



"USANA provides a time-tested business opportunity, featuring the highest rated nutritional supplements in the world, with which average people can achieve personal freedom and financial independence by following simple, proven steps. We are in our 18th year of helping others build successful USANA businesses."

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Hello and Thank you for your inquiry about **USANA** and our team.

If your personal goals include financial freedom and the time to enjoy it, while helping others do the same, then you are taking a significant step in the right direction by taking a close look at **USANA**.

First, a little bit about me:

I went to work for Mobil Oil (now Exxon/Mobil) immediately upon my graduation from Michigan State University. Life was good. The promotions came early and often. I relocated around the United States 17 times from the East Coast to the West Coast, and stops in between. Each new assignment brought a fancier title, a larger salary, and everything that came with them.

All of my job performance evaluations were excellent for more than 25 years – right up to the day that I was “downsized” and told that I no longer had a job. The good news was that I was given 10 minutes to clear out my office of all of my personal effects!

Fortunately, I had started my own home-based business with **USANA** several months before my corporate career came to an end. When I lost my job, my **USANA** earnings almost equaled my Exxon/Mobil salary, and they haven’t stopped growing yet.

A Basic Life Truth is that getting what you want in life is less about what you know, and more about who you know. The good news is that once you get to know me, I can show you what you need to know in order to find the other people you need to know to get what you want in life.

For example, we invite you to take a look at some of the hundreds of [Testimonials](#) we have received from our **USANA** team members and customers.

If you want to take control of your future, you owe it to yourself, and those you care about, to learn everything you can about **USANA** – as soon as possible.

We are ready, willing and able to guide you on your road to success with **USANA**, and it would be our privilege to be able to work with you and provide you with a step-by-step plan on how you can achieve whatever level of success you choose.

It is important for you to know that the vast majority of **USANA** Associates started their businesses on a part-time basis, and that the **AVERAGE** full-time North American **USANA** Associate earned **\$91,000USD*** in 2010.

Following are some links that we think you will find to be of interest:

- ➔ [20 Questions](#) – Answers to the most-often asked questions about network marketing.
- ➔ [USANA Fact Sheet](#) – Answers the question: What, exactly, IS **USANA**?
- ➔ [Why USANA?](#) – Learn what separates **USANA** from the so-called competition.
- ➔ [USANA Compensation Plan](#) – Learn how you make money in a **USANA** business.
- ➔ [USANA Health Assessment](#) – Learn which **USANA** products are best for you.
- ➔ [USANA Blog](#) – Look at the company from the inside out by hearing from **USANA's** Management Team.
- ➔ [USANA Accolades](#) – See some of the many third-party endorsements **USANA** has recently received.
- ➔ [USANA Timeline](#) – A brief summary of **USANA's** ground-breaking achievements over the years.
- ➔ [Testimonials](#) – As a member of our **USANA** team, you will receive outstanding support and benefit from our experience.

The key to your success in your **USANA** business is going to be your knowing what to do, and how to do it. We've taken care of that for you by developing a comprehensive **USANA** support package which is available for free to everyone in our organization. It will also be available for free to everyone on YOUR **USANA** team, so your job will be much easier and your **USANA** business will grow much faster with our support and guidance.

We look forward to hearing from you soon, and hope that we can look forward to working with you in **USANA** for many years to come.

Best regards,

Pete & Dora

[How To Get Started In Your USANA Business](#)

Starting your USANA business is quick and easy to do. If you will be using a major credit card, you can **enroll online at our web site** – <http://petezdanis.usana.com/> Just click on “Enroll Online” which appears just above our picture on the left side of the web page.

USANA BDS - The USANA Business Development System (BDS), which includes comprehensive training materials and information about the USANA products, is a requirement for all new Associates. The cost is \$29.95US for the BDS.

AUTOSHIP - While not required, it is **highly recommended** that you enroll in the USANA Autoship program when you enroll as an Associate. This will help insure that you will always have the USANA products you need for your business and personal use, and will also help insure that your Business Center(s) remain qualified to earn commissions on your Group Sales Volume. Your USANA Sponsor can help you decide what USANA products you should include in your Autoship order. Also, **being on Autoship allows you to receive an additional 10% discount from Wholesale Price on ALL of your USANA purchases, including your enrollment purchases.**

Distributor or Non-Distributor Associate – During the enrollment process, you will be asked if you want to enroll as a Distributor or Non-Distributor Associate. Select “Non-Distributor Associate”. This is a minor detail, and I will explain the difference in the two classifications when we talk next.

BUSINESS CENTERS - Activating your USANA Business Centers through the purchase of USANA products is how you “open for business” and qualify to earn commissions on your Group Sales (downline) Volume. **You can activate one Business Center with the purchase of 200 SVP (Sales Volume Points) of USANA products, or you can activate three Business Centers with the purchase of 400 SVP of USANA products.** Whether you activate one or three Business Centers when you enroll is your choice, however, if your objective is to build your USANA business as quickly as possible and maximize your commission income, then you clearly should start with three Business Centers. I can provide you with more detail on the advantages of having three Business Centers. NOTE: If you do not activate three Business Centers when you enroll as an Associate, you have only until the sixth Friday after you enroll to activate three Business Centers.

While you can purchase any of the USANA products to activate your Business Centers, USANA has assembled some convenient enrollment packages which offer excellent value:

FAST START - THREE BUSINESS CENTERS

Professional Pack – Autoship Price: \$1,250.00

Item #404

3 Business Centers

Save over \$300

Earn your first \$100 commission check

Item #404

Entrepreneur Pack – Autoship Price: \$599.95

Item #401

3 Business Centers

Save nearly \$600

Item #401

Convenience Pack – Autoship Price: \$500.00

Item #405

3 Business Centers

Save \$35

Item #405

SLOW START - ONE BUSINESS CENTER

Basic Business Pack – Autoship Price: \$299.95

Item #420

1 Business Center

Save nearly \$100

Item #420

Please refer to the current USANA Product Price List (Click Here: [US Product Price List](#)) for details on the individual product prices. .

***Income Disclaimer – US Dollars**

\$91,000 is the average yearly income for an established, full-time USANA Associate. **\$24,000** is the annual average of those who earned as little as one commission check each month. Total includes all earnings from the Compensation Plan, Leadership Bonus, Matching Bonus, contests, and incentives. Calculations based on earnings for fiscal year 2010. Figures should not be considered as guarantees or projections of actual earnings, which result only from consistent, successful sales efforts. To date, **USANA has more than 170 Associates who are lifetime Million Dollar Club members.**

Questions? – Contact Pete Zdanis - Home Office – 610.458.7256; Mobile: 610.316.8637; E-Mail: petezdanis@gmail.com