



“Optimism is the one quality more associated with success and happiness than any other.”

Brian Tracy

December 2, 2008

Dear friends,

Given the influx of new members to this organization from particular fields, namely real estate, construction, mortgage lending, banking, and downsized high tech corporate warriors, it's time to state what is currently going on. The economy is on a slippery slope and many otherwise competent and normally well compensated professionals are feeling the pinch.

Perhaps you or someone you know is experiencing the effects of the downturn in the economy. If you are considering this business model as a way to stabilize your finances, know that you are not alone. Whatever you think about network marketing, the fact that this industry thrives during a recession is enough reason to keep looking. Our business is growing at an unprecedented rate and to us it is no mystery.

When I came to USANA in 1997 I was asked a question, and the answer to it changed my life. Would I like to work a business part time, over time, for a chance to create permanent passive income in case something happened? I said yes and it has become among the best decisions of my entire life. As we all know, *something happened*. And my income continues to flow like a river. I tell you this with gratitude, as I stand somewhere between luck, hard work, and being at the right place at the right time. My income from USANA has supported my family and me without skipping a beat.

There is a correlation between stress, health and financial challenges. Medical bills are the leading cause of bankruptcy, according to a Harvard University study, which also showed that more than 75% of those who declared bankruptcy because of mounting medical bills had health insurance at the start of their illness. We *know* stress can cause illness.

The main two features of the USANA opportunity are 1) products that help prevent illness and promote wellness and 2) a business model that promotes steady income and financial freedom. Can you do what I did in 1997 and look ahead to the value of such an insurance policy for you and your family?

Perhaps you are reading this because you want income you can rely on and a business you can run from your home. Open your mind to the benefit to you for investing in a business that, once established, represents income that you own and can will to your children. Because of this current economy, and because we take what we do seriously, many of us in this organization are growing exponentially in our ability, determination, focus, and commitment to help you succeed.

We encourage you to pursue whatever avenues you need to secure your finances. Many people I am speaking with are looking for work. The beauty of this business model is that it supports your taking care of business elsewhere in your life, even while you launch this business on a part time basis. Be very clear that with leverage and residuals, the way you make money in USANA by helping us promote health could quite possibly be among the best decisions you have ever made. It has been said that the riskiest thing in the world is to take no risks. The downside to this is practically nil. Can you say that about depending on a job?

We encourage you to bring your questions, concerns... and most importantly an open mind and a willingness to prosper.

Most sincerely,

Rosie Spiegel

Rosie Spiegel
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