



Health & Freedom

your path to independence

True Health - True Wealth



The Key Points We Will Cover



- ▶ **Today's Reality**
- ▶ **Industry and Trends**
Capitalise on the next trillion-dollar industry
- ▶ **USANA Health Sciences**
Learn the most powerful way to create Health & Freedom
- ▶ **Training and Support**
- ▶ **Timing**

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Today's Reality

Countless numbers of people lie awake at night worrying about money-related issues.



- ▶ Credit card debt in Australia hit a record **AU \$38.9 billion in December 2006** ¹
- ▶ Most people are living **week to week**
- ▶ By mid-2006 the **debt of households** in New Zealand had increased around five times in dollar terms since 1990, **more than doubling** as a percentage of households' disposable income ²
- ▶ Parents have **limited quality time** with their children

There is a better way....

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1. Reserve Bank of Australia – Credit and Charge Card Statistics.

2. Reserve Bank New Zealand – Household Debt Statistics.



An Answer is a Home-Based Business

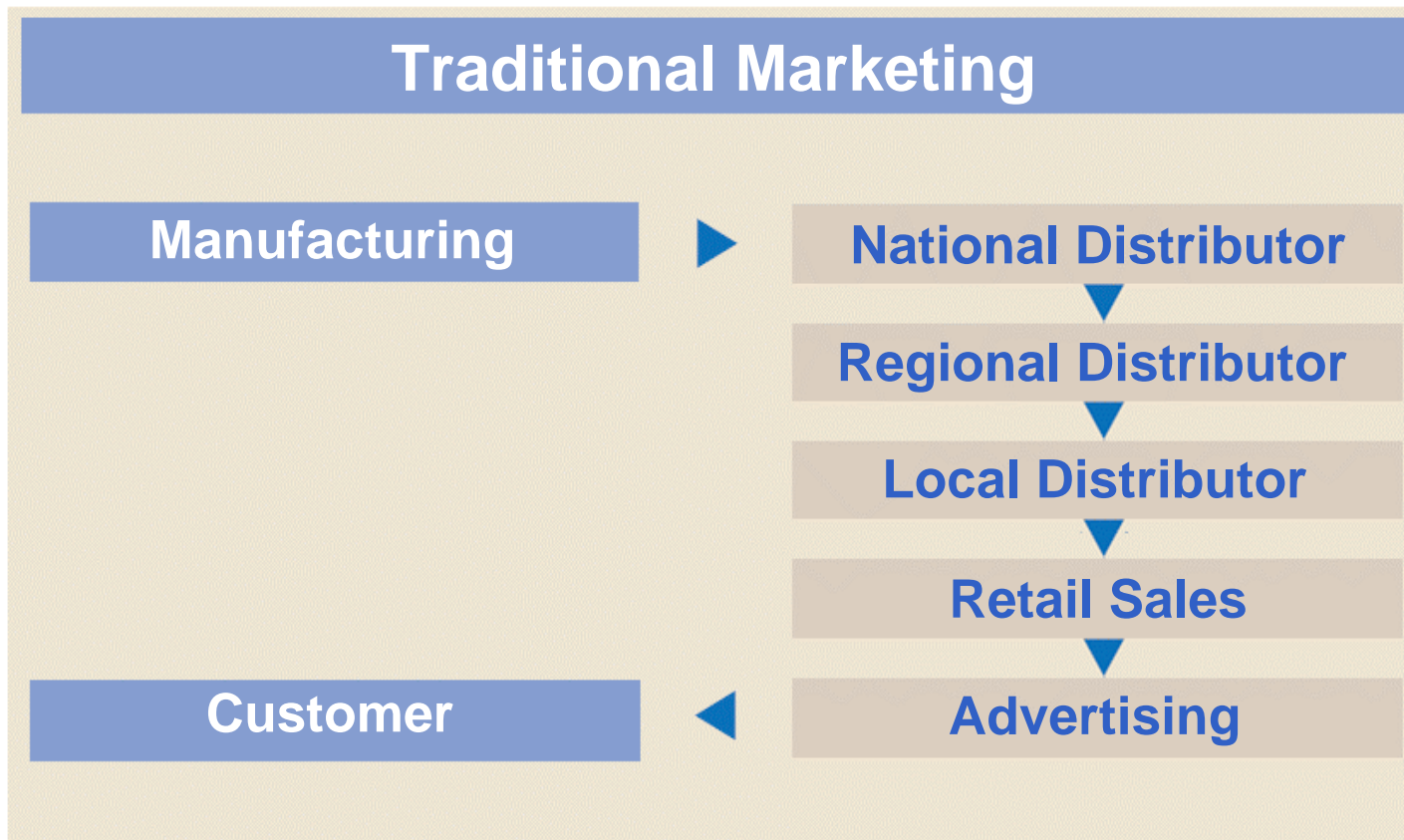


A Home-Based Business Offers:

- ▶ **NO** employees
- ▶ **NO** boss, **NO** set hours
- ▶ **NO** set work place
- ▶ **High income** potential
- ▶ Potential **tax advantages**

