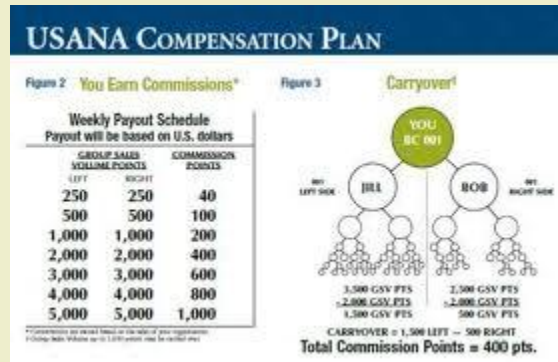


USANA Compensation Plan Quiz



Do you understand, and can you completely explain, the USANA Compensation Plan?

With all due respect, I can tell you, based on over 18 years of experience as a full-time USANA Associate, that the answer, whether you want to admit it or not, is more than 80% likely to be **“No.”**

In fact, that percentage increases significantly among those who are at the level of Director or below.

These observations are not intended to be insulting or belittling. They are only a statement of fact.

Those people who understand the USANA Compensation Plan, and can explain it to others, are the Associates you see advancing to Gold, Ruby, Emerald, Diamond and beyond on the USANA weekly recognition reports. They understand the simplicity and power of the USANA Compensation Plan, they make sure that everyone on their team understands it, and, most importantly, they make sure that the Compensation Plan education process is duplicated throughout their USANA team.

Don't get me wrong. I understand and agree that the USANA products are second to none, offer an outstanding value to the consumer, whether or not they choose to participate in the business, and are the primary reason why the USANA business model works so well.

The “problem”, however, seems to be that most people seem to feel the power of the USANA products well before they feel (understand) the power of the USANA Compensation Plan.

How do we solve that problem?

It's simple. We provide our team members a simple, proven, effective tool that anyone can access anywhere at any time, and can share with anyone they want to whenever they want to.

“Simplicity and duplication will take your USANA business to heights that you never dreamed possible.”

Here's The Tool

To help Associates get a better understanding of exactly how their USANA organization can grow in various different scenarios, we have put together the following “Compensation Plan Quiz”.

Following are six different scenarios, A., B., C., D., E. and F., each with slightly different assumptions on the sponsoring activity level of the Associate and their team members, but the answers differ significantly.

These are not “trick questions”. They are straightforward examples, and each one can be easily solved with a pencil, paper and grade-school arithmetic.

Good luck!

Scenario A: You personally sponsor 2 new Associates in January, and no more after that. Each new Associate in your team personally sponsors 1 New Associate the month after they sign up, and no more after that. How many Associates (excluding you) will be in your organization on December 31?

Scenario B: You personally sponsor 2 new Associates in January, and no more after that. Each new Associate in your team personally sponsors 2 New Associates the month after they sign up, and no more after that. How many Associates (excluding you) will be in your organization on December 31?

Scenario C: You personally sponsor 1 new Associate per month, beginning in January. Each new Associate in your team personally sponsors 1 New Associate per month, beginning the month after they sign up. How many Associates (excluding you) will be in your organization on December 31?

Scenario D: You personally sponsor 2 new Associates per month, beginning in January. Each new Associate in your team personally sponsors 1 New Associate per month, beginning the month after they sign up. How many Associates (excluding you) will be in your organization on December 31?

Scenario E: You personally sponsor 2 new Associates per month, beginning in January. Each new Associate in your team personally sponsors 2 New Associate per month, beginning the month after they sign up. How many Associates (excluding you) will be in your organization on December 31?

Scenario F: You personally sponsor 4 new Associates in January, and 2 new Associates per month each and every month after that (February through December). Each new Associate in your team personally sponsors 1 New Associate per month, beginning the month after they sign up. How many Associates (excluding you) will be in your organization on December 31?

The answers, if you choose to share them, can be found at:

<http://www.petezdanis.com/doc/CompPlanQuizAnswers.pdf>

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*Income Disclaimer – US Dollars - USANA has paid out over **\$2.0 Billion** in commissions to its Associates. **\$76,000** is the average yearly income for an established, full-time USANA Associate. **\$25,000** is the annual average of those who earned as little as one commission check each month. Total earnings include commissions, Leadership Bonus, Matching Bonus, contests, and incentive compensation. To date, USANA has had more than **200** global Associates become lifetime Million Dollar Club members.