

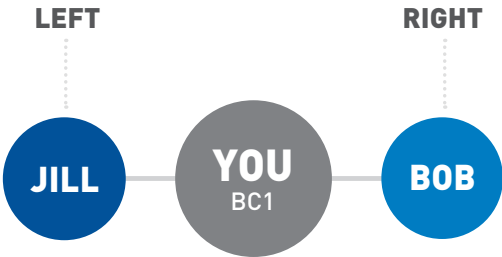


SHARE  
WHAT YOU LOVE

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

**BUSINESS CENTER:**

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 a right side.



**POINTS:**

Each USANA product has a point value. These points accumulate to your overall volume, which determines your commission.

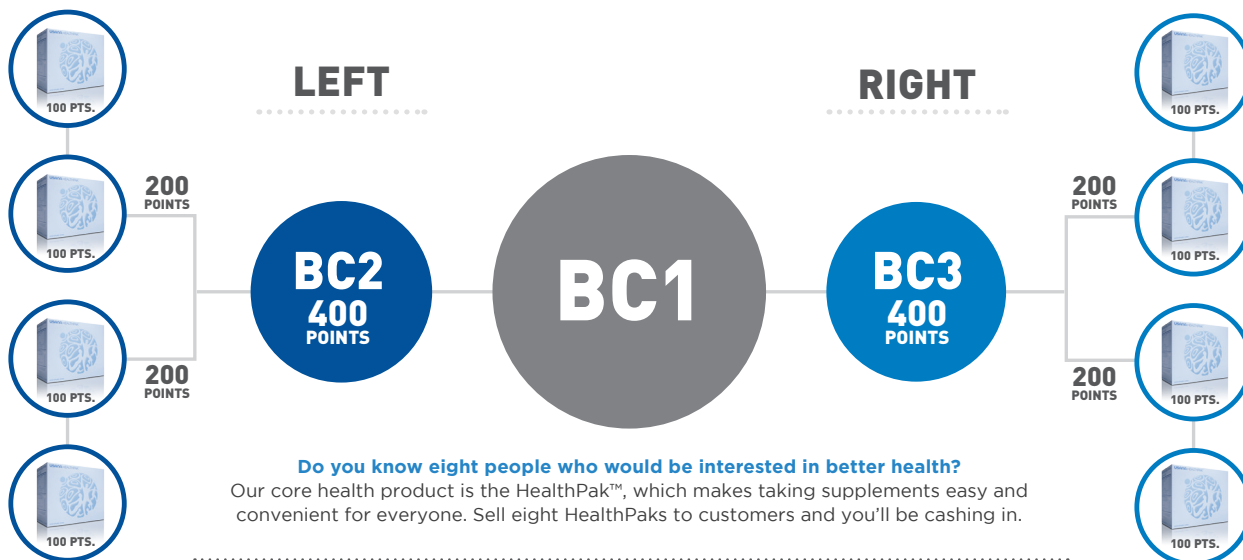


**GROUP SALES VOLUME:**

The cumulative volume of sales (in points) you and your team earn. This is tallied every week. This includes sales from Associates to retail customers, sales for personal use by Associates, 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 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 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 you'll be cashing in.

MATCH TOTAL:

$$\begin{array}{rcl}
 \text{BC1} & 400 & \\
 + & & \\
 \text{BC2} & 200 & = 800 \times 20\% = 160 \\
 + & & \\
 \text{BC3} & 200 & \\
 \hline
 & & \text{COMMISSION POINTS}
 \end{array}$$

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 Center match. Find where the Group Sales Volume on your left side matches your right side, and multiply it by 20 percent (or .2). This total equals your Commission 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 Associate agreement.

## POTENTIAL WEEKLY INCOME BASED ON YOUR EFFORTS

This chart shows a few examples to help you visualize 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



# UNDERSTANDING YOUR USANA BUSINESS

## □ **STEP 1: SIGN UP & OPEN YOUR BUSINESS CENTER(S)**

Once you've signed your Associate Agreement and purchased a Welcome Kit, you'll become a USANA Associate. To qualify for commissions, start to generate Sales Volume Points through the products you purchase for personal use and products you sell to your customers. You can activate one or three Business Centers 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 Associates 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 Associates to retail customers, sales for personal use by Associates, 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 CENTERS**

The Group Sales Volume in your second and third Business Centers rolls up to your first Business Center, 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 check.



### **ADDITIONAL BUSINESS CENTERS**

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

\*Once a Business Center is maxed, unmatched Group Sales Volume points will continue to roll over each week, up to 5,000 points.



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

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