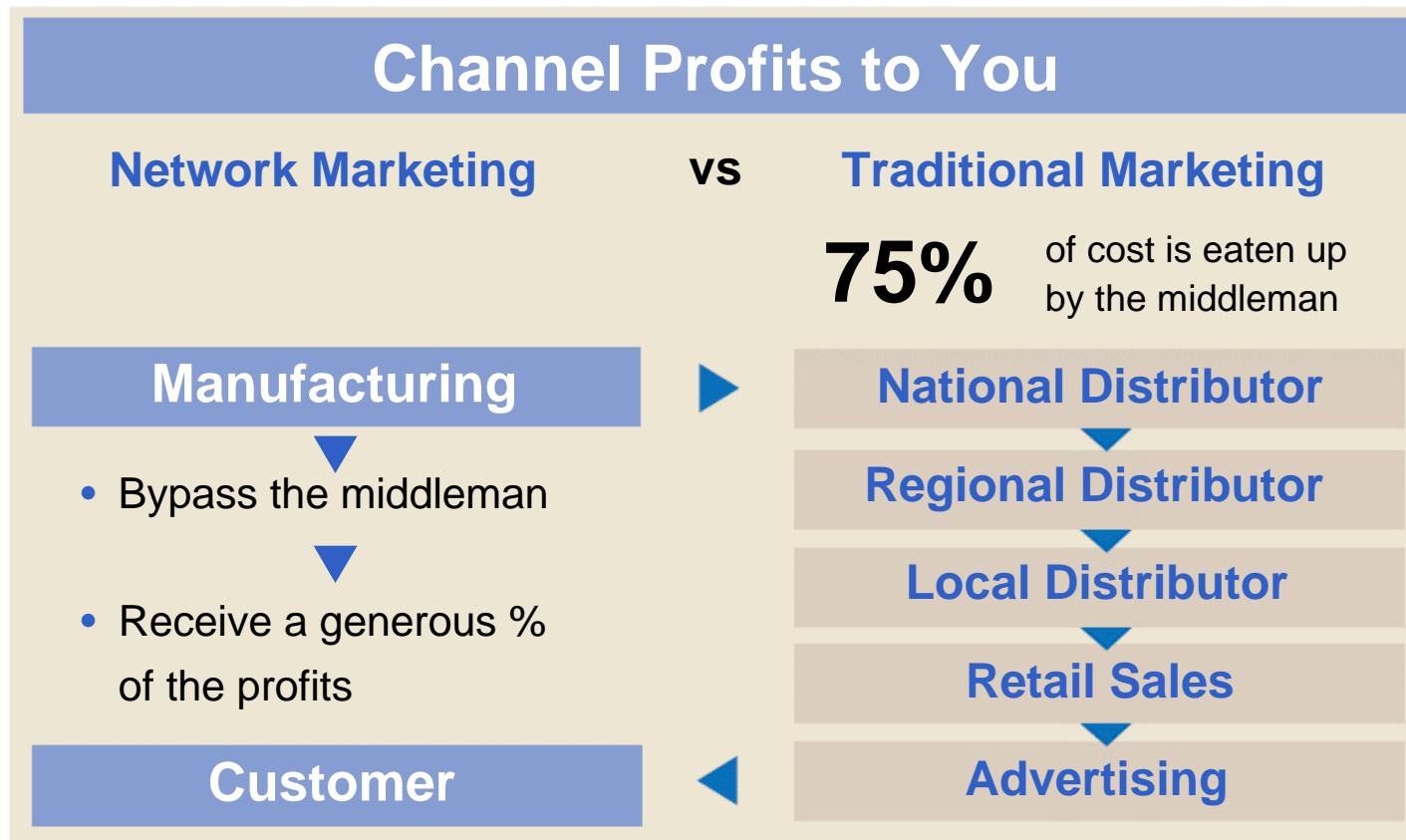
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What Network Marketing Means To You



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What Network Marketing Means To You



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What Network Marketing Can Offer You

Network Marketing can offer you...

- ▶ International business you can operate from home
- ▶ Low start-up costs
- ▶ Ongoing training & support
- ▶ Time leveraging
- ▶ Exciting opportunities
- ▶ Financial freedom

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Network Marketing Has Come of Age



Did you know...

that 110,000 New Zealand and 700,000 Australian people are involved in Network Marketing. The industry reached \$180 US million dollars in New Zealand and \$1.083 US billion in Australia in retail sales in 2005.¹



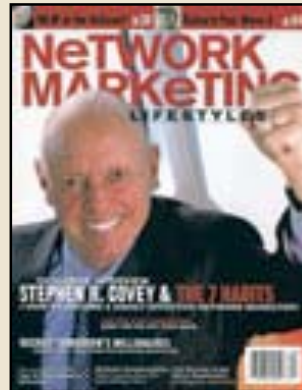
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1. World Federation of Direct Selling Association – International Statistics – updated September 2006
– www.wfdsa.org/statistics - figures as at 18th December 2006.

Network Marketing Has Come of Age



“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.

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Today's Major Trend: Health & Wellness

For more than 50 years, baby boomers have driven trends

1945

Baby Food
& Nappies

1955

Primary
Schools
Built

1965

Fast
Food
Chains

1985

Real
Estate

1995

Discount
Super
Stores

2010

Health &
Wellness



Baby Boomers were born between 1946–1964, and they make up one-third of the world's population.

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

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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, 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?

