

USANA

**DIAMONDS,
EMERALDS,
RUBIES,
OH MY!**

QUÉBEC CITY
PUTTING AN ACCENT
ON THE CELEBRATION

Look inside to see all the
latest rank advancements



Xiao Nan
(Sheila) Wang &
Dennis Chen, 2-Star
Diamond Directors



Ani Black
1-Star Diamond
Director



Kelly Chun Yan Li
1-Star Diamond
Director



Mei Huang
Diamond
Director



Solomon & Iris Lam
Diamond
Directors



I-Star Diamond Director

Ani Black

British Columbia, Canada



"USANA offers everyone a magnificent way to live and earn, and a fulfilling way to be a part of other people's lives."

A Million Dollar Club member, a Dr. Wentz Vision Award finalist, and one of USANA's most well-known leaders, Ani Black has a new title: 1-Star Diamond Director. Ani is proof to prospective USANA Associates that success is possible with USANA. She plants a question in the mind of everyone who is considering the company: "What could possibly be better than this?"

Ani didn't really know what to expect when she first joined USANA but she soon realized it was going to change her life. "There's no way to know what our journey in USANA will bring as we begin," she says. "What I know for sure is this: the day I became a business partner with Dr. Myron Wentz, everything changed for the better."

Ani's recent advancement to 1-Star Diamond Director came after Ani realized the timing was right to run. "The right time to rank advance is when we are mentally ready to do the work required," she says. "Using some simple features of DLM, I realized the timing was good in early 2010 to run for 1-Star. It wasn't an instant decision. I looked at what was needed and I took three months to get psyched up to do it."

Good planning isn't all one needs to advance, however. Ani explains, "Getting to the top in USANA requires great team leaders and team members who aspire to become great team leaders. One individual alone cannot reach the top without a strong group of people working to reach higher levels."

Knowing that success is dependent on the success of many others, Ani is committed to her team's growth. "I work closely with everyone I personally sponsor, and I am completely available to the top leaders in my organization," she says. "We believe it's team building and leadership development that help us forge a strong foundation for expansion, growth, and success for anyone who wants to join us."

The greatest gift Ani has experienced in USANA has been the chance to improve others' lives. She also loves to travel the world with her husband, Ian. "In USANA I learned that I'm driven to give, and one of the best reasons to earn more than you personally need is to be able to channel your financial surplus to where there is need. I am an avid supporter of Children's Hunger Fund. No job ever gave me the power to give charitably like I can now. When you have the power to be generous, very little else feels better," she says. "I'm not motivated to own flashy cars or big houses. I have more than I need on the physical material level. My real love is travel, and in USANA we can really enjoy travel."

Ani knows USANA's power to change lives, and she's passionate about sharing USANA with others. "In what line of work are you going to find possibilities like you find in USANA?" she asks. "Have you ever been to Convention? Go! The energy of the USANA family is unique, and I'm hooked on it!" ■

Written by Suzanne Houghton

\$93,000 is the average yearly income for an established, full-time USANA Associate. \$24,500 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 2009. Figures should not be considered as guarantees or projections of actual earnings, which result only from consistent, successful sales efforts. To be considered in a rank's earnings, Associates must have earned checks at a median rank for at least 20 weeks. According to results from an in-house survey taken between 2004 and 2006, the primary reason 17% of USANA independent business owners join the company is to improve their financial future. 21% of that group earns a check at least once a month. Of those whose primary reason is to earn enough to replace a full-time income, 90% have been Associates for at least one year and 57% are full-time Gold Directors and above. The number of Gold Directors and above who have maxed at least 1 Business Center during the year equals less than 1% of all Associates. Those earning as little as one check a month equal approximately 3% of all Associates. If you include all 165,710 with the title of Associate, 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 \$616.71 with nearly one in three earning a check. To date, USANA has more than 140 Associates who are lifetime Million Dollar Club members.



"I tell everyone:
It's never too late
to be healthy, rich,
and free!"