcium. It also promotes phosphorus absorption essential for maintaining healthy bones.



Item n° 131

PROCOSA

A ground-breaking formula with vitamin C and the InCelligence Complex of Meriva®† bioavailable curcumin and vegetarian glucosamine. Helps maintain healthy cartilage for optimal mobility.*

*Contains manganese that contributes to the normal formation of connective tissue. Vitamin C contributes to normal collagen formation for the normal function of cartilage. Contains the bioavailable turmeric compound Meriva that provides hydrosoluble curcumin carried in liposoluble soy lecithin to increase the compound's absorption and stability.

†Meriva is a trademark of Indena S.p.A.

InCelligence
TECHNOLOGY™

English/German market products shown.

The Fundamental Ingredients for Staying Young at Heart

Cardiovascular Support

USANA's unique cardiovascular support optimiser helps support normal heart and immune functions.



Item n° 137

PROFLAVANOL C²⁰⁰

USANA's immune support supplement.

Contains vitamin C that has multiple benefits:

- Contributes to the protection of cells against oxidative stress.
- Aids normal function of the immune and nervous systems.
- Promotes collagen synthesis for the normal function of blood vessels.

Building the Foundation For Lifelong Health

Specialty

A varied diet that includes healthy fruits, vegetables, and lean meats is important for everyone—at every age. And for those who would like additional dietary support, USANA's specialty supplements make it easy to get the best possible nutrition, every day.



Item n° 104

BODY ROX

Between late-night cram sessions, school activities, and a hectic social life, children and teenagers can't afford to slow down. Add Body Rox to a balanced diet to give them the nutrition they need to be at their best every day, in and out of the classroom.

Body Rox comes with a tasty, fruit-flavoured coating, and is designed for teenagers and children ages 4 and older.

English/German market products shown.

Ask your Independent Distributor for more information. | **13**

Digestion Support

A number of factors can negatively impact the balance of beneficial bacteria in the gut, including age, stress, certain medicines, and a poor diet. A healthy digestive system promotes a strong immune system, as most of the cells that make our immune system reside in the intestine.



Item n° 108

USANA PROBIOTIC

Bring balance to your belly and digestive tract with a 50/50 blend of good bacteria—Bifidobacterium BB-12® and Lactobacillus rhamnosus LGG®†. Each stick is filled with 12 billion Colony Forming Units clinically shown to survive the harsh acidic environment of the stomach, providing a full range of benefits.

†Trademarks are the property of their respective owners.



Item n° 135

HEPASIL DTX*

A health supplement for a healthy liver and balanced natural detoxification process.*

*Contains choline, which contributes to normal lipid metabolism, the maintenance of normal liver function, normal homocysteine metabolism, and the natural detoxification processes.

InCelluence
TECHNOLOGY™

English/German market products shown.

Healthy Weight

Quality of life isn't a number on the scale—it's about how you feel. Discover a holistic approach to healthy living and self-acceptance by making the most of your every day.



Item n° 147

METABOLISM+

EMPOWERING INGREDIENTS

- Green tea extract to support fat burn and to increase energy
- Naringin helps maintain healthy and strong bones

BENEFITS

- Supports a healthy metabolism
- Optimises the conversion of fat stores to fatty acids
- Maintains healthy blood sugar levels already in the normal range for better control of cravings

NUTRIMEAL



Nutrimeal protein shakes are nutritionally balanced to provide an ideal ratio of carbohydrates, proteins, and beneficial fats to support a healthy weight.

Item n° 210

NUTRIMEAL DUTCH CHOCOLATE

- Rich chocolate flavour
- 15 g protein blend
- Gluten free*
- Low glycemic

Item n° 211

NUTRIMEAL FRENCH VANILLA

- Smooth vanilla flavour
- 15 g soy protein
- Gluten free*
- Low glycemic

*For our customers sensitive to gluten, no gluten is used in these products. However, they are produced in a facility that manufactures other foods that do contain gluten. These products are produced on equipment that also processes peanuts, tree nuts, eggs, wheat, sesame, and shellfish.

English/German market products shown.

CELAVIVE

go beyond what you see

Experience a completely new approach to skincare that harnesses the power of USANA InCelligence Technology to specifically target your unique beauty needs and unlock your skin's youth-preserving radiance.

Combining key cosmetic ingredients, botanicals, and powerful peptides, Celavive awakens your skin's natural renewing abilities, going beyond traditional beauty regimens to keep you looking positively radiant and youthful. This comprehensive approach means Celavive responds uniquely to each individual to support the visual tone and texture of your skin to dramatically reduce the appearance of wrinkles.