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Health is a Dominating Trend in Today's Marketplace

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 experts:

- ▶ **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



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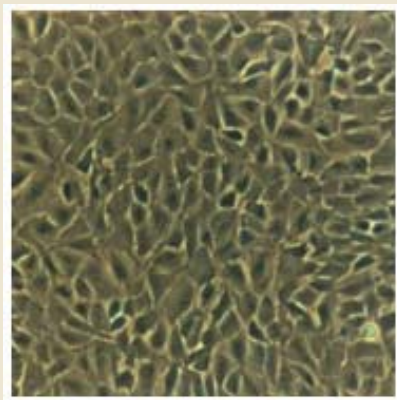
World Health Organization, Lifeclinic.com, Asthma.com, The International Diabetes Foundation.

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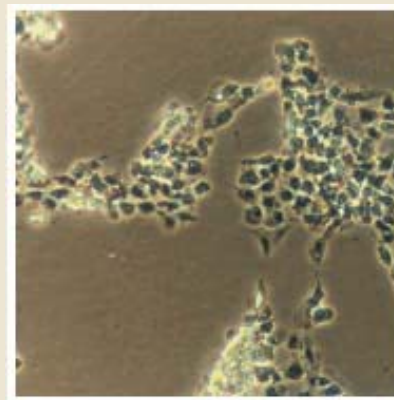
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The War Within Our Bodies

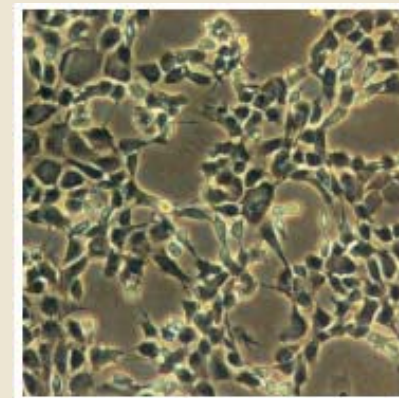
The cells of our bodies are fighting to stay healthy as they are attacked by free radicals.



Healthy human cells
in culture.



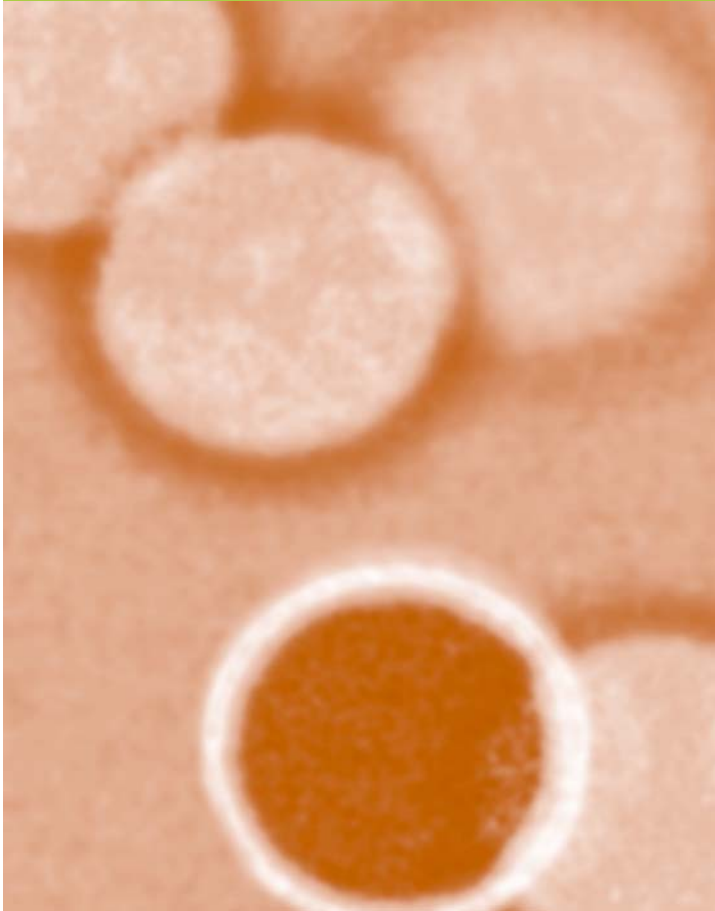
Damaged cells after
adding digested products
from a fatty meal.



Similar cells when
oxidation defence
mechanisms are included.

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The War Within Our Bodies



Where do excessive free radicals come from?

- ▶ Stress
- ▶ Radiation from the sun
- ▶ Environmental pollution
- ▶ Toxic chemicals in the water
- ▶ Depletion of nutrients in the food supply

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Am I Receiving the Nutrients I Need?

- ▶ National Health Survey (2004) showed that only **16%** of Australian females and **11%** of males consumed five or more servings of fruit and vegetables; while **40%** of Australian females and **54%** of males did not usually consume the recommended two or more servings of fruit everyday.¹
- ▶ **27%** of the New Zealand population noted that the variety of foods they are able to eat is limited by lack of money. This was an issue for their household sometimes or often.²



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

Food	To obtain 400 IU
Spinach	15 kg
Sunflower seeds	0.5 kg
Wheat germ	2.4 kg
Almonds	1 kg
Safflower oil	1 litre

USANA® Nutritionals
The perfect way to supplement your diet

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1. National Health Survey, 2004 - 05. Australian Bureau of Statistics.
2. 1997 National Nutrition Survey. Ministry of Health, New Zealand.



