



Welcome to the USANA family! We're glad you're here.

We have everything you need to take the first step to a healthier, happier life. Award-winning products. Amazing compensation plan. Revolutionary tools. Outstanding customer service.

We do it all for you. Because everything we do helps you love life and live it.

Over the next two weeks, we'll send seven e-mails overflowing with information to jumpstart your USANA business. But you don't have to wait to get started. Here's what you can do today:

Save Your Associate ID Number

You need your ID number to order products, use our online services, enroll new team members, and more.

Your Associate ID Number: 0123456789

Discover USANA Online

We provide great digital tools. You have your own USANA website that is the customizable digital face of your business. And you can access [The Hub](#)—the center of your business—to explore our tutorials, motivation, tips, business and sales tools, shopping cart, and so much more.

Here's your login information:

Login: 0123456789

Password: Use the password you created when you signed up. Forgot your password? Don't worry. You can [reset it here](#).

Take the True Health Assessment

The True Health Assessment is a quick and easy way to analyze your biometrics, lifestyle, and health priorities. You'll receive a personalized health plan and product recommendations. If you've already taken it, good job. Now use it to share USANA with others.

Access it for free at www.truehealthassessment.com or download the iPad version at <https://truehealthassessment.com/app/webroot/ipad>.

Set Up Your Auto Order

If you don't have an Auto Order yet, you'll want one. Log on to [The Hub](#) and click on "Shop & Orders." You'll get the products you love each month and save an additional 10 percent!

Think About Your Future

We see you achieving your dreams and changing the lives of thousands along the way. But where do you see yourself going?

Write down four goals. Two small ones, like losing a few pounds or finally taking a vacation. And two big ones, like running a marathon or being debt-free.

Now let's start working together to achieve them.

Love life and live it,

USANA

Can't wait to get started? [Click to read all the welcome e-mails at once](#).



5 STEPS

TO SET UP YOUR BUSINESS

You've started on the path to a healthier, happier life. It's natural to want to sprint toward a better future. But you have to set yourself up for success first.

Start with these five steps for setting up your USANA business.



PREPARE YOUR WORKSPACE

It's your business, so your office can be wherever you want. Whether you work from a coffee shop, the beach, or a home office, there are a few things you'll need:

- Phone
- A way to connect to the Internet
- Personalized [business cards](#)



SET UP YOUR E-MAIL

You want to stay connected. E-mail is your best friend. We provide you with a USANA e-mail address, but you'll want to personalize it in the "My Account" section of your dashboard on The Hub.





CUSTOMIZE YOUR PERSONAL WEBSITE

Your website is the face of your business online. So you'll want to put your stamp on it with a unique URL, customizable content, and more. Personalize your site now by going to The Hub and finding "My Website" under the "My Business" menu.

While you're logged on, [check out the training, tools, and more in The Hub](#), which you can access 24/7.



MANAGE YOUR ACCOUNT



Need to change your password or your payment method? Go to "**My Account**"—found in the profile section of your dashboard in **The Hub**—to make those changes and much more.

GET IN CONTACT

This business is about making connections. Luckily, you've been doing that your whole life. Make a list of the people you've already connected with, and use the contact list in your Business Development System ([Getting Started Workbook](#)) to help you get started.



Once you've completed these five steps, contact your sponsor and tell them you're open for business.

Love life and live it,

USANA

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YOUR GUIDE

TO USANA'S QUALITY PRODUCTS

We do things a little bit different here.

Did we say different? We meant better.

Going above and beyond is just the beginning. Want to see how we go the extra mile to make the best products in the world for you and your family?

[Watch this video about our commitment to quality.](#)

SHARING IS CARING

When you find something this good, you want to share it with everyone you know. And we have four ideas to get you started:



PEOPLE LOVE SAMPLES

Especially something as great as our products.



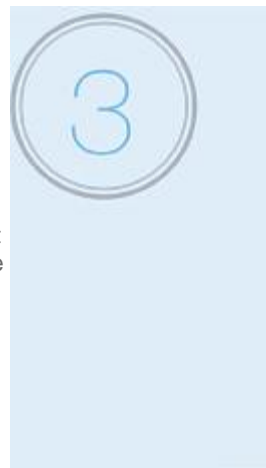
USE THE RIGHT TOOL FOR THE JOB

We have [flyers, videos, and more](#) about a variety of products that can enhance any conversation.



