

NORTH AMERICAN AVERAGE EARNINGS CHART

| | | | EARNINGS | | | | MONTHS TO REACH TITLE | | |
|-----------|--------|-------|------------|--------------|------------|-----------------|-----------------------|-----|---------|
| FULL TIME | Count | PCT | Max | Min | Average | Total | Max | Min | Average |
| | DDIR+ | 42 | 10.0% | 1,109,995.43 | 73,545.93 | 336,705.40 | 14,141,626.67 | 157 | 7 |
| EDIR | 37 | 8.8% | 227,796.65 | 22,414.00 | 173,924.91 | 6,435,221.70 | 124 | 9 | 67 |
| RDIR | 81 | 19.2% | 162,239.42 | 9,350.00 | 101,340.68 | 8,208,594.70 | 147 | 7 | 70 |
| GDIR | 262 | 62.1% | 111,875.00 | 3,850.00 | 48,699.18 | 12,759,186.09 | 154 | 2 | 50 |
| | 422 | | | | | | | | |
| PART TIME | Count | PCT | Max | Min | Average | Total | Max | Min | Average |
| | SDIR | 1,414 | 3.0% | 75,950.00 | 94.95 | 11,516.32 | 16,284,077.33 | 169 | 1 |
| BDIR | 388 | 0.8% | 34,150.00 | 94.95 | 7,664.03 | 2,973,642.80 | 153 | 1 | 36 |
| DIR | 1,456 | 3.0% | 36,850.00 | 94.95 | 4,887.23 | 7,115,813.33 | 169 | 1 | 27 |
| ACHVR | 2,880 | 6.0% | 25,132.04 | 94.95 | 2,822.65 | 8,129,224.31 | 149 | 1 | 23 |
| BLDR | 8,801 | 18.4% | 12,600.00 | 20.01 | 1,194.84 | 10,515,797.44 | 155 | 1 | 18 |
| BLVR | 19,779 | 41.4% | 3,637.33 | 21.86 | 314.41 | 6,218,643.13 | 146 | 1 | 6 |
| SHR | 12,749 | 26.7% | 1,900.00 | 22.00 | 98.43 | 1,254,846.65 | 152 | 1 | 6 |
| BC | 351 | 0.7% | 1,230.70 | 20.18 | 134.34 | 47,153.91 | 9 | 1 | 1 |
| | 47,818 | | | | | \$94,083,828.06 | | | |

Total Total Avg Dist Avg Earnings

\$94,083,828.06 142,841 \$658.66

Percent Participating is 33%

Total Commission Qualified Associates Average Commission Qualified Income

\$94,083,828.06 59,600 \$1,578.59

BREAKDOWN OF CANADIAN DISTRIBUTORS

| Earnings (CAN\$) | Count | Percent |
|------------------|-------|---------|
| 0-100 | 1,704 | 21% |
| 101-500 | 2,717 | 34% |
| 501-1,000 | 1,218 | 15% |
| 1,001-2,000 | 962 | 12% |
| 2,001-5,000 | 735 | 9% |
| 5,001-50,000 | 651 | 8% |
| 50,000+ | 76 | 1% |
| | 8,063 | 100% |

The average Associate made \$658.56 US in 2006, the Average commission qualified Associate made \$1578.59 US in 2006. The earnings portrayed in this literature are not necessarily representative of the income, if any, that a USANA Associate can or will earn through his or her participation in the USANA Compensation Plan. These figures should not be considered as guarantees or projections of your actual earnings or profits. Any representation or guarantee of earnings would be misleading. Success with USANA results only from successful sales efforts, which require hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.



AVERAGE INCOME CHART