
Vision Tour

Your Why. Your Plan. Your Year.



USANA HEALTH SCIENCE, INC

DR. WENTZ'S VISION

I dream of a world free from pain and suffering. I dream of a world free from disease. The USANA family will be the healthiest family on earth. Share my vision. Love life and live it to its fullest in happiness and health.

-Dr. Myron Wentz

Founder and Chairman, USANA Health Sciences



**EXPERIENCE
THE VISION**



Creating Your Vision



TAKE AWAYS

1. _____

2. _____

3. _____

Change is automatic.
Progress is deliberate.
Life is a journey, and
your vision statement
is your map.



**EXPERIENCE
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Make 2014 YOUR Year

Creating Your Vision Statement

Start with the best in yourself.

I am at my best when... _____

What do I really love doing in business?

I will enjoy my business because I will... _____

What do I really love doing in my personal life?

Because of this business I will be able to... _____

Vision Statement Resources

Remember a moment when you felt that you were at your best. How did you feel? It is important to recognize & name those feelings. What were you doing? How can you hold on to this memory and use it to launch to higher levels of success?

What intangibles about owning your business are attractive to you? How can you achieve these intangibles?

What are those things that you would love to be able to do more often or even try for the first time? What brings you authentic joy?

Creating Your Vision Statement

What are your natural talents and gifts?

I will find opportunities to... _____

If I had unlimited time, resources, and knew I couldn't fail, what would I choose to do?

I can accomplish anything I set out to do. I will... _____

Core Values

Name: _____

Attribute: _____

Name: _____

Attribute: _____

Name: _____

Attribute: _____

Vision Statement Resources

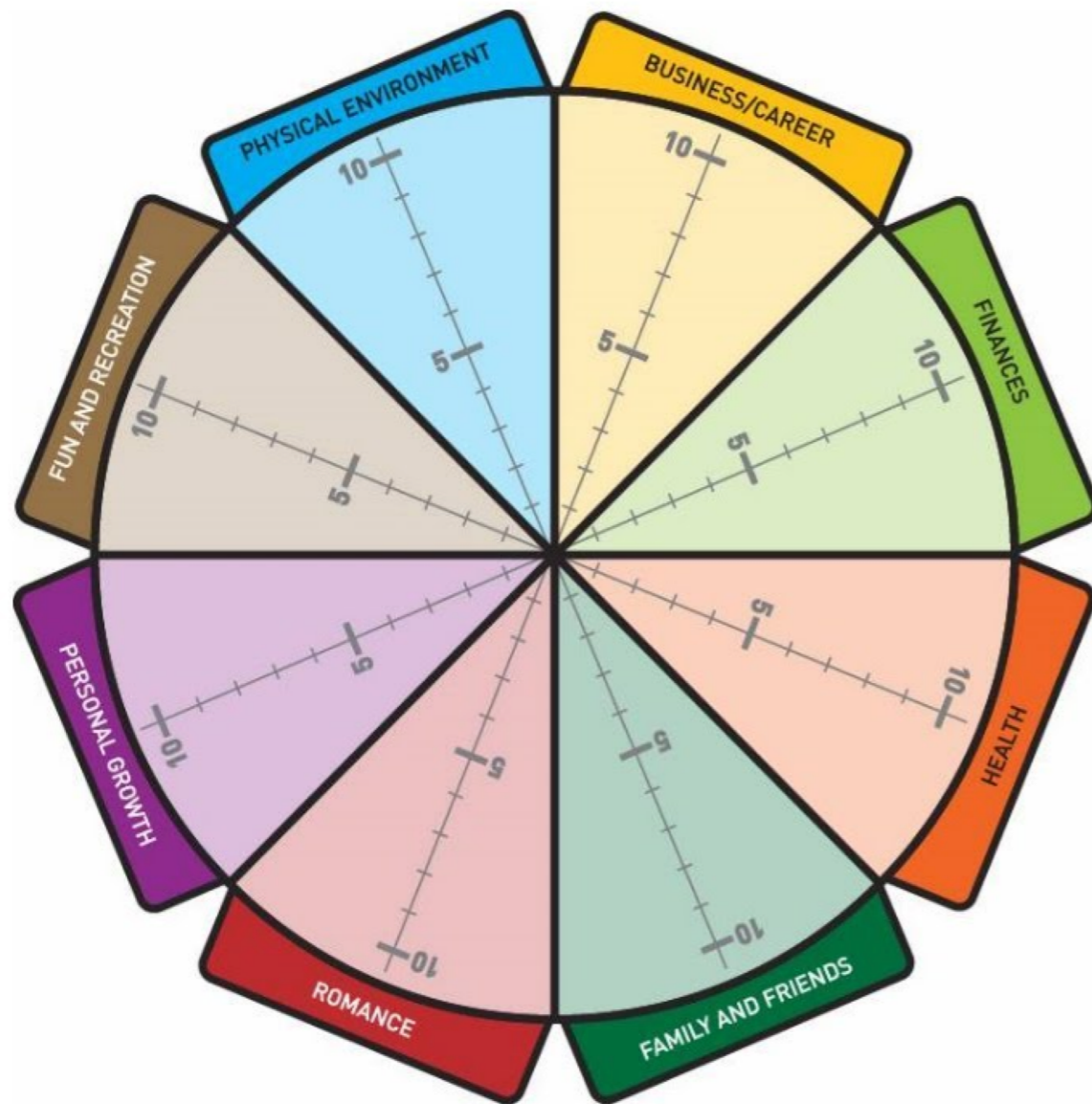
Each person has unique set of natural abilities and talents. Knowing what you can do and then how to employ those talents is fundamental to both the groundwork for your success & your personal vision. What have others said you are good at? What is easy for you? What do you enjoy? How are you unique in your story?



