



road to success

Coaching Series

-- BINARY COMPENSATION PLAN --

Lyne & Germain Lafortune

Foundation Executive Diamond Directors

Dr. Wentz Vision Award, 2012 Finalists

Million Dollar Club



USANA.

Binary Compensation Plan

so simple: 20% X Matching Volume!



Benefits Of The Binary Plan

- Time spent on business by new associates
 - Average 3 to 5 hrs/week
- Average sponsor: 2.3 - 2.8
 - Binary has 2 positions on 1st level
- Re-entry BC's
 - Build deep & solid
 - Good long term residual

3 Status With USANA

Retail Customer	Preferred Customer	Associate
• Not registered with USANA • Buy directly from associate • Use shopping cart of an associate website • Retail Price • 30 Day Guarantee	• Registered with USANA as PC • No fee • No obligation • Buy online, call or through associate • Retail Price -10% • 10% AO Discount ▪ No minimum volume ▪ 30 Day Guarantee	• BDS \$36^{.95} • 1 BC: 200 SV (no time limit) • 3 BC: 400 SV (w/i 6 Fridays) • Retail Price -10% • 10% AO Discount • No minimum volume • Active Associate: – 1 BC: 100SV/4w – 3 BC+: 200 SV/4w



CANADA ASSOCIATE PRICELIST

SIGN UP FOR AUTO ORDER TO RECEIVE 10 PER CENT OFF YOUR MONTHLY SHIPMENT.
SUGGESTED RETAIL PRICE IS 10 PER CENT MORE THAN THE PREFERRED PRICE.