Nutritional Supplements

- ▶ “In 2000, it was estimated that **52%** of the Australian population used at least one non-medically prescribed complementary medicine.”¹
- ▶ “In 2005, **59%** of adults in New Zealand consumed at least one supplement.”²



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

-Dr. Myron Wentz, Ph.D., Founder & Chairman, USANA Health Sciences

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1. Expert Committee on Complementary Medicines in the Health System, Sept 2003.

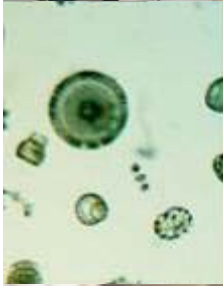
2. Nutrition and Dietetics. 2006. V01 63(4).

USANA® Health Sciences One Man's Vision



▶ **DR. MYRON WENTZ, PH.D.**
Microbiology, Immunology,
Utah 2003 Ernst & Young Entrepreneur of the Year

▶ **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**

USANA's Mission

At USANA Health Sciences our mission is to develop and provide the highest quality, science-based health products, distributed internationally through network marketing, creating a rewarding financial opportunity for our independent Associates, shareholders and employees.



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The USANA Difference

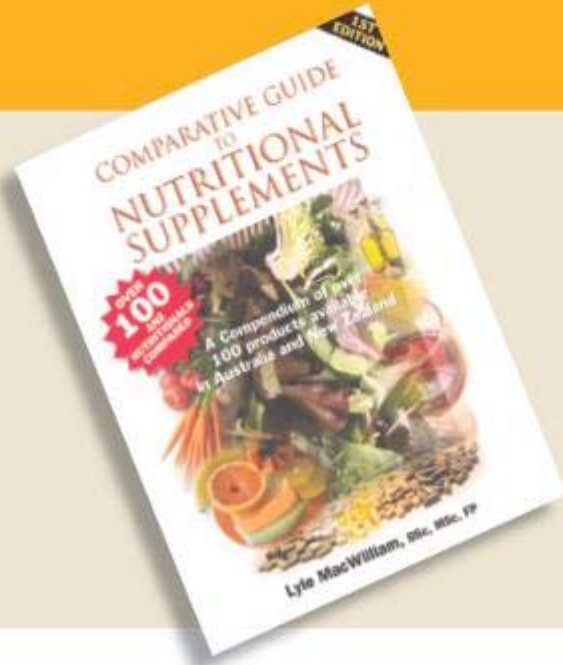
Nutritionals You Can Trust

- ▶ Adheres to pharmaceutical-grade GMPs (Good Manufacturing Practices)
- ▶ Offers 100% potency guarantee
- ▶ Superior ingredients
- ▶ Balanced, science-based formulas
- ▶ Accredited team of scientific experts
- ▶ Exceptional in-house manufacturing



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USANA® Essentials Supplements



Ranked #1 Supplement*

- ▶ Comprehensive, precisely balanced supplements
- ▶ Ranked #1 Supplement in Australia and New Zealand*
- ▶ Broad-spectrum antioxidant protection
- ▶ Nutrition for all generations



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USANA ESSENTIALS™ (pictured above left) is ranked number one supplement in the Comparative Guide to Nutritional Supplements (MacWilliam, L. 2005 1st Ed.)
For a full ingredients list, please visit: <http://products.usana.com/en/products/au/essentials/essentials.shtml>
Vitamin supplements should not replace a balanced diet. Use only as directed. Always read the label.

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USANA® Nutritionals



“After six years of researching and 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**



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USANA[®] Macro-Optimizers



- ▶ Low Glycaemic Index
- ▶ Excellent with breakfast or lunch
- ▶ Better snacking choices
- ▶ Good source of high-quality macronutrients
- ▶ Great-tasting bars and drinks

The 5-Day 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.



Start living today

Sensé - beautiful science™



Premium skin care that combines nutrition and dermatological science.

Exclusive, patented self-preserving technology in every Sensé™ product.

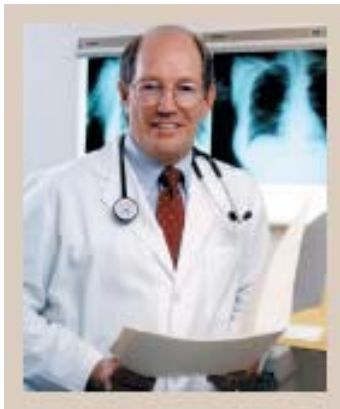
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The exclusive 'self-preserving' technology that is currently used in all **Sensé – beautiful science™** skin care products is protected under U.S. Patent No. 7,214,391. The '**Sensé**' and '**Sensé – beautiful science**' trade marks are the property of USANA Health Sciences, Inc.



USANA Medical Advisory Board

Dr. Ray Strand focuses his practice on preventive and nutritional medicine.



**Dr. Ray Strand, M.D.,
Family Practice.**

Dr. Monica Lewis runs her own practice dealing with chronic and hormonal issues.



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

Dr. Christine Wood is currently a practicing paediatrician in San Diego.



**Dr. Christine Wood, M.D.,
Paediatrician,
USANA Medical Advisory Board
Chairperson.**

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USANA® Products in eMIMS



The Physicians' Desk Reference (PDR) and Compendium of Pharmaceuticals and Specialties (CPS) are widely used compilations of prescribing information used by physicians. The Australian equivalent of the PDR and CPS is the Monthly Index Medical Specialties (MIMS) Directory. MIMS publications are the preferred reference system for Australian GPs.

