

Letter 3, May 13th:

Dear USANA Family,
親愛的 USANA 大家族:

It is a new era of growth and opportunity for USANA. Our success as a family relies heavily on our ability to listen and respond to feedback from our leaders and Associates. As a result, we have reassessed previous decisions in regards to Hong Kong policies announced last weekend that were attributed to Dr Wentz. We would like to formally announce that all policy changes that were recommended are being canceled.

對 USANA 而言，這是一個充滿成長和商機的新時代。作為一個大家庭，我們的成功在於能夠傾聽和回應我們的團隊領袖及特許專營商的反饋意見。因此，我們重新評估了上週末由華斯博士所宣布有關香港市場的政策變更的決定。我們在此正式宣布，先前所有預定的政策變更全部取消。

There is a bright future for the USANA family through USANA China and BabyCare. We were gratified for the feedback and great suggestions we received from our leaders and those that took time to meet with us in person on how to complete this transition successfully.

透過在中國的 USANA 與葆嬰公司的合作，給 USANA 大家庭帶來了光明的前途。許多團隊領袖和花時間與我們會面的人，對於如何成功轉型提出了一些寶貴的意見和建議，我們在此感謝他們。

Our strategy going forward will be to work with leaders individually to help them transition their teams when they are ready. The leaders have told us they understand the need to transition to China for the long term benefit of their Distributorships, but we want to allow each of them to have the necessary time and training to make this transition smooth and rewarding.

我們今後的策略將是與團隊領袖們密切合作，幫助他們的團隊在準備就緒時完成轉型。領袖們表示他們明白為了其直銷商會籍的長期利益，轉型到中國是在所難免的。但我們會讓他們有足夠的時間及培訓，期使這一轉型能夠順利又更能獲利。

We apologize for the confusion and concern this has created. We remain focused on securing long-term success for you and your business.

我們為所引起的混淆和關注感到非常抱歉，同時也將繼續致力確保您和您事業的長期成功。

Deborah Woo
President of Asia Pacific
伍胡小碧
亞太區總裁

Dave Wentz
Chief Executive Officer
大衛華斯
執行長