

# Another Record Quarter, Another Record Year

---

We've done it again.



It's official—2012 marked our 10th consecutive year of record sales!

[LEARN MORE](#)

Our recently released earnings report shows that not only was fourth quarter 2012 another record quarter, but 2012 was another record year. This is impressive. It also isn't surprising, given our track record. USANA has now experienced 10 consecutive years of record sales.

The world has seen a lot of change in the last 10 years. Bursting bubbles. Global recession. Fluctuating currencies. But one constant at USANA is we keep getting better with age.

## Financial Performance

Net sales for 2012 were \$648.7 million—an increase of 11.5% over the previous year. In addition, net earnings increased 30.9% over 2011, for a total of \$66.4 million. What does this mean? Basically, we just keep getting better at doing what we do best.

Wondering how we did it?

Just ask our CEO, Dave Wentz:

*“We believe that our strong operating results are due to the successful execution of our 2012 strategies. These strategies included our worldwide personalization initiative; our effort in North America to regain growth by strengthening our Associate sales force; and our expansion in Greater China through the consistent training of our Associates in China on the company's product and the implementation of a compensation plan that is specific to that market.”*

Want to know more? [Read the full-length earnings release.](#)

**Pete Zdanis – USANA Independent Associate - Chester Springs, PA, USA**

[www.YourTrueHealthAssessment.com](http://www.YourTrueHealthAssessment.com) - [www.WhyYouNeedToKnowMe.com](http://www.WhyYouNeedToKnowMe.com)

[www.TheUltimateBusinessMachine.com](http://www.TheUltimateBusinessMachine.com) - [www.Our-Solution-For-You.com](http://www.Our-Solution-For-You.com)

**Mobile Voice/Text: 610.316.8637**



your health. your life. your way.™