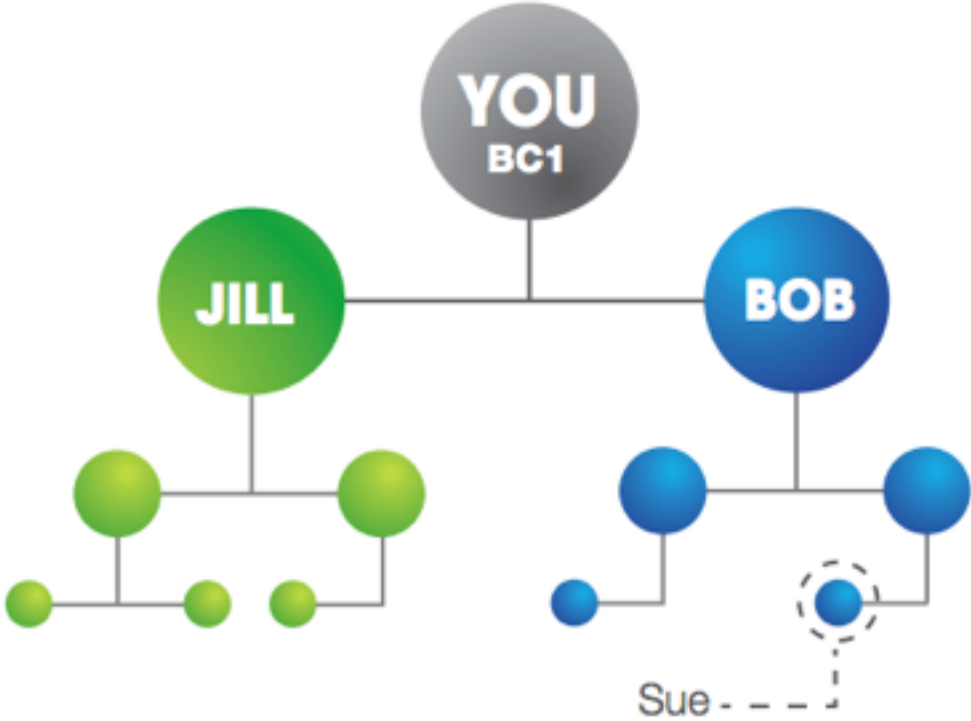
Retail pricing
-10% ***

NUTRITIONALS

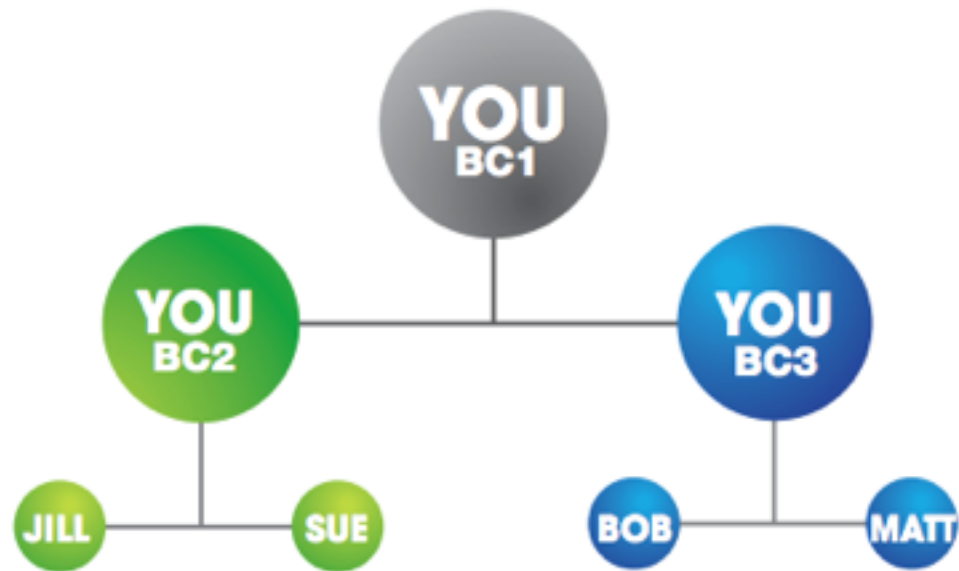
ITEM #	DESCRIPTION	SUGGESTED RETAIL	POINTS →	PREFERRED PRICE
ESSENTIAL NUTRITION				
100	HealthPak (56 packets) Each packet includes: Vita-Antioxidant (2), Core Minerals (2), MagneCal (1), CellSentials Booster (1)	\$177.05	100	\$160.95
101	CellSentials (112 tablets Core Minerals, 112 tablets Vita-Antioxidant)	\$72.55	35	\$65.95
102	Core Minerals (112 tablets)	\$25.25	12	\$22.95
103	Vita-Antioxidant (112 tablets)	\$54.95	26	\$49.95
104	Body Rox (84 tablets)	\$32.95	15	\$29.95
105	Usanimals (56 tablets)	\$23.05	10	\$20.95
151	Prenatal CellSentials (112 tablets Prenatal Core Minerals, 112 tablets Prenatal Vita-Antioxidant)	\$72.55	35	\$65.95
102	Prenatal Core Minerals (112 tablets)	\$25.25	12	\$22.95
103	Prenatal Vita-Antioxidant (112 tablets)	\$54.95	26	\$49.95
OPTIMIZERS				
109	Vitamin D (168 tablets)	\$27.45	15	\$24.95
110	Proflavanol C ¹⁰⁰ (56 tablets)	\$57.15	34	\$51.95
120	MagneCal D (112 tablets)	\$30.75	15	\$27.95
121	Active Calcium Chewable (112 tablets)	\$32.95	15	\$29.95
122	BiOmega (56 gelcaps)	\$34.05	16	\$30.95
123	CoQuinone 30 (56 gelcaps)	\$54.95	30	\$49.95
126	Ginkgo-PS (112 tablets)	\$48.35	25	\$43.95
128	Palmetto Plus (28 gelcaps)	\$42.85	17	\$38.95
129	PhytoEstrin (84 tablets)	\$35.15	17	\$31.95
130	Poly C (112 tablets)	\$24.15	10	\$21.95
131	Procosa (84 tablets)	\$43.95	20	\$39.95
134	Visionex (56 tablets)	\$47.25	25	\$42.95
141	Pure Rest (56 tablets)	\$19.75	10	\$17.95

