

## Usana

“I had a short lived usana experience.....just before I found Melaleuca two years ago. After four months, with expert help (that was a laugh) I still had no customers on either of my two legs. I had spent over \$1,000 to get the business and getting phone lines set up. I also spent \$300 plus on mandatory products every mont. The product line is very limited - supplements and cosmetics. When I came to my senses and decided to return my last order, they would only accept resalable products and reimbursed only 95% of their dollar value. None of the business material was refundable!”

### In contrast

- We place people into new rep’s organizations for them, to help get them started
- Obtaining customers is fairly easy
- everyone uses these products lines daily
- It only costs \$29 (\$1 for the month of June!) to get started
- The monthly requirement is the average that people are already spending on such items
- We have a 100% empty bottle guarantee for 60-90 days both the products & business materials

There is a "book" that compares Usana's vitamins with Mela's but they are comparing Mela's Canadian version to Usana's US version. The guy that wrote the book is also who started or is heavily involved in Usana.

**This Comparative Guide link will tell more in detail.**<http://www.melaleuca.com/wc/pdf/ComparativeGuide.pdf>

According to the chart in this 8 page report, our vitamins ranked much higher than Usana Essentials.

This pdf also addresses on page 7 that this report Usana is using is comparing information on Canadian formulas with US formula information. The report says it much better than I just did... but I wanted to call it to your attention

Sheryl Edens

## Usana Vs Melaleuca

Melaleuca	Usana
Consumer Direct Marketing	Multi Level Marketing
Founded 1985	Founded 1992
Privately owned	Publicly traded since 1996
Over 350 products	Vitamins, toothpaste, skin care
1600 Employees Worldwide	550 Employees Worldwide
80,000 orders a day	
Hundreds of years of development and marketing experience with companies such as: Procter and Gamble, J.C. Penney, Delta Airlines, Lever Brothers, Cox communications, Coca Cola, and Franklin Covey Gil Fuller ex Melaleuca employee.	Mark Wilson ex Melaleuca employee.  Companies such as: Dell, Lexmark,
2001 Inducted into Fortune 500	For the eighth year in a row, USANA Health Sciences has been named "Distributor Award Winning Company" by NetWork Marketing Today/The MLM Insider

	Distributor Choice Awards.
2005 \$600 Million Net Sales	2005 \$327 Million Net Sales
Science: Own R&D	Science: Own R&D interprets current nutritional science research
Partner with leading universities to conduct clinical trials and laboratory testing to learn how Meleleuca's products can improve and enhance ones life.	Own Medical advisory board. Members are Dr. with their own practices who advise USANA.
Highest quality natural and safe ingredients.	Products meet USP standards for potency, uniformity, disintegration, and dissolution.
Exclusive formulations (many patented)	
100% Money back guarantee.	
Fructose compounding.	Chelated Mineral
No sponsored athletes	Sponsored athletes
300,000 sq ft Facilities	180,000 sq. ft Facilities
PC customers earn income from referrals	PC customers do not earn income, associates do.
Detoxify your home, get the right natural nutrition. Lose weight safely naturally with accountability.	Get the right nutrition.

**Reference:**

**USANA Health Sciences**, retrieved November 28, 2006, from <http://www.usana.com/dotCom/index.jsp>

**Melaleuca**: A Wellness Company, retrieved November 28, 2006, from <http://www.melaleuca.com/>