**EXPERIENCE
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Imagine that you could invite three people to dinner. These are the people who have influenced you the most. They can be people from the past or the present. Then write an attribute or quality that each person has that you admire about them.

Creating Your Vision Statement



1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Vision Statement Resources

This wheel is a way to look at how we spend our time. Through it, we can easily see how we currently need to distribute our time, focus, and set goals.

As you set a specific goal for yourself in each of these areas and act on it, you *renew* the area. By doing this you can create growth and change in your life. To quote Dr. Stephen Covey, “Without this renewal, the body becomes weak, the mind mechanical, the emotions raw, the spirit insensitive, and the person selfish[...By renewing these areas, y]ou increase your capacity to produce and handle the challenges around you.”

It is easy for us to focus a couple of areas of the circle at any given time, and that is good. Where we run into problems is when we either completely neglect one of these areas or spend too much time in it. Unattended = You get a flat tire. Over-attended = Bumpy wheel.

Our goal is to live a healthy balanced life. When you see areas of the wheel that could use your attention, spend some quality time setting goals on what it will take to get your wheel more round. As you do, you will find you are better at creating heath & wealth.

Creating Your Vision Statement

Continue with the person you will become.

I will be a person who... _____



What is your “Why”?

Vision Statement Resources

On your 90th birthday, your loved ones and dear friends all gather with you to celebrate. What will they say about you? What will they celebrate about you?




Remember that your “Why” differs from your Goal in that your “Why” is what generates the feelings, inspiration, encouragement and creates that all-out drive that pushes you towards your goal.

Increasing your income is a result. What is your purpose?

Belief

TAKE AWAYS



1. _____

2. _____

3. _____

Your beliefs become your thoughts,
Your thoughts become your words,
Your words become your actions,
Your actions become your habits,
Your habits become your values,
Your values become your destiny

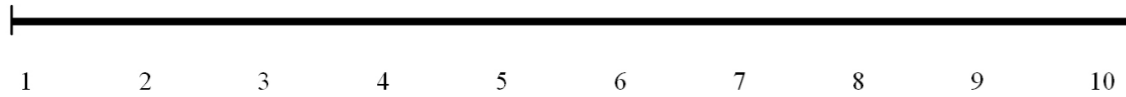
-Mahatma Gandhi



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Make 2014 YOUR Year

Rate your Belief in the Industry



Action Step to Increase Your Belief:

- 1. _____
- 2. _____
- 3. _____

Notes:

Belief Building Resources

Recommended Reading List

- 1. **Your First Year in Network Marketing**
by: Mark Yarnell & Rene Reid Yarnell
- 2. **The Business of the 21st Century**
by: Robert T Kiyosaki
- 3. **Building Your Network Marketing Business**
by: Jim Rohn
- 4. **Go Pro**
by: Eric Worre
- 5. **The Compound Effect**
by: Darren Hardy



Grow Your Numbers



TAKE AWAYS

1. _____

2. _____

3. _____

People often ask me if I know the secret of success and if I could tell others how to make their dreams come true. My answer is, you do it by working.

-Walt Disney



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Make 2014 YOUR Year

Know Your Numbers to Grow Your Numbers

Knowing where you want to go, but not knowing how to arrive at your destination might lead you to someplace else. It's like planning a vacation to another country, hopping on a plane and praying that it will get you to where you want to go.

Make a mistake and you could be enjoying the company of penguins rather than dolphins....

Having metrics in your business is essential to get where you want to go. These can help you know where you excel and where you have the opportunity to improve.