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In Good Company with USANA[®] Health Sciences



Steve is a strong believer of the benefits of nutritional supplements and uses USANA products to help maintain energy levels and balance his health and wellbeing. Steve began his pole vaulting career in 1998. His aim is to win gold at the 2008 Olympic Games and break the world record.

- Steve Hooker, Australian Pole Vaulter

“I have been using USANA products for over five years and believe these products are the best way to maintain top performance and recovery. The USANA supplements compliment my training regime and enhance my general health and well-being.”

- Clint Robinson, Australian Olympic Kayaker



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One Man's Vision



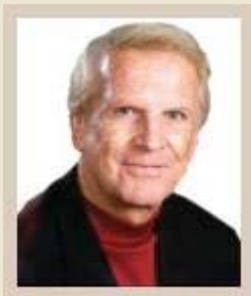
*“I dream of a world
free from pain and suffering.
I dream of a world free from disease.
The USANA family will be the
healthiest family on earth.
Share my vision. Love life, and live it
to its fullest in happiness and health.”*

-Dr. Myron Wentz, Ph.D.,
Founder and Chairman,
USANA Health Sciences

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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. I believe that is why USANA ranked third on Business Week’s annual list of 100 Hot Growth Companies in 2005 and why you owe it to yourself to look deeper into this exciting opportunity.”



Dr. Denis Waitley, Ph.D.
Trainer of Super Bowl and Olympic athletes, Apollo astronauts, and Fortune 500 executives. Chairman of USANA’s Sports Advisory Board.

USANA Has Been Voted #1 People’s Choice From 1997–2006



The Binary Compensation Plan Has Also Been Ranked #1 People’s Choice

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*Network Marketing Today/MLM Insider Magazine.

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Why Binary is the People's Choice

Traditional

Networking with 6 People



- ▶ People are placed in frontline
- ▶ Commissions paid monthly
- ▶ No carryover volume
- ▶ Difficult to explain and understand
- ▶ Paid on and limited to levels

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Networking with 6 People



- ▶ 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

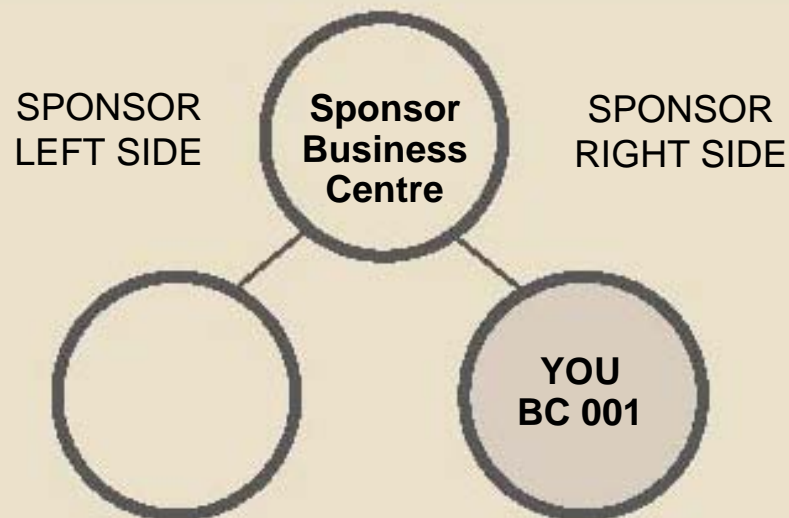
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*Unpaid sales volume up to 5,000 points carries over each week provided you remain active.

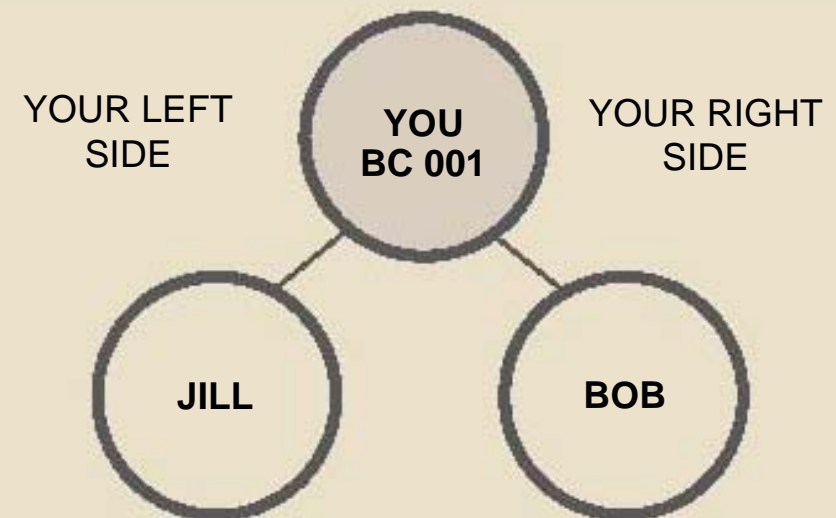
USANA Compensation Plan

**Introduce USANA to your customers.
Enrol other Associates who do the same.**

Sponsor Places You on the Left or Right



Starting Your Own Business Centre



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The average income for North American Associates was \$658.56 US in 2006, the average income for commission qualified North American Associates was \$1578.59 US in 2006. 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.

