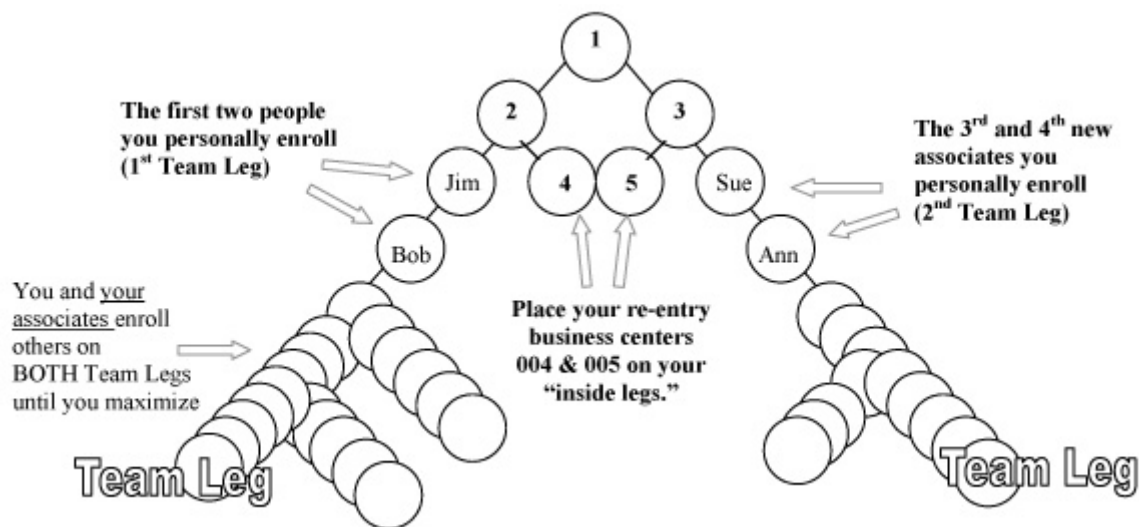


Our Team Building Strategies

STRATEGY FOR MAXIMIZING THE COMPENSATION PLAN:

1. **You and everyone you enroll each commit to placing your first two associates on the “Team Leg.”** This will either be your 002 Left or your 003 Right.
2. **You and everyone you enroll also commit to placing your 3rd and 4th new associates on your second Team Leg,** which is opposite your first Team Leg. For example, if your first Team Leg is 002 Left, then you place the 3rd and 4th associates on your 003 Right. If your first Team Leg is 003 Right, then you place the 3rd and 4th new associates on your 002 Left, creating a second Team Leg. (You’ll “get it” as you go.)
3. **Continue to build down 002 Left and 003 Right, balancing your volume to maximize your earnings.**
 - a. Do NOT place any new associates on your inside legs until you re-enter!
 - b. Do place your Preferred Customers on either 002 Right or 003 Left (inside legs), or wherever you need the volume points
4. **Build on the outside legs (Team Legs) until you earn both re-entry certificates by maximizing your Business Center 001 twice.**
 - a. The first two times you maximize, or earn a \$1000 check in a given week from your Business Center 001 you earn unrestricted re-entries.
 - b. With all associates committed to building in this exact same fashion everyone will maximize their own BC 001 rapidly. This is the power of leverage.
5. **Place the re-entry Business Centers, 004 and 005 on your inside legs.** That is, place BC 004 on your 002 Right, and BC 005 on your 003 Left! To maximize the leveraging of this compensation plan you MUST place these business centers on the inside legs, DIRECTLY beneath your 002 and 003 Business Centers!
6. **As soon as you have both re-entries placed on your inside legs (as shown below), then start building BC 004 and 005.**
 - a. As you build BC 004 and 005, you are also building 002 and 003. LEVERAGE!
 - b. Continue the team leg concept on those centers as well



PURPOSE OF THE TEAM LEGS BONUS INCENTIVES:

1. **The purpose of this program is to help you and your new associates** grow your downlines and *increase your USANA income* and rise in pin ranks quickly.
2. **Be committed to understand the USANA compensation plan and building team legs**, as it has been proven to work for you and everyone else who follows it.
3. **Be committed to giving out incentive bonuses to your downline once you become “the leader.”** Leaders step up to the plate, they don’t wait to be asked!
4. Even if you do not earn any cash bonuses, this is still the most effective way to leverage the USANA compensation plan! Strategically build your downline.
5. Focus your intent on helping others, as a self focus will slow your success.
6. **The only way to lose is quit.**