Your vision statement is your map, and your numbers show your progress and direction across your map.

Every single high earning leader has a system to look at their progress by their numbers. Here we will present you with a few ideas.

First things first, let's see where your business is today! Make sure to get a copy of the growth tracker & fill in your CVP!

Growth Resources

Handouts (click on titles for downloadable handout)

Download Your Growth Tracker

2013/2014 USANA Growth Chart					
WEEK	2012/2013	CVP	2013/2014	CVP	GROWTH
1	13-Jul		12-Jul		0
2	20-Jul		19-Jul		0
3	27-Jul		26-Jul		0
4	3-Aug		2-Aug		0
5	10-Aug		9-Aug		0
6	17-Aug		16-Aug		0
7	24-Aug		23-Aug		0
8	31-Aug		30-Aug		0
9	7-Sep		6-Sep		0
10	14-Sep		13-Sep		0
11	21-Sep		20-Sep		0
12	28-Sep		27-Sep		0
13	5-Oct		4-Oct		0
14	12-Oct		11-Oct		0
15	19-Oct		18-Oct		0
16	26-Oct		25-Oct		0
17	2-Nov		1-Nov		0
18	9-Nov		8-Nov		0
19	16-Nov		15-Nov		0
20	23-Nov		22-Nov		0
21	30-Nov		29-Nov		0
22	7-Dec		6-Dec		0
23	14-Dec		13-Dec		0
24	21-Dec		20-Dec		0
25	28-Dec		27-Dec		0
26	4-Jan		3-Jan		0
27	11-Jan		10-Jan		0
28	18-Jan		17-Jan		0
29	25-Jan		24-Jan		0
30	1-Feb		31-Jan		0
31	8-Feb		7-Feb		0
32	15-Feb		14-Feb		0
33	22-Feb		21-Feb		0
34	1-Mar		28-Feb		0
35	8-Mar		7-Mar		0
36	15-Mar		14-Mar		0
37	22-Mar		21-Mar		0
38	29-Mar		28-Mar		0
39	5-Apr		4-Apr		0
40	12-Apr		11-Apr		0
41	19-Apr		18-Apr		0
42	26-Apr		25-Apr		0
43	3-May		2-May		0
44	10-May		9-May		0
45	17-May		16-May		0
46	24-May		23-May		0
47	31-May		30-May		0
48	7-Jun		6-Jun		0
49	14-Jun		13-Jun		0
50	21-Jun		20-Jun		0
51	28-Jun		27-Jun		0
52	5-Jul		4-Jul		0
TOTAL		0		0	0
AVERAGE		#DIV/0!		#DIV/0!	

Weeks Left	52
Target CVP Gro	40000
Average CVP G	769
Average CVP C	#DIV/0!

Know Your Numbers to Grow Your Numbers

Now that you have the growth tracker, you can easily see what you are making on average. Here comes the exciting part! We can now start to see *how* to get you to where you want to be!

Let's answer a few questions to begin! Read through all of the questions first and then let's start putting pen to paper.

1. What is your monthly income goal?

\$ _____

2. How many business builders, on Auto Order, do you need to achieve your monthly income goal ?

3. How many business builders will you enroll this month?

(Estimates are 10-20% of those to whom you present the opportunity)

4. How many exposures do you need to enroll someone?

5. How much time do you need to present?

6. How much time are you going to dedicate to building weekly?

Growth Resources

Thought Process Behind the Questions

These questions are fantastic tools to help you understand what to expect.

Let's say that it takes you roughly 1 hour to present the opportunity for now (question #5), and 1 out of every 10 potential business partners enrolls (question #3).

That means that it will take roughly 10 hours to have an enrollment, under these circumstances (question # 6).

If you have 5 hours to work the business each week, then an enrollment could happen about every 2 weeks. If you have 10 hours a week, then you can increase that to one enrollment a week.

Now you have a pretty good estimate of the amount of time it will take to enroll a new team member.

This is in addition to the potential Preferred Customers that you can be enrolling on a weekly basis.

One major key to looking at your income goals is to base your earnings on the Auto Order program. This is your residual income, and the life of your business.

You will noticed that professional network marketers usually start at question #6 and work their way up to #1.