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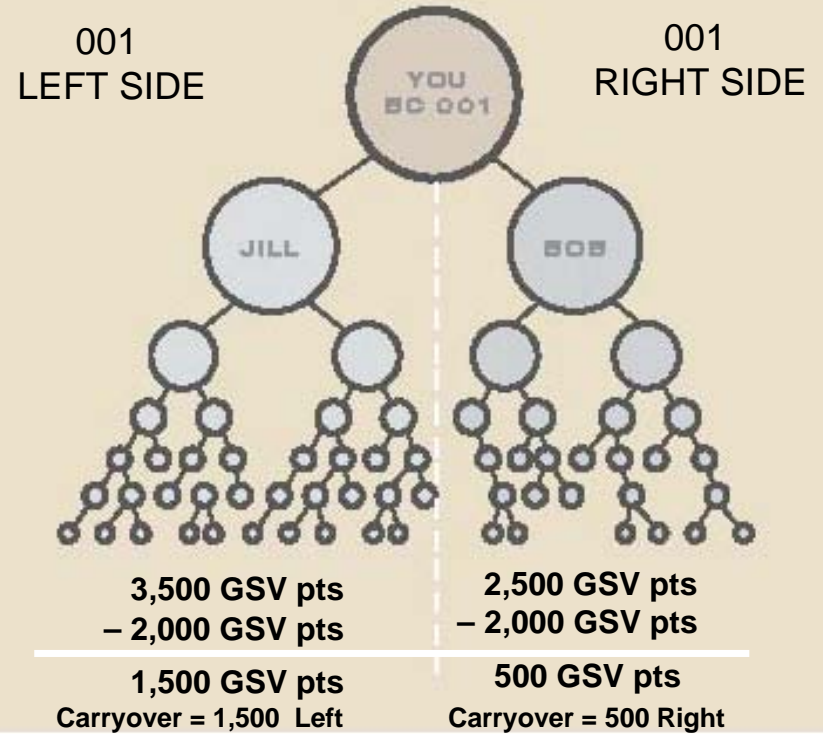
USANA Compensation Plan

You Earn Commissions*

Commission Payout Schedule

Volume Points Left	Volume Points Right	Commission Points	Commission AU\$	Commission NZ\$
250	250	40	66	76
500	500	100	165	190
1,000	1,000	200	330	380
2,000	2,000	400	660	760
3,000	3,000	600	990	1,140
4,000	4,000	800	1,320	1,520
5,000	5,000	1,000	1,650	1,900

Carryover†



Total Commission Points = 400 PTS

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*Commissions are earned based on the sales of your organisation. Commission points have been converted to Australian and New Zealand currencies using the conversion rate of 1.65 for Australia and 1.9 for New Zealand.
†Group Sales Volume up to 5,000 points carries over each week provided you remain active.



USANA Compensation Plan

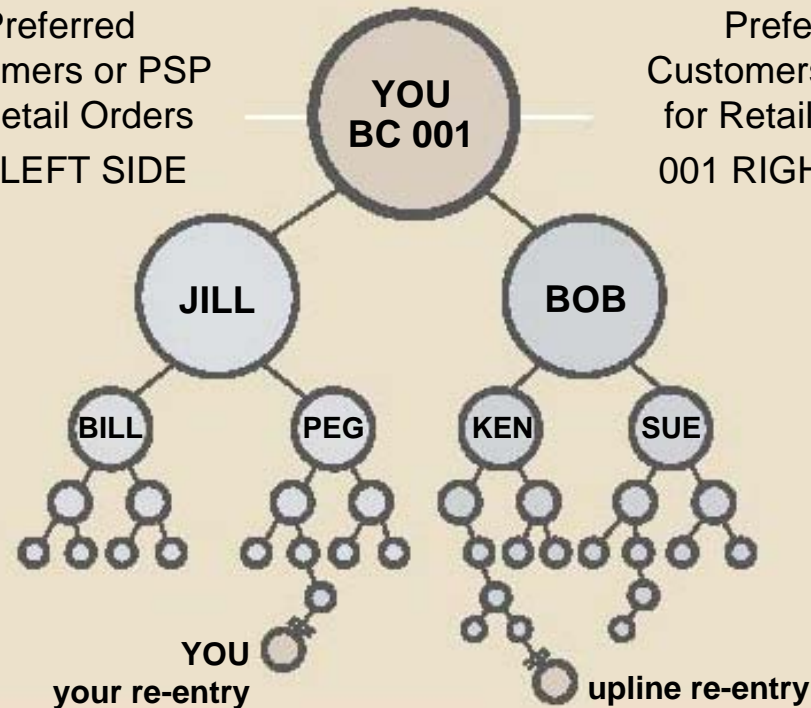
When you **succeed**, you
also help **others succeed**.