TRUE HEALTH ASSESSMENT IS YOUR BEST FRIEND

Use this to get people thinking about their health goals, because you have solutions for them.



FALL IN LOVE WITH THE PRODUCTS

Being able to talk about your positive experiences is the most powerful way to share USANA.

If you haven't already set up your Auto Order, now is a good time. Log on to [The Hub](#), click on "Shop & Orders," and create your Auto Order.

Saving 10 percent has never been so easy.

Love life and live it,

USANA

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5 BUSINESS

BASICS YOU NEED FOR SUCCESS

You have the drive to succeed. We have the five business basics you'll need to put that motivation to good use and get off to a strong start.



INVITE

Get the ball rolling. Read our tips on how to [nail the invitation](#) and get the conversation about USANA off to a strong start.



PRESENT

You did it. Your potential customers and teammates showed up. **Now what do you do?** Learn how to [give the best presentation](#), ever.



FOLLOW UP

Successful Associates will tell you—the fortune is in the follow-up. Read about how you can [master this important skill](#).



CLOSE

You've made it. Almost. Enrolling a new customer or teammate is the last step. Here's how to [close the deal](#).

DEVELOP A STRONG WHY

So maybe passion isn't a skill, but it's an essential ingredient to a successful business. Your **"why"** powers you every day and keeps you afloat when the water gets rough.

Finding out what drives you and why you're doing what you're doing is important. The Business Development System (BDS) you received has a worksheet to help. Fill out that worksheet today and read through the rest of your BDS, as well.



PRACTICE MAKES PERFECT

After you've explored the business basics pages in The Hub, start honing your skills. Practice inviting or presenting with family members or your sponsor. You'll be happy you did.

Love life and live it,

USANA

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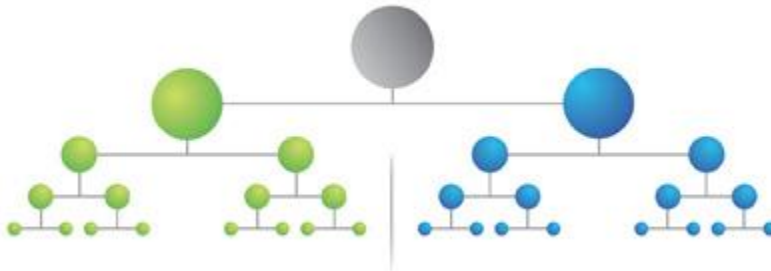


GETTING STARTED: COMPENSATION



HOW YOU EARN WITH USANA

You'll get paid for sharing USANA with others. We like paying you so much we've given you [six ways to earn](#). Here's how you get on the right track to earning your first paycheck.



Compensation, Your Way

We designed our compensation plan to pay you commissions for sharing USANA and changing lives. And we've made it simple. Visit our training page to [download the full compensation plan](#), and to access other tools and information.



Setting the Pace

Fast is good. We like it. And we want to reward you for getting off to a fast start with your business.

Our **PaceSetter Program** helps you start your business right and earn a lifetime of benefits at the same time. Here's where the fast part comes in—you only have eight weeks to qualify.

First, you should [read about the program](#)—how to qualify and what the benefits are.

Then, look at your contact list and find the four people you think would be most interested in USANA. Use the business basics you learned from the e-mail we sent a few days ago to start the conversation with each of them.

You'll be making money, your way, in no time.

Love life and live it,

USANA

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PERSONAL DEVELOPMENT 101

You are your business. The success you'll have will be because of who you are and who you will become. We're here to help along the way, but in the end it's up to you.



Build Yourself to Build Your Business

People love USANA products and the opportunity to live a healthier, happier life. But ultimately, people will join USANA for one reason—you.

This is a people business, so if you want to grow your business, you have to grow as a person, too. Carve out time each week to work on developing yourself.