*** Retail 10% commission is paid out in full to associates

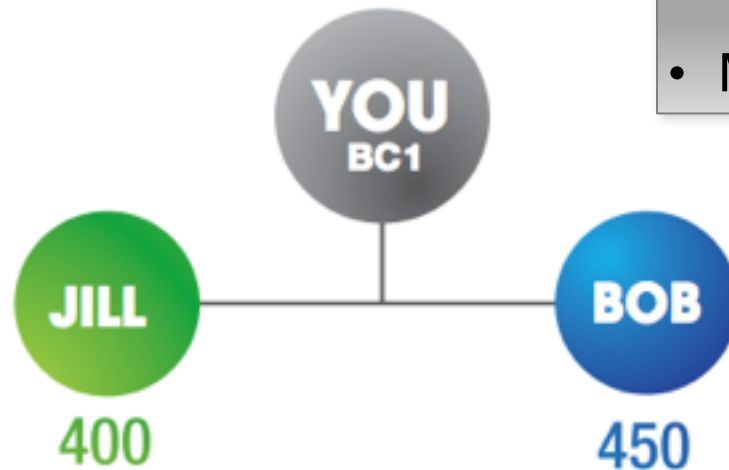
1 BC



3 BC's



Calculating Commission



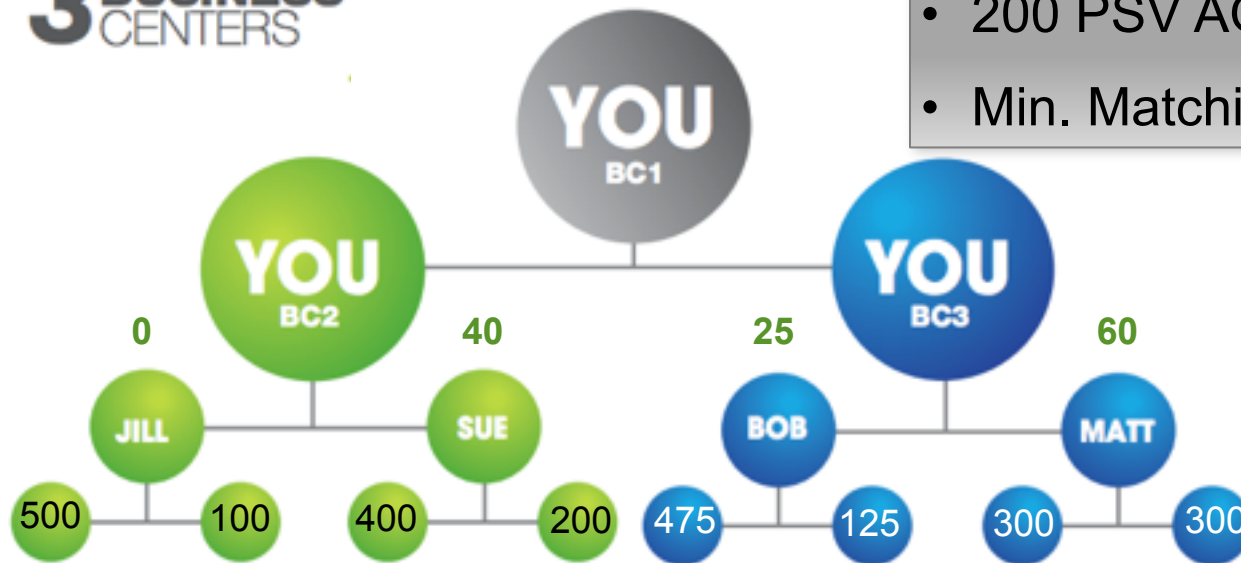
- 100 PSV AO
- Min. Matching 125 pts

400 Matching SV x 20% = 80 CVP

Left Rollover 0 / Right Rollover 50

Double Your Income

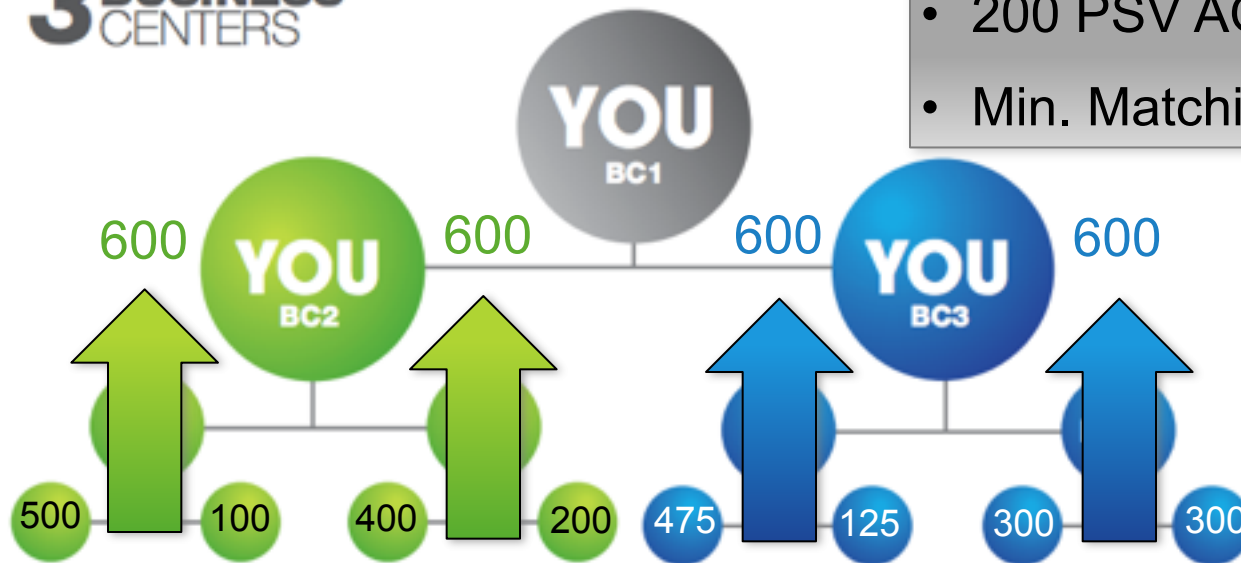
3BUSINESS
CENTERS



- 200 PSV AO
- Min. Matching 125 pts

Double Your Income

3BUSINESS
CENTERS

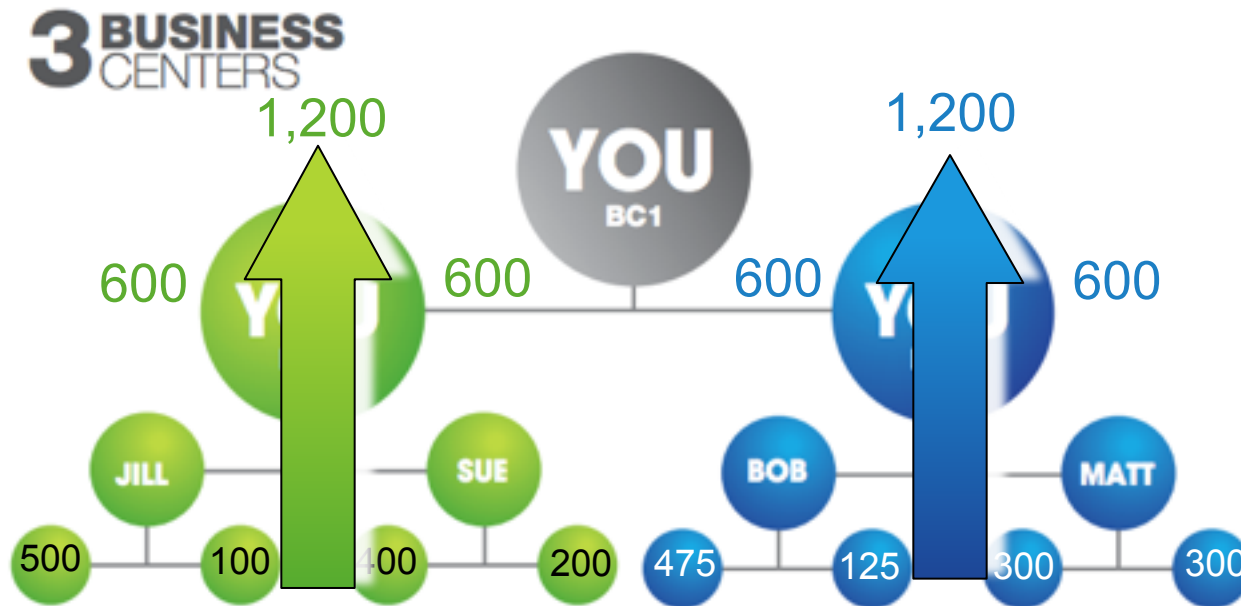


- 200 PSV AO
- Min. Matching 125 pts

BC2: $600 \text{ MSV} \times 20\% = 120 \text{ CSV}$

BC3: $600 \text{ MSV} \times 20\% = 120 \text{ CSV}$

Double Your Income



BC1: 1,200 MSV x 20% = 240 CSV

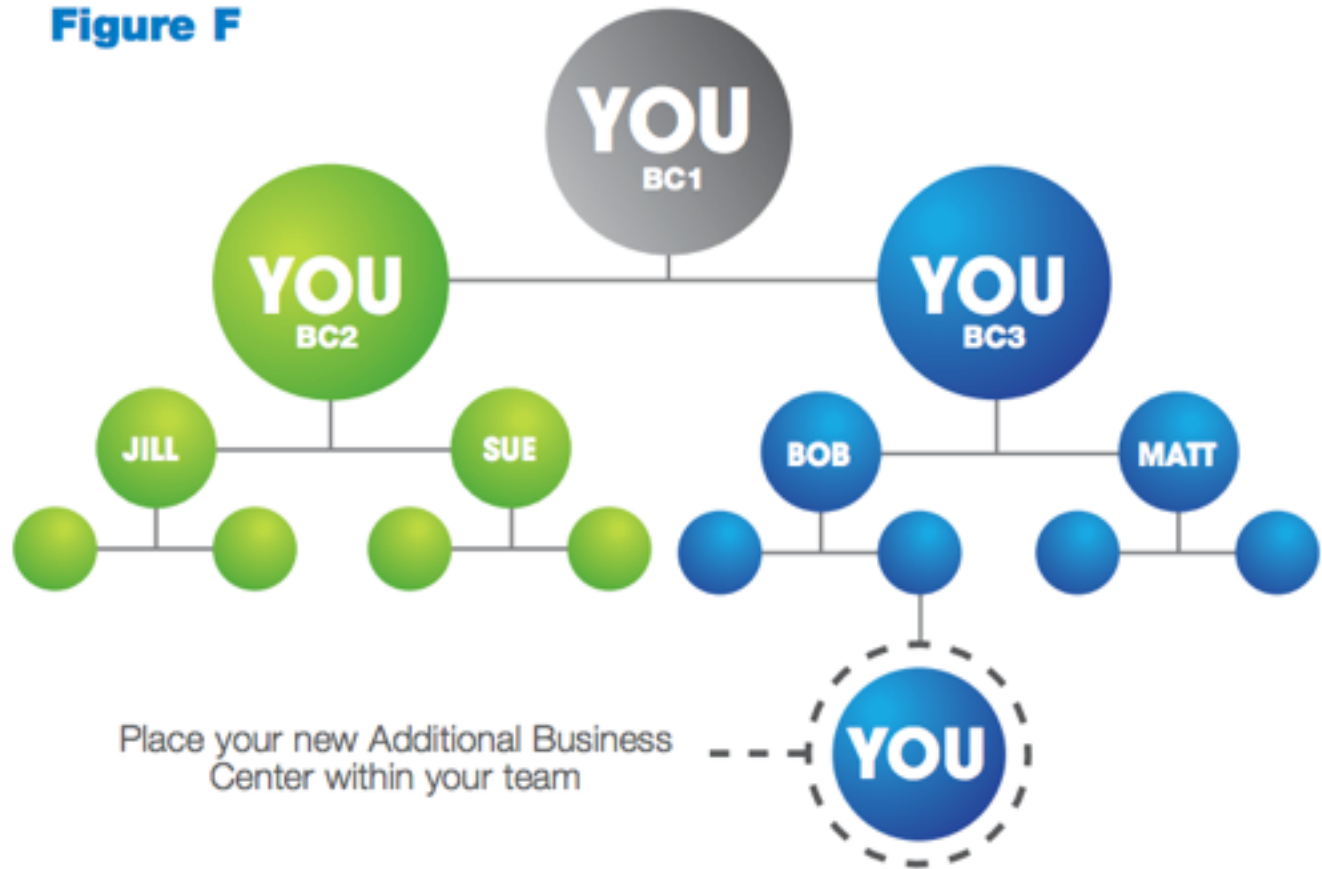
BC2: 600 MSV x 20% = 120 CSV

BC3: 600 MSV x 20% = 120 CSV

Total Cheque: 240 CSV

Maxing Out A BC

