

Condensed Consolidated Statements of Comprehensive Income - USD (\$) Shares in Thousands, \$ in Thousands	3 Months Ended		6 Months Ended	
	Jul. 03, 2021	Jun. 27, 2020	Jul. 03, 2021	Jun. 27, 2020
	Net sales	\$ 336,837	\$ 258,991	\$ 644,813
Cost of sales	57,014	47,674	114,665	93,733
Gross profit	279,823	211,317	530,148	431,877
Operating expenses:				
Associate incentives	153,863	110,852	288,358	226,921
Selling, general and administrative	72,240	60,879	143,873	126,358
Total operating expenses	226,103	171,731	432,231	353,279
Earnings from operations	53,720	39,586	97,917	78,598
Other income (expense):				
Interest income	679	435	1,439	1,419
Interest expense	(16)	(217)	(21)	(238)
Other, net	(73)	175	(689)	(637)
Other income (expense), net	590	393	729	544
Earnings before income taxes	54,310	39,979	98,646	79,142
Income taxes	16,076	12,002	29,791	24,613
Net earnings	\$ 38,234	\$ 27,977	\$ 68,855	\$ 54,529
Earnings per common share				
Basic (in dollars per share)	\$ 1.89	\$ 1.33	\$ 3.35	\$ 2.56
Diluted (in dollars per share)	\$ 1.87	\$ 1.32	\$ 3.31	\$ 2.56

Weighted average common shares outstanding				
Basic (in shares)	20,247	21,034	20,570	21,265
Diluted (in shares)	20,446	21,129	20,771	21,340
Comprehensive income:				
Net earnings	\$ 38,234	\$ 27,977	\$ 68,855	\$ 54,529
Other comprehensive income (loss), net of tax:				
Foreign currency translation adjustment	2,859	1,861	328	(4,376)
Tax benefit (expense) related to foreign currency translation adjustment	725	(1,892)	2,341	(853)
Other comprehensive income (loss), net of tax	3,584	(31)	2,669	(5,229)
Comprehensive income	\$ 41,818	\$ 27,946	\$ 71,524	\$ 49,300