Know Your Numbers to Grow Your Numbers

Today's Date: _____

Business Building Time per Week: _____

New People Met each Week: _____

Invited to Presentation: _____

Presentations Given each Week: _____

Follow-Up Exposures per Person: _____

Enrollments per Week: _____

Auto Order Volume Each Cycle: 1. _____
2. _____
3. _____
4. _____

Duplication with your Team Members:

Name: _____
Name: _____
Name: _____
Name: _____

Know Your Numbers to Grow Your Numbers

Month 1 Date: _____

Business Building Time per Week: _____

New People Met each Week: _____

Invited to Presentation: _____

Presentations Given each Week: _____

Follow-Up Exposures per Person: _____

Enrollments per Week: _____

Auto Order Volume Each Cycle: 1. _____
2. _____
3. _____
4. _____

Duplication with your Team Members:

Name: _____
Name: _____
Name: _____
Name: _____

Know Your Numbers to Grow Your Numbers

Month 2 Date: _____

Business Building Time per Week: _____

New People Met each Week: _____

Invited to Presentation: _____

Presentations Given each Week: _____

Follow-Up Exposures per Person: _____

Enrollments per Week: _____

Auto Order Volume Each Cycle: 1. _____
2. _____
3. _____
4. _____

Duplication with your Team Members:

Name: _____
Name: _____
Name: _____
Name: _____

Know Your Numbers to Grow Your Numbers

Month 3 Date: _____

Business Building Time per Week: _____

New People Met each Week: _____

Invited to Presentation: _____

Presentations Given each Week: _____

Follow-Up Exposures per Person: _____

Enrollments per Week: _____

Auto Order Volume Each Cycle: 1. _____
2. _____
3. _____
4. _____

Duplication with your Team Members:

Name: _____
Name: _____
Name: _____
Name: _____

Average Earnings Chart



North American Average Total Earnings

The following chart demonstrates the wealth many Associates¹ are creating with the USANA opportunity:

Rank	% of Active	% of Everyone	Weekly Average	Annual Low	Annual High	Annual Average (Wkly Avg x 52)
FULL-TIME ASSOCIATES²						
Star Diamond Director	4%	< .1%	\$ 16,816	\$ 434,100	\$ 1,141,690	\$ 874,472
Diamond Director	4%	< .1%	\$ 5,750	\$ 202,469	\$ 445,864	\$ 299,031
Emerald Director	9%	0.1%	\$ 4,576	\$ 120,977	\$ 278,250	\$ 237,951
Ruby Director	16%	0.1%	\$ 2,592	\$ 35,050	\$ 219,394	\$ 134,822
Gold Director	67%	0.5%	\$ 1,270	\$ 13,110	\$ 181,253	\$ 66,052
PART-TIME ASSOCIATES						
Silver Director	2%	0.3%	\$ 896	\$ 17,890	\$ 108,630	\$ 46,546
Bronze Director	2%	0.3%	\$ 568	\$ 13,453	\$ 53,947	\$ 29,565
Director	4%	0.6%	\$ 420	\$ 6,344	\$ 34,830	\$ 21,850
Achiever	9%	1%	\$ 288	\$ 4,450	\$ 31,310	\$ 14,972
Builder	27%	4%	\$ 169	\$ 2,290	\$ 17,494	\$ 8,780
Believer	45%	6%	\$ 103	\$ 1,523	\$ 11,219	\$ 5,357
Sharer	11%	1%	\$ 60	\$ 757	\$ 14,300	\$ 3,100

¹Calculations based on earnings for fiscal year 2011. To be considered in a rank's earnings, Associates must have earned checks at a median rank for at least 20 weeks.
²Full-time Associate is defined as an Associate who became affiliated with USANA and earned the title of Gold Director prior to the report period.

The figures in this publication should not be considered as guarantees or projections of your actual earnings or profits. Success with USANA results only from successful sales efforts, which require hard work, diligence, and leadership. Your success will depend upon how effectively you demonstrate these qualities.

\$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. The number of full-time Associates who have maxed at least 1 Business Center during the year equals less than 1% of all Associates. Those Associates earning as little as one check a month and associated with USANA for more than six months equals 3% of all ordering Associates. If you include all 135,590 ordering Associates, which includes: Associates not actively building a business (acting as wholesale buyers), Associates who just joined (as little as one day), and those who are just beginning to build their customer base, the average yearly income is still \$616.72 with nearly one in three earning a check. To date, USANA has had more than 200 global Associates become lifetime Million Dollar Club members.



With more than 200 Million Dollar Club members, it's no wonder USANA Health Sciences has been voted the **#1 Distributor's Choice** "Best Company" for **15 consecutive years** in *NetWork Marketing Today* & *The MLM Insider* magazine.

[Click Here to Download a Copy](#)



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Approaching



TAKE AWAYS

1. _____

2. _____

3. _____

If you think it's hard to meet new people,
try picking up the wrong golf ball.

