



USANA[®]

COMPENSATION PLAN | INDIA



USANA
THE CELLULAR NUTRITION COMPANY

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USANA INDIA | QUICK GUIDE FOR BUSINESS BUILDERS

We're expanding to India. See what makes this market unique.

We're excited to soon welcome India as our newest market later this year. USANA India has a compensation plan that's distinct from our other markets.

It's designed to optimize the opportunity for our Associates in India and provide a meaningful opportunity for international leaders to benefit. These differences also ensure USANA and its Associate business is compliant with Indian laws and regulations concerning the multi-level marketing industry in India.

KNOW THE DIFFERENCES OF THE INDIA COMPENSATION PLAN

Base Compensation Plan

- **Business Centers (BCs):** All USANA India Associates will have three BCs.
- **Activation:** BC activation is not required.
- **Qualification:** 35 Sales Volume Points (SVP) per four-week cycle required for all BCs.
- **Commissions:** Paid on matching volume at or above 35 SVP.
- **Maxed BC:** 3,000 SVP is required to max one BC.

BONUSES AND INCENTIVES

- Exciting promotions and incentives will replace the Max Auto Order Bonus, Initial Order Reward, and Lifetime Matching Bonus.
- Leadership Bonus: Directors and above divide 2% of sales—with one share awarded per maxed BC.
- Elite Bonus: Divided among India's top 20 earners—with more focus on Growth shares.

INDEPENDENT TREE

To maximize the growth opportunity in India—and remain compliant—the India Associate tree is independent of the global USANA tree. Volume generated within India does not roll to USANA's other global markets.

HOW TO EARN

Although the USANA India tree is independent of other markets, you can still benefit by building in India. Associates in USANA markets (excluding

China) can benefit from selling to and referring Associates, Preferred Customers (PCs), and Affiliates in India in the following ways:

Associates

Earn a 20% match of your personally referred USANA India Associate's base commissions. Commission earnings are based on the following schedule and begin on the referred Associate's enrollment date.

Years as Associate	% Earned
1-5	20%
6-10	10%
11-15	5%
16+	2.5%

**Payment scale subject to adjustment as communicated by USANA.*

Preferred Customers and Affiliates

- Earn a matching 20% of your personally referred Affiliate's compensation (in participating markets).
- Earn a matching 20% of your personally referred PC's orders (sales price).

Individuals within India have the same opportunities and receive the same benefits when referring Associates and customers in any other USANA markets.

To view these details in your market's language, visit [The Hub > My Business > India Market Expansion > How You Can Earn](#).

GRAND OPENING BONUS!

From the India market's opening day through December 31, 2024, you'll earn a 40% match of your personally referred Associate's base commissions compared to the standard 20%.

Don't miss this incredible opportunity—set the stage to build your business in India!

GET READY FOR MARKET EXPANSION IN INDIA

How to make the most of this opportunity.

Market expansion creates opportunities to grow your network and business. Here's what you can do prior to USANA India's official opening:

- 1. More achievable business building.** India's compensation plan is designed to foster growth. With no activation requirement and lower commission qualification, Associates begin earning sooner and need less SVP to max out.
- 2. Share the products you know and love.** Products for India are: CoreSentials, BiOmega, Proflavanol C200, CoQuinone 100, MagneCal D, Procosa, Visionex DS, Vanilla Nutrimeal, and Chocolate

Nutrimeal. Be sure to learn all about them to confidently share with potential customers.

- 3. New exciting potential.** USANA's products and benefits are completely new to India. And with its future economy positioned to grow and develop, expanding here can also help you network with Indian communities in other USANA markets.
- 4. Start sharing today.** If you have friends, family, or contacts in India, now's a great time to share everything you love about USANA. Start hyping the exciting business-building opportunities and benefits of supplementation.

Visit The Hub > Training to brush up on valuable business topics like onboarding, social selling, online tools, and more.



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