Preferred Customers and Re-entry

Preferred
Customers or PSP
for Retail Orders
001 LEFT SIDE

Preferred
Customers or PSP
for Retail Orders
001 RIGHT SIDE



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Weekly Earnings with a 3% Leadership Bonus Pool

Example Earnings at \$305.25 AU / \$351.50 NZ per Share

Rank	#B.C.s	Shares	Weekly Minimum					
			BONUS		COMMISSION		TOTAL	
			AU	NZ	AU	NZ	AU	NZ
GOLD DIRECTOR	1 (1)	1	\$305.25	\$351.50	\$1,650.00	\$1,900.00	\$1,955.25	\$2,251.50
RUBY DIRECTOR	2 (1+2)	3	\$915.75	\$1,054.50	\$3,300.00	\$3,800.00	\$4,215.75	\$4,854.50
EMERALD DIRECTOR	3 (1+2+3)	6	\$1,831.50	\$2,109.00	\$4,950.00	\$5,700.00	\$6,781.50	\$7,809.00
DIAMOND DIRECTOR	4 (1+2+3+4)	10	\$3,052.50	\$3,515.00	\$6,600.00	\$7,600.00	\$9,652.50	\$11,115.00
1-STAR DIAMOND	5 (1+2+3+4+5)	15	\$4,578.75	\$5,272.50	\$8,250.00	\$9,500.00	\$12,828.75	\$14,772.50
2-STAR DIAMOND	6 (1+2+3+4+5+6)	21	\$6,410.25	\$7,381.50	\$9,900.00	\$11,400.00	\$16,310.25	\$18,781.50
3-STAR DIAMOND	7 (1+2+3+4+5+6+7)	28	\$8,547.00	\$9,842.00	\$11,550.00	\$13,300.00	\$20,097.00	\$23,142.00
4-STAR DIAMOND	8 (1+2+3+4+5+6+7+8)	36	\$10,989.00	\$12,654.00	\$13,200.00	\$15,200.00	\$24,189.00	\$27,854.00

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Income examples in this publication depict the earnings for those particular individuals. Incomes will vary, and success for any Associate is neither guaranteed nor implied. Earnings shown are based on the U.S. hypothesized earnings of \$185 USD per share and converted at the commission payout rate of 1.65 for AU and 1.90 for NZ.



USANA Associates Generate Income



Keeping your business active:

- ▶ **1 Business Centre**
= 100 Personal Sales Volume Points every four weeks*
- ▶ **Multiple Business Centres**
= 200 Personal Sales Volume every four weeks*

Place your business on Autoship:

- ▶ **Additional 10%** off order value prices for all your orders
- ▶ Product orders shipped automatically to you and your customers every **four weeks**

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

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Four Simple Steps

1 Business Development System / E-BDS

2 Activate

3 Who Do You Know?

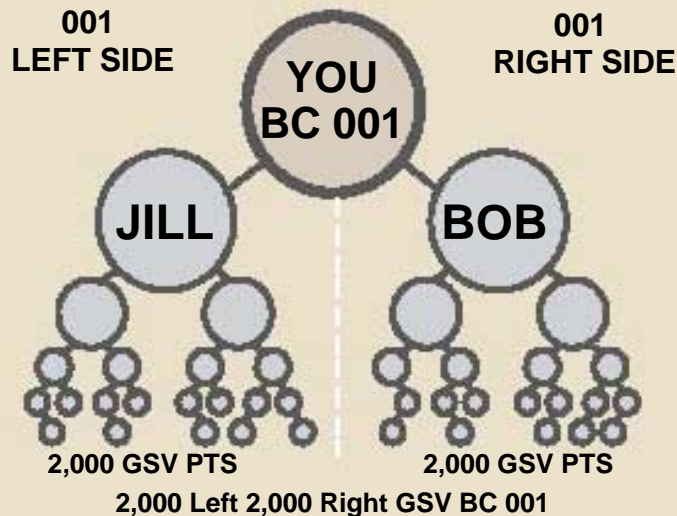
4 Be Teachable

1 Business Centre

Earning Potential \$101,673 AU / \$117,078 NZ* per annum
Direct Income from Group Sales Volume (GSV)

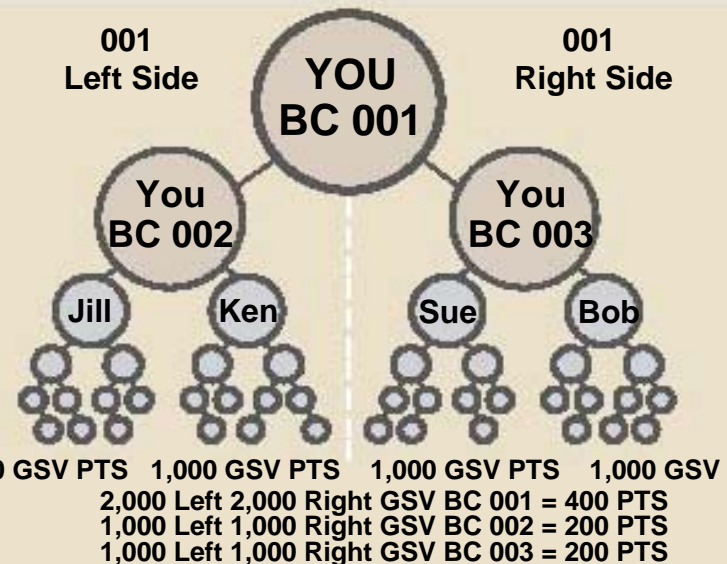
3 Business Centres

Earning Potential \$352,638 AU / \$406,068 NZ* per annum
Leveraged Income from Group Sales Volume (GSV)



4,000 GSV Earns **400 PTS**

VS



4,000 GSV Earns **800 PTS**

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*Not including re-entries however includes leadership bonus. The average income for North American Associates was \$658.56 US in 2006, the average income for commission qualified North American Associates was \$1578.59 US in 2006. 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.

