

OPEN BUSINESS FOR UNDERSTANDING YOUR USANA BUSINESS

The USANA business opportunity operates under a simple premise: when you successfully share USANA's products and the USANA business with others, you get paid for your efforts.

HOW IT WORKS

STEP 1: OPEN YOUR BUSINESS CENTER(S)

When you join USANA, you'll open one **Business Center** or three Business Centers, based on whether you'd like to start a small business or a large business. You'll earn commissions on your product sales through your Business Center(s).

STEP 2: SHARE USANA

Your USANA business is based on a binary compensation plan, which means you'll begin building your business with a left and a right side. You'll earn weekly commissions based on the total number of **points** you and your team collect on each side of your business—this is called **Group Sales Volume**, and it includes sales from both Associates and **Preferred Customers** on your team.

The amount you earn from your USANA business will be in direct proportion to your ability to share USANA's wellness products with other like-minded people, as well as your ability to build a team of Associates who, like you, share USANA's products with others and build strong teams of their own.

STEP 3: MAKE THE MOST OF IT

Leverage the income you make through your USANA business in a number of ways.

DOUBLE YOUR COMMISSIONS BY OPENING THREE BUSINESS CENTERS



As you build Business Centers two and three, you are simultaneously building Business Center one without additional effort because the Group Sales Volume in your second and third Business Centers rolls up to your first Business Center.

ROLLOVER



You are paid out each week on the Group Sales Volume that is the same, or matched, on both your left and right sides. But what about the rest? It becomes rollover for your next check (starting at 125).^{*} Continue to build both sides of your business evenly to take full advantage of the work of you and your team members.

ADDITIONAL BUSINESS CENTERS (FIGURE A)



As you continue to grow your USANA business, you can qualify for Additional Business Centers, which allow you to increase your income potential. Whenever you **maximize a Business Center**, you earn an Additional Business Center. There are no limits to the number of Additional Business Centers you can earn, which means there are no limits to how big your business can grow.

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

BUSINESS CENTER:

Your storefront. Think of opening a Business Center like opening a physical location for your business. The more Business Centers you have, the more money you can potentially make.



POINTS:

Each USANA product has a point value. This is different from the dollar amount. Points contribute to your overall volume, which determines your commission.



=POINTS

GROUP SALES VOLUME:

The cumulative volume of sales (in points) you and your team earn. This is tallied every week, and there is no limit to the number of people in your organization from whom you can earn Group Sales Volume. There are also no monthly Group Sales Volume requirements.



PREFERRED CUSTOMER (PC):

A USANA customer who receives **Preferred Pricing** on USANA's products, but is not eligible to receive commissions when they share USANA with others. Orders by Preferred Customers in your team add to your total Group Volume each week.



HOW DO I GET PAID?



You will earn commissions 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 the Group Sales Volume on 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.



MAXIMIZE A BUSINESS CENTER:

Accumulate 5,000 points in Group Sales Volume, current and rollover, in both of your Business Center's sides in a single week.