Follow this four-step skincare regimen to discover your skin's natural ability to fight visible ageing:

CELAVIVE.COM

f /celavive
@celaviveofficial
@celavive



InCelligence
TECHNOLOGY

Cleanse

Item n° 332
Gentle Milk Cleanser
dry/sensitive skin
120 mL

Gently remove dirt and impurities without stripping the skin of its natural moisture with this creamy, everyday cleanser. Enjoy 24 hours of rich hydration after just one use.

Item n° 333
Creamy Foam Cleanser
combination/oily skin
120 g

Lift away dirt and oil while gently exfoliating dull, dry skin to enjoy exceptionally smooth, glowing skin that looks and feels amazingly refreshed and noticeably younger.

Tone

Item n° 331
Perfecting Toner
all skin types
120 mL

Maintain proper moisture levels, gently remove lingering impurities, and balance the pH levels of the skin. This alcohol-free toning lotion stimulates and refreshes the skin and helps prepare your complexion to receive the maximum benefits of moisturisers and treatments that follow.



Enhance

Item n° 341
Exfoliating Scrub + Mask
all skin types
80 g

Dual-action, scrubbing formula gently exfoliates with a pollution-fighting charcoal to help remove stubborn impurities, visibly promote better skin tone, reduce the appearance of pores, and lessen visible signs of ageing.

Item n° 342
Hydrating + Lifting
Sheet Mask (x3)
all skin types
20 g each

A nourishing, at-home beauty treatment to noticeably lift and smooth the look of your skin, while providing intense hydration for visibly tighter and brighter-looking skin. This mask features our exclusive Powerful Peptide Complex with InCelligence technology—creating a plumper, younger-looking complexion.

Item n° 339
Vitalizing Serum
all skin types
28 g

Dramatically reduce the appearance of fine lines and wrinkles and the visual loss of elasticity to restore a youthful radiance to your skin. Featuring natural botanicals and powerful peptides, this breakthrough, water-based formulation supports your skin's natural beauty-preserving functions.

Item n° 340
Hydrating Eye Essence
all skin types
15 g

Visibly lessen the appearance of dark circles, puffiness, and fine lines with this lightweight, yet ultra hydrating, formula featuring a combination of powerful peptides, avocado oil, apricot fruit extract, and ginkgo biloba extract. Developed with a concentration of active ingredients, it works to revitalise the look of the delicate skin around your eyes.



Hydrate

Item n° 335
Protective Day Cream
SPF 30
dry/sensitive skin
28 g

Begin each day beautifully by protecting your skin from the leading cause of premature skin ageing. This moisturising cream protects your skin from harmful UVA/UVB rays and provides rich hydration for healthy-looking skin.

Item n° 334
Protective Day Lotion
SPF 30
combination/oily skin
30 mL

Begin each day beautifully by protecting your skin from the leading cause of premature skin ageing. This lightweight lotion protects your skin from harmful UVA/UVB rays and hydrates for healthy-looking skin.

Item n° 337
Replenishing Night Cream
dry/sensitive skin
28 g

Fight the signs of visible ageing—including lines, tone, pores, and texture—and restore the youthful look of your complexion overnight. This luxurious blend of natural botanicals and powerful peptides is designed to promote hydrated, radiant skin—helping your skin appear smoother, softer, and firmer.

Item n° 336
Replenishing Night Gel
combination/oily skin
28 g

Fight the signs of visible ageing—including lines, tone, pores, and texture—to help your skin appear smoother, softer, and firmer. Enrich your skin with natural botanicals and peptides that moisturise and revitalise the look of skin overnight for long-lasting, visible improvements in your skin's natural radiance.

Smile Bright



Oral Care

A brilliant, white smile draws others in, builds you up, and makes you feel fabulous.



Item n° 398

USANA Whitening Toothpaste Featuring ADP-1 (113 g)

Brighten your smile with USANA Whitening Toothpaste Featuring ADP-1. Formulated without fluoride to protect your beautiful smile and keep it clean.

English/German market products shown.
Supplement facts can be found on page 30

Ask your Independent Distributor for more information. | 19

Creating Opportunity

The Industry

More people than ever are starting their own business and taking control of their lives.

More than 15 million people in Europe, and 100 million around the world, are currently in the direct selling industry. In 2017, the industry added an estimated US \$189.6 billion to the global economy, including

US \$38.5 billion in Europe alone. USANA is a member of the

WFDSA (World Federation of Direct Selling Association), the FVD

(Fédération de la Vente Directe), the UK DSA (Direct Selling

Association) and Seldia (The European Direct Selling Association).



