



## November 2015 – Leader Information

Happy November Leaders! Here are some announcements for November so you can plan and promote with your teams.

### Events:

1. **90 Day to Achiever / Going for Gold Training Events** – This October and November we will be hosting 90 Day to Achiever & Going for Gold training events. These events are being held in locations that have the highest amount of Achievers and above. But we placed them in central locations around the US market so that any of your team can make it to one of these great trainings! This event will be full of workshops, recognition and specific business strategy for your associates rank. The workshops they attend will be based off of the attendees rank. There will be two different sessions:

**90 Day to Achiever** – This training will be focused on basic skills needed for the new Associate through Believer. We will workshop Inviting, Presenting, Follow up and Close.

**Going for Gold** – Is a more advanced training designed for the Achiever and above looking to go for Gold. The workshops will include: Identifying and Duplicating Leaders, Growing your Numbers, Time Management, and Round table strategy sessions. *An Associate must be an Achiever or above to attend the Going for Gold training. Gold Directors and above are welcome to attend this session.*

All information on the tour is up on the HUB! [Click here](#) for flyers, agendas, and to register at one near you!

#### **Tacoma, WA – November 7, 2015**

Dr. Karen Wolfe, Diamond Director  
Bob Shehan, Executive Gold Director  
Peter & Bibiana Pau, Executive 4-Star Diamond Directors  
Tom & Lorie Mulhern, Executive 1-Star Diamond Directors  
Nathan Schooley, Manager, US Field Development

#### **Boston, MA – November 8, 2015**

Monica Penrod, Executive 5-Star Diamond Director  
Matt Chionis, Executive 2-Star Diamond Director  
Jennifer Wright, Director, US Field Development

#### **San Francisco, CA – November 8, 2015**

Brian Douglas, Executive Diamond Director  
Sufi Chang, Executive Emerald Director  
Martha Leverett, Director, US Field Director Latin Market  
Brion Armstrong, Manager, US Field Development

#### **Atlanta, GA – November 14, 2015**

Tom & Lorie Mulhern, Executive 1-Star Diamond Directors  
Tony & Tammy Daum, 2-Star Diamond Directors  
Jennifer Wright, Director, US Field Development

#### **Long Beach, CA – November 14, 2015**

Daniel Hunter, Executive 2-Star Diamond Director  
Andrea Equihua, Executive Diamond Director

Jeremy Stansfield, Executive 9-Star Diamond Director  
Dr Karen Wolfe, Diamond Director  
Abby & Arabelle Ramboyong, Ruby Director  
Andre Gordon, Ruby Director  
Lori Truman, Vice President of US Field Development  
Martha Leverett, Director, US Field Development Latin Market

**Chicago, IL – November 21, 2015**

Daniel Hunter, Executive 2-Star Diamond Director  
Lorie Mulhern, Executive 1-Star Diamond Director  
Jordan Kemper, Executive 3-Star Diamond Director  
Dean Chionis, Executive 2 Star Diamond Director  
Matt Chionis, Executive 2 Star Diamond Director  
Ali Ray, Gold Director  
Lori Truman, Vice President of US Field Development

2. **New Year New You** – We are ready to kick off the New Year with our New Year, New You 2016 tour! In partnership with local leaders, USANA will be hitting the road with Scientists, Doctors, and USANA Field Leaders to provide training at these guest-focused events. Each location will be hosting a Healthy Mixer to promote the Reset Challenge as part of the overall New Year, New You presentation. Once again, the New Year, New You Tour will be conducting language specific locations to support our Latino and Chinese communities. The tour runs from January 4 – 24, 2016, all locations and dates will be posted on the HUB by mid-November.
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3. **RESET Challenge** – Be on the lookout, in the middle of December we will begin preparations for our RESET Challenge for 2016. Exact dates and more details will be available in December, and as mid-December begins the preparations, the RESET Challenge itself will begin mid-January.
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4. **2016 SWEET Retreat #Sweet16** – To our SWEET Sisters, and all of our first time attendees, we are so excited for our 5<sup>th</sup> Annual SWEET Retreat! Another opportunity to network with likeminded women, receive specified training, pamper yourselves with a spa party, recognize your peers, and dance 'till you drop! It's one of the most exclusive, amazing events USANA puts on. Be sure to spread the word to your female teammates and friends! Be sure to get a room in the room block ([bit.ly/USANASweet2015](http://bit.ly/USANASweet2015)). **Space is limited, so get registered quickly! [Click here to register!](#)**

DATE: January 14 – 16, 2016

Location: Hyatt Regency Phoenix  
122 N. 2<sup>nd</sup> Street  
Phoenix, AZ 85004

Grace Keohohou will also be doing an all day training the Sunday after SWEET Retreat, sponsored by the DSWA – this is another event not to miss, so be sure to plan accordingly so you can attend! **Register [here](#) for this event!**

5. **2016 US High Performance Summit, National Celebration, Awards Gala, and new Future Leaders Program** –

We will be hosting our US National Celebration again next year in Las Vegas! This is an event you won't want to miss. The High Performance Summit (exclusively for Gold Directors and above) will be on Thursday and the US National Celebration will be a 2-day event, Friday and Saturday, with the Gala being

held Friday night. The US Awards Gala will recognize our top US leaders in the following categories:

- ? Top Growers
- ? Top Income Earners
- ? Top Associate Enrollers
- ? Top PC Enrollers
- ? Rising Stars
- ? Top Income Earners per Rank

The awards period for Gala recognition will go from **January 3, 2015 to December 25, 2015**. Keep your eye on our USANA United States Facebook page for updated results at the beginning of each month!