Recommended Reading

There are entire sections of bookstores dedicated to self-improvement. So how do you know what's worth your time?

Here are a few suggestions:

- *Business of the 21st Century* by Robert Kiyosaki
- *Building Your Network Marketing Business* by Jim Rohn
- *Rich Dad, Poor Dad* by Robert Kiyosaki
- *Your First Year in Network Marketing* by Mark Yarnell

Browse the [personal development articles](#) we have on The Hub, and also read the personal development section of your Business Development System.



Learning to Lead

You're a new Associate, but it's never too early to start working on your leadership skills. Soon enough you will have teammates looking at you as a leader. And if you want to develop leadership skills, you need to attend USANA events.

We pack them with amazing training on how to build a business, grow as a person, and become an effective leader. And you'll be hearing from the very best. We bring in the top minds in personal- and leadership-development, as well as some of our most successful USANA Associates.

International Convention is the biggest, can't-miss event of the year. But you don't have to wait for it to roll around again. We have awesome events all year. So [pick an upcoming event and register now](#).

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GETTING STARTED: RESOURCES



EXPLORE

YOUR BUSINESS TOOLBOX

If you want to build something great, you need the right tools. And your USANA business toolbox comes fully stocked.

Let's open the lid and take a peek at some of the business tools you can explore today:



Training and Tutorials

Our [training section](#) is your business library—filled with tutorials on almost anything you'd want to know about running a USANA business.



Sharing Made Simple

We have all the [flyers and videos](#) you need to share USANA. A wide variety of topics are covered, so you'll have the tool you need no matter who you're talking to.



How to Host Your Own Events

Hosting a meeting may feel like a daunting task, but we're here to help. We have [step-by-step guides and proven tips](#) that will have you hosting your own amazing events in no time.



Business Management Made Easy

Everybody likes to know how they're doing. Monitor your business progress with our easy-to-use reports. Find out more about [how to use these valuable resources](#).



Do the Right Thing

Everything in life has a set of rules or guidelines, and your business is no different. Our compliance department is here to help. You can [read about compliance](#) and [access our policies and procedures](#) anytime.



Getting Social

We live in the social era. And our award-winning social media team produces awesome content and creates resources to help you get the most out of [social networking](#).



A Helping Hand

Your sponsor and teammates are great resources whenever you have questions or concerns. We also have an amazing customer service department that's just a phone call away. Make sure you have their number: **1-888-950-9595**.

Start Building

We have a lot of tools, and it can feel a little overwhelming. Here are four actions you can take to get familiar with what we have to offer:

1. Check out the pages above.
2. Locate your [volume report](#)—even if there isn't anything there now, it will be important as your business grows.
3. [Download three online tools](#) to share.
4. [Send your first eCard](#).

You're already on your way to building something great.

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USANA

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LIVE THE USANA LIFESTYLE

Over the last two weeks you've read about our products and compensation plan. You've learned business basics, tips on personal development, and much more.

So what's left?

Start living it.



Love Life and Share It

Earn your first check. Jump into an exercise program. Open up a savings account for a family trip. Buy some new jeans because your old ones are too loose. It's good for business.

Living the USANA lifestyle to the fullest—truly experiencing and enjoying the health and freedom you earn—is what's going to draw people's attention.

And live out loud. Share your amazing [#USANAlifestyle](#) on social media—we even gave you the hashtag to use. Living your life and sharing it helps inspire others to make a change.



Your Life, Your Story

People connect with stories about other people. You just started your USANA journey, but you already have a great story to tell.

So tell it. You'll want to talk about our story—the founding of the company, the products, our commitment to personalization. But don't lose focus on what's important—your story.



Write Your Success Story

Get out there and start loving life and living it. That's how you write your story. But it's time to get it on paper so you can share it with others.

Write down the answers to these questions:

1. Who am I now?
2. Who do I want to be?
3. How is USANA going to help me get there?

Those are the basics of your story. But there are still plenty of blank pages for you to fill with epic adventures and amazing triumphs. And we can't wait to hear more.

Love life and live it,



This is your last welcome e-mail. But you can go back and [read all the previous e-mails here](#).

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