Figure F



Resources

The Hub USANA Communication Edge fortunology

Secure https://www.usana.com/hub/#/content/MyBusinessLanding

Apps Home Utilities Back Office Campaigns USANA FB Realtor Fin References Research keyboard failure

USANA MY BUSINESS

My Business

Business Reports

- Team Manager
- Free Volume Report
- Upline Leader/Placement Report
- Initial Order Reward Report
- Celavive Bonus Report

Tools

- My Website
- True Health Assessment
- Forms
- E-wallet

Prospecting

- Communication Edge
- Host a H & F Meeting
- Host a Sensé Spa Party
- International Expansion
- Run a 28-Day Program
- Host a Healthy Mixer
- Host a USANA® Celavive™ Party

Company

- Contact Us
- USANA True Health Foundation
- What's Up USANA
- Submit IDC Proposal

Enroll

Shop & Orders

Contests & Events

Training

News

Recognition

Log Off Search...

My Website

USANA

your health. your life. your way.

View More

USANAtoday

View More

Communication Edge

Forms & Price Lists

View More

DASHBOARD

Qualification Dates

Qual Date
Feb 15, 2018

Leadership Bonus
Date
Mar 15, 2018

My Auto Order

Change by
Feb 15

VOLUME 203

Lifetime Matching Bonus

Lifetime Matching Bonus

Resources

The Hub x USANA Communication Edge x USANA Communication Edge x fortunology

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COMMUNICATION EDGE

All ▾ Search Search Q



CELAVIVE



RECOGNIZE A TEAM MEMBER



USANA
28 days
PROGRAM
28-DAY PROGRAM

Need Help

Finding what you Need

Sharing

https://usanacommunicationsedge.com/library/master?filters=eyJhemNicaXZlZGl6W2ZhbHNlXSwidGFncvI6WVJUb3R5YVtJENFTEPWSVZFI19

Resources

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Address bar: Secure | <https://usanacommunicationsedge.com/library/master>

Navigation bar: Apps, Home, Utilities, Back Office, Campaigns, USANA, FB, Realtor, Fin, References, Research, keyboard failure

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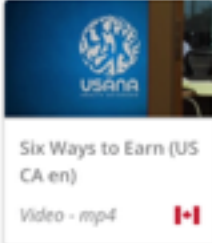
Search: Compensation Plan (X) Master Library My Library Results found: 5

Language: English (X) Canada (X)

Filters:

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- Topic
- Sharing
- Language
- Region
- Favorite (toggle)

Results:

- 
Compensation Plan Explanation
PDF 
- 
BeMoreBrochure CAEN 09/17
PDF 
- 
USANA Compensation Plan CA en
Video - mp4 
- 
USANA Compensation Plan
Flyer - 8-1/2 x 11 
- 
Six Ways to Earn (US CA en)
Video - mp4 

USANA.

Binary Compensation Plan

so simple: 20% X Matching Volume!