Date: April 13 – 16, 2016  
Location: Green Valley Ranch  
2300 Paseo Verde Pkwy  
Henderson, NV 89052

### [REGISTER HERE!!](#)

**Future Leaders** – We launched an incentive to your teams on October 3! How do the Silver Directors and below achieve this? By growing their business between October 3, 2015, and February 27, 2016. Any Associate who is a Silver Director or below at the start of the incentive will need to do these three things to win:

1. Average a minimum of 300 CVP weekly over the promotion period
2. Increase your cumulative CVP by a minimum of 30 percent over the incentive period
3. Have at least five new, personally sponsored teammates generate a minimum of 200 Sales Volume Points (SVP) and open at least 1 Business Center

If they're able to do this, they will win an exclusive Future Leaders all day training and reception on April 14<sup>th</sup> where they will learn from our top leaders. They will also receive registration for the U.S. National Celebration, onstage recognition, a one-night stay at the hotel for the U.S. National Celebration.

Let your teams know about this amazing promotion where anyone can be a winner!

6. **2016 International Convention** – Have you pre-registered for 2016 International Convention? Remember Dr. Wentz's final words at Convention this year? It's going to be an amazing event! Get your teams there by getting them to [here now!](#)

### **Current Promotions & Incentives:**

1. **Success on the Beach** – Make sure you and your teams are working towards this incredible trip to Costa Rica. Mark your calendars right now for November 16 – 20, 2016. Qualification period is July 4, 2015 – July 1, 2016, so there is plenty of time to qualify. Grow your business and let USANA pay for a vacation to paradise! Details in the link below:

<https://www.usana.com/hub/#/content/SuccessontheBeach2016>

- [Access various tools to help you and your teams earn this trip:](#)

[Email \(Golds and above outlining your current status and growth needed to earn the trip\)](#)

[Growth Tracker](#)

[Success on the Beach Landing page](#)

[Success on the Beach Flyer\(check on this for date\)](#)

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2. **Leadership Summit** – Your Director or above must average 7,800 Commission Volume Points (CVP) total for a 13 week period. This is an average of 600 CVP weekly (no more than 800 CVP will be counted for each week). We learn & grow, network, and have so much fun at these Summits – take a look at the [photos of our Leadership Summit in October!](#)

- Your team will experience the exclusive behind the scenes Home Office tour where they can see up close and personal how our products are made from beginning to getting shipped out to their front door! They will get one on one time with USANA management and spend an entire day focused on coaching and leadership skills from Grace or Nicki Keohohou (co-founders of DSWA [Direct Sales World Alliance]). Here are the upcoming dates qualification periods:

March 31 – April 03, 2016 – Canyons Resort  
Qualification Period: Oct. 3, 2015 – January 15, 2016

June 2 – 5, 2016 – Canyons Resort  
Qualification Period: January 16, 2016 – April 29, 2016

November 3 – 6, 2016 – Canyons Resort  
Qualification Period: April 30, 2016 – August 12, 2016

<https://www.usana.com/hub/#/content/LeadershipSummit>

3. **WTA** – We will be holding a promotion in conjunction with the RESET Challenge for the opportunity to be in a suite at one of two WTA events in Miami and Indian Wells. Specific dates for the suites and details of the contest will be announced at the end of the month. The contest will run December 1 – Jan 31, 2016.
4. **Trusted Partner and Sponsor of the Dr. Oz Show** – Season 2 of our partnership with the Dr. Oz Show is well under way! This next show will be featuring Digestive Enzymes!

Stay tuned for more details. Season 1 shows are below.

[https://www.youtube.com/playlist?list=PLM8ZVFQ3\\_uk\\_KeuCf2Nx7IzeHIq8eAqYX](https://www.youtube.com/playlist?list=PLM8ZVFQ3_uk_KeuCf2Nx7IzeHIq8eAqYX)

- ***\*All details for events or promotions are located on the Contest and Events tab on the HUB and they are listed in the HUB Event Calendar.***

- **Conference Calls and Webinars:**

- We have a great line up of ongoing Conference Calls and Webinars for September:

1. **November US Associate Call**

Wednesday, November 4

8:00pm – 9:00pm MDT

<http://bit.ly/USANACostaRica11-4>

2. **Motivational Monday Webinar**

Mondays 8:30am – 9:00am MDT

<http://bit.ly/MorningMotivation2015>

[11/2](#)

[11/9](#)

[11/16](#)

[11/23](#)

[11/30](#)

3. **Health & Freedom Guest Webinars**

Wednesdays 7:00pm – 7:30pm MDT

<http://bit.ly/USANAHealthFreedom2015>

[11/4](#)

[11/11](#)

[11/18](#)

[11/25](#)

4. **Going for Gold Webinar**

December 14, 2015

7:00pm MDT

<http://bit.ly/USANAGoingGold2015>

***\*All details and registration for events are located on the Contest and Events tab on the HUB and they are listed in the HUB Event Calendar.***



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