WHY USANA

Be Your Own Boss

With USANA, you have the power to create a business where your success depends entirely on you. You are the boss. You work on your own time—as much or as little as you want—and you make money by sharing what you love. You're in charge, but you're not alone. You'll have access to a supportive network that provides tools, training, and expertise so you can succeed.

Be Part of a Community

There are thousands of USANA Distributors around the globe who have a common goal in mind—to make a difference. You'll be surrounded by other individuals who are passionate about health and committed to service. We call it the USANA family.

Be Courageous

Life begins right outside your comfort zone. Explore new talents. Challenge yourself. Do something different. Decide to open yourself up to new possibilities and potential. As you develop your business, you'll become more confident, and you'll see the impact you are making in the lives of others.

Create a Legacy

With USANA, you get to be a part of something bigger than yourself. You play a vital part in making a real difference in your life, the lives of those around you, and the lives of people around the world. And if you have a goal to become a legacy business owner, USANA gives you an opportunity to build a business that outlives you as you pass your success on to the next generation.

Seven Ways To Earn Income With USANA



RETAIL SALES

Earn profits on the difference between the Preferred Price and retail price.*



INCENTIVES

Be rewarded with luxury travel, prizes, and cash through generous incentive programs.



ELITE BONUS

Be one of USANA's top income earners and receive a portion of a quarterly US \$2,000,000 bonus.†

*Retail sales not permitted in Italy.
†Elite Bonus varies each quarter. In 2017, the total payout averaged close to US \$2,000,000 per quarter.



WEEKLY COMMISSIONS

Earn a starting commission of up to 20 per cent from your own sales and the sales volume of your team.



LIFETIME MATCHING BONUS

Receive up to a 15 per cent match of their commission volume from personally sponsored Premier Platinum PaceSetters for the life of their USANA businesses.



LEADERSHIP BONUS

Participate in a 3 per cent worldwide weekly bonus pool.



PC ORDER BONUS

Earn a 10 per cent bonus on every purchase made by any new, personally sponsored Preferred Customers enrolled on or after 4 May, 2019.

*Retail sales not permitted in Italy.

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 of 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.



Visit usanaincome.com to learn more about the average income of USANA Distributors.

Understanding Your USANA Business

► **STEP 1:**

SIGN UP & OPEN YOUR BUSINESS CENTRE(S)

Once you've signed your Distributor Agreement and purchased a Welcome Kit, you'll become a USANA Distributor. To qualify for commissions, start to generate Sales Volume Points (SVP) through the products you purchase for personal use and products you sell to your customers. You can activate one or three Business Centres with these sales.

► **STEP 2:**

SHARE USANA

The amount you earn will be in direct proportion to your ability to share USANA's wellness products with others. Your earning potential also depends on your ability to build a team of Distributors who, like you, share USANA products with others and build strong teams of their own.

Your USANA business is based on a binary compensation plan, which means you'll begin building your business with a right and a left side. You'll earn weekly commissions based on the amount of sales you and your team generate on each side (Group Sales Volume). This includes sales from Distributors to retail customers, sales for personal use by Distributors, and sales from Preferred Customers.



► **STEP 3:**
MAKE THE MOST OF IT

You can leverage the income you make through your USANA business in a number of ways:

€€ **DOUBLE YOUR EARNING POTENTIAL
BY OPENING THREE BUSINESS CENTRES**

The Group Sales Volume in your second and third Business Centres rolls up to your first Business Centre, doubling your earning potential.

↻ **ROLLOVER**

You are paid out each week on the Group Sales Volume that is matched on both your left and right sides (starting at 125).^{*} The rest becomes rollover for your next cheque.

⊕ **ADDITIONAL BUSINESS CENTRES**

When you maximise a Business Centre by accumulating 5,000 points in Group Sales Volume during one week, you can earn an additional Business Centre. You can earn up to two additional Business Centres for each initial Business Centre.

^{*}Once a Business Centre is maxed, unmatched Group Sales Volume points will continue to roll over each week, up to 5,000 points.



USANA

Compensation Plan

As a Distributor, when you successfully share USANA, you get paid for your efforts. Here's a simple breakdown of how you can earn income.

BUSINESS CENTRE

Think of this as your storefront—where your business is located. Because your USANA business is based on a binary compensation plan, you'll build your business with a left and right side.



POINTS

Each USANA product has a point value. These points accumulate to your overall volume when the product is sold to your customers or purchased for your personal consumption, which determines your commission.