Training and Support

In Business For Yourself, Not By Yourself

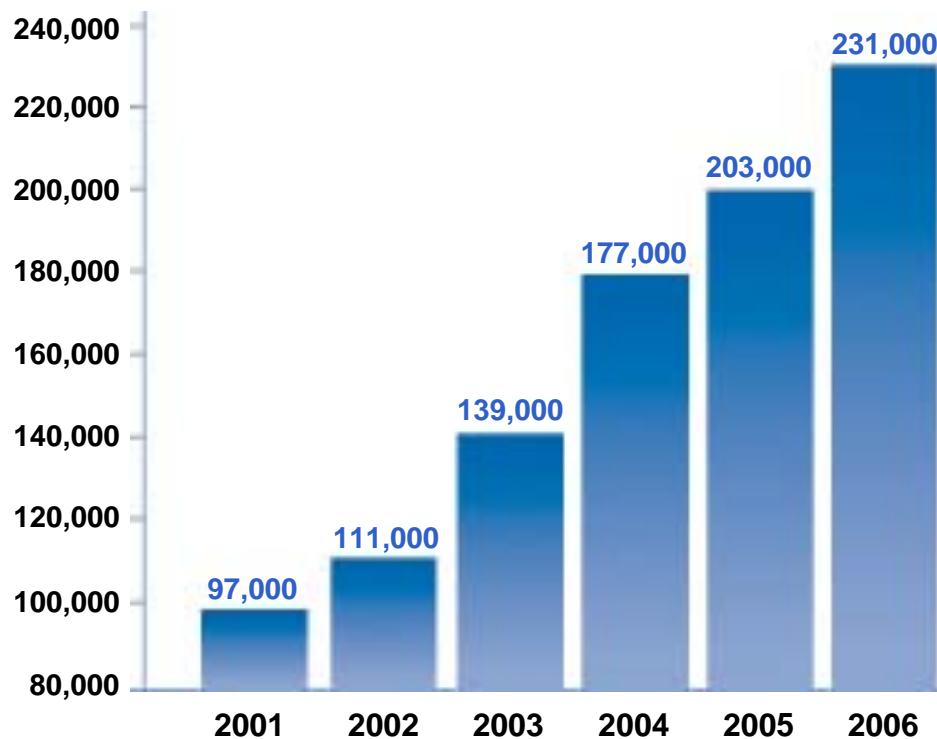
- ▶ USANA Web site – www.usana.com
- ▶ Online business tools
- ▶ Professional publications
- ▶ Effective business-building tools
- ▶ Exciting atmosphere with incentives, contests & travel opportunities
- ▶ Personal Web site
- ▶ Business Development System / e-BDS
- ▶ Professional training
- ▶ Spectacular training events
- ▶ Regional and International conventions



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Timing Couldn't Be Better

Total Active Customers



USANA – Industry Leader

#1 Nutritional Supplement in Australia and New Zealand
Comparative Guide to Nutritional Supplements, 2005

#12 on “List of 200 Best Small Companies”
Forbes, October 2006

Best Company in Network Marketing
MLM Insider, 1997–2006

Best Dietary Supplement
Best of State Awards (Utah, US), 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 worldwide have become members
of the prestigious Million Dollar Club
Million Dollar Club, 2006

USANA featured in Success From Home magazine
November, 2006

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Financial Freedom with USANA



Fiona Jamieson-Folland & Chris Folland
Auckland

Fiona was a former doctor of osteopathy, and Chris is a qualified lawyer, business consultant and property investor.



Virend Singh
New South Wales

Business analyst.



Mary, Bob, Amy & Xian
New South Wales

Former network marketer and furniture removal business owner has made this business a family affair with her son and daughter in-law.

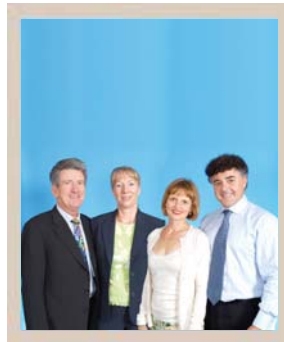
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Financial Freedom with USANA



**Kevin & Gaewyn
Goodwin**
Auckland

Gaewyn is a former real estate agent.



Futurenet Group
Queensland

Roger Piasecki is a leading Naturopathic Physician.
Eric Davis is a Dental Surgeon and the principal of a large holistic Dental Practice and Nutritional Diagnostic Centre.



**Xin Sheng Chen &
Zhi-Xian Jin**
New South Wales

Former taxi driver and chef.

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Financial Freedom with USANA



Fiona & Jerry Clayton
Auckland

Fiona is an author, international speaker and accountant. Jerry is a publisher.



Frank Feng & Bin Yang
New South Wales

Bin Yang is a former clinic owner.



Chris & Helen Bolton-Jamieson
Auckland

Former science teacher and former owner of corporate wellness business.

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Dreams are Becoming Reality



Where Do You See Yourself?

- 1. Ready to get started!**
- 2. Interested, but need more information.**
- 3. I'd love to try the products.**



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