- Jack Lemmon



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Make 2014 YOUR Year

Approaching

Before we discuss these concepts, let's look at the idea of experience levels. There are four levels of experience when acquiring any new skill. These are natural and require no thought to understand.

1. Unconsciously Inexperienced
 - a. You really aren't aware of what you need to do to be effective, and in some cases that your are inexperienced.
2. Consciously Inexperienced
 - a. You know the basics about what you need to learn and have direction. You make commit to make improvements.
3. Consciously Experienced
 - a. You see what is working for you and are conscious of the steps you are taking to be successful.
4. Unconsciously Experienced
 - a. You no longer think about the steps you are taking to be successful, and the skill is fully incorporated into your ability sets and personality.

As we speak about these topics, let's see where we are in our current skill level and take steps until we become Unconsciously Experienced in all of them! It happens by build experience on experience on experience.

Approaching

Two keys to successfully approaching are the following:

1. Be Yourself. Be Genuine.
2. Connect to person with whom you are speaking

Be Yourself. Be Genuine

Each relationship you establish is based on trust and mutual enjoyment. When you put on a face that really isn't our own, people know and it makes both of you uncomfortable.

Newer business builders tend to do this because they aren't aware of how to be themselves and be effective at the same time. The great news is that it is just a step along the journey. Soon they can be themselves and enjoy better relationships with those around them.

Be you.

Your F.O.R.M. Approach

Connect to the person with whom you are speaking.

There are numerous methods to help you enjoy discussions with new people. We are going to present one method to get you started, but make sure to learn new ways to meet and speak with people. The more you do it the easier, and more enjoyable, it becomes.

F.O.R.M.

F _____

O _____

R _____

M _____

Approaching Resources

Conversations with others can be one of the most rewarding experiences. There are those moments when we don't really know what to say though. We have all been there. We get to the word "Hi" and all of a sudden our left brain realizes that our right brain is looking at the squirrel in the tree outside and we are stumped as to what to say next.

By using F.O.R.M. as a guideline you can say "Hi," and have something to follow it up with!

Remember the person who is asking the questions can guide the conversation to wherever they like. This simple skill can be invaluable as you meet new people. You will be able to have a conversation with most people, and also be able to discover their personality type pretty quick too!

Being able to speak to some on their level, to treat them as they would like to be treated is invaluable to the quality of the conversation and beyond!

Presenting



TAKE AWAYS

1. _____

2. _____

3. _____

Teaching is only demonstrating that it is possible. Learning is making it possible for yourself.

-Paulo Coelho



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Make 2014 YOUR Year

Closing

TAKE AWAYS



1. _____

2. _____

3. _____

Presenting without closing
is just a conversation



**EXPERIENCE
THE VISION**

Make 2014 YOUR Year

Plan of Action

TAKE AWAYS



1. _____

2. _____

3. _____

The future is created by what you do today...

-Robert Kiyosaki



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Make 2014 YOUR Year

Your 30 Day Plan.

Overall Vision

30 Day Goals

Week 1 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 2 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 3 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 4 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Your 30 Day Plan.

Accountability Partners

Individuals who will encourage you and support you in your efforts to achieve your vision and goals.

Act. Partner: _____

Act. Partner: _____

Duplication Team Member- Your Upcoming Leaders

Take these leaders though this workbook to mutually understand their vision, and goals. This will help you create a stronger team with a driven vision of what is going to happen through mutual efforts & success.

Team Member: _____

Team Member: _____

Team Member: _____

Team Member: _____

Your 60 Day Plan.

Overall Vision

60 Day Goals

Week 1 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 2 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 3 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 4 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Your 60 Day Plan.

Accountability Partners

Individuals who will encourage you and support you in your efforts to achieve your vision and goals.

Act. Partner: _____

Act. Partner: _____

Duplication Team Member- Your Upcoming Leaders

Take these leaders though this workbook to mutually understand their vision, and goals. This will help you create a stronger team with a driven vision of what is going to happen through mutual efforts & success.

Team Member: _____

Team Member: _____

Team Member: _____

Team Member: _____

Your 90 Day Plan.

Overall Vision

90 Day Goals

Week 1 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 2 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 3 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Week 4 _____

Action Step 1 _____

Action Step 2 _____

Action Step 3 _____

Your 90 Day Plan.

Accountability Partners

Individuals who will encourage you and support you in your efforts to achieve your vision and goals.

Act. Partner: _____

Act. Partner: _____

Duplication Team Member- Your Upcoming Leaders

Take these leaders though this workbook to mutually understand their vision, and goals. This will help you create a stronger team with a driven vision of what is going to happen through mutual efforts & success.

Team Member: _____

Team Member: _____

Team Member: _____

Team Member: _____