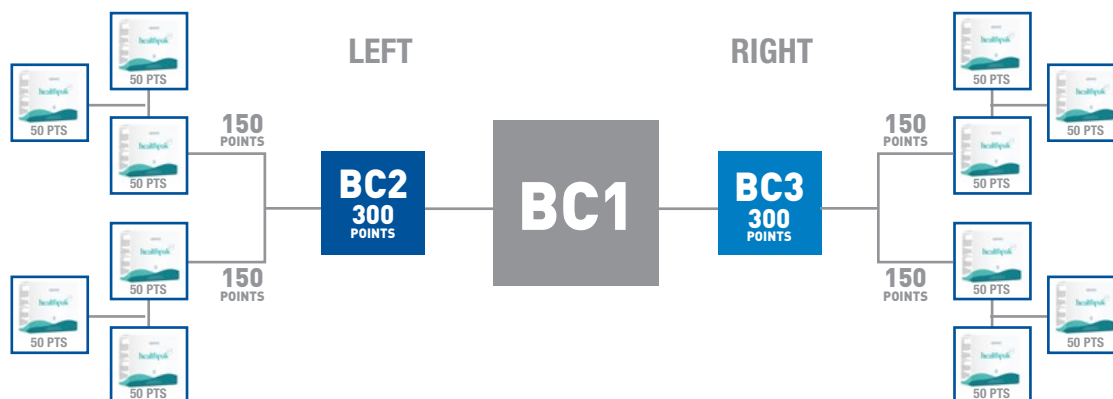


GROUP SALES VOLUME

The cumulative volume of sales (in points) you and your team earn is your Group Sales Volume. Tallied each week, it includes sales from Distributors to retail customers, sales for personal use by Distributors, and sales from Preferred Customers (the people who buy products at a Preferred Price but aren't eligible to earn commissions).



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 of 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.



DO YOU KNOW EIGHT PEOPLE WHO WOULD BE INTERESTED IN BETTER HEALTH?

Our core health product is the HealthPak, which makes taking supplements easy and convenient for everyone. Sell eight HealthPaks to customers—and keep those customers coming back to you each month—and you’ll be on your way to creating a steady stream of additional income.

	Matched total:					Cheque for the week:
BC1	300					
	+			Commission:		120
BC2	150	=	600	x	20%	=
	+					Commission Points
BC3	150					
						(1 Point = 1 U.S. Dollar)

HOW YOU GET PAID

You’ll earn a commission based on where the Group Sales Volume on the left and right sides of your Business Centre match. Find where the Group Sales Volume on your left side matches your right side and multiply it by 20 per cent (or .2). This total equals your Commission Volume Points for the week. Points are converted into your country’s currency. In the United States, one point is equal to one dollar.*

*As long as you are commission-qualified and in compliance with your Distributor agreement.

POTENTIAL WEEKLY INCOME BASED ON YOUR EFFORTS

This chart shows a few examples to help you visualise the potential growth of your USANA business.

LEFT GROUP SALES VOLUME	RIGHT GROUP SALES VOLUME	MATCHED VOLUME	COMMISSION POINTS
125	150	125	25
350	425	350	70
675	547	547	110
1,000	1,500	1,000	200
2,500	2,750	2,500	500
4,457	4,780	4,457	892
5,000	5,400	5,000	1,000

REWARD YOURSELF WITH USANA

On top of weekly commission cheques simply for sharing USANA with others, you can be rewarded with luxurious travel incentives, awards, and exclusive training opportunities. And luxury isn't reserved just for those at the top of the ladder. We believe in rewarding those who are growing their USANA businesses and truly living the USANA lifestyle. Those who excel are rewarded with incredible business training in addition to opportunities to travel the globe.




USANA HEALTH SCIENCES


3838 PARKWAY BOULEVARD




Who will ***you*** be with USANA?


 /USANAUK
/askthescientists

 @USANAinc
@askthescientists
@USANA_uk_official


 @USANAhealthsciences

 whatsappUSANA.com

 @USANAinc

 @whatsappUSANA.com

 USANA.com
askthescientists.com

 /USANAEU
/USANAHealthSciences

Toll-Free Customer Service

France: +33(0) 1 42 99 76 50
Belgium: 0800 14 432
UK: 08 08 234 4478

Netherlands: +33(0) 1 42 99 76 50
Romania: +40 312 295 242
Italy: 800 790 241

Germany: 0800 1838145
Spain: 900 941 696

For more information about the USANA products and opportunity, contact
your Independent USANA Distributer.

Before distributing this booklet, please fill out ID number:

--	--	--	--	--	--	--	--

ID Number

--	--	--

Business Center

L	R
---	---

Circle One

USANA
THE CELLULAR NUTRITION COMPANY

3838 West Parkway Blvd., Salt Lake City, Utah 84120 USA

WF1276960
544.330103 en_EU 4/24