



**B**ryan and Monica Penrod, 2-Star Diamond Directors, are grateful for the freedom that their USANA business has created for them. Nine years ago, however, things were much different. Both were struggling under financial debt and facing another year working in income-limiting jobs. They also struggled to maintain their relationship, as making ends meet required so much time at work and away from each other. Bryan was working in sales by day and part time at a restaurant by night. Monica also helped to pay bills as a waitress.

Searching for a solution, Bryan concluded that network marketing would be the business vehicle they would use to develop time freedom and leveraged, residual income. The search ended when Bryan was introduced to USANA. “I liked the fact that USANA offered the finest products available on the market and that people were going to loyally use them every day for the rest of their lives,” Bryan recalls. “I also saw the potential of a lucrative and fair compensation plan.” By daring to strive toward entrepreneurship on a part-time basis, Bryan and Monica were able to “fire their bosses” within nearly a year and leave the illusion of false security that most employers offer today.

From their humble beginnings of living in a cramped apartment, the Penrods reflect on the fact that USANA has certainly provided financial abundance in their lives. They’ve built a beautiful new home with an outdoor fireplace and courtyard, home office, and media room. And whether taking breathtaking cruises, escaping to foreign resorts, or getting away for the weekend, the Penrods’ time and financial freedom has allowed them many wonderful memories of traveling and spending a great deal of time together as a family and with great friends.

“To have the freedom to focus on things that are more important to us than just making money, like spending quantity time with our children—something that many people don’t have the financial freedom or time to do—has made all of our hard work definitely worth the effort,” Monica explains. Their days are just one example of a flexible schedule that leaves plenty of time for both running a business and raising their two sons. “I get to be a class mom, and we love to visit our oldest son often for lunch at school or to coach his sport teams.



As members of the Million Dollar Earners Club and recipients of the President’s Award, the Penrods feel tremendously blessed and do their part in paying back some of their good fortune. “We enjoy spending time volunteering for worthy causes as a family,” Monica says. Bryan adds, “We still work hard when we choose to, but we have the freedom to set our own schedules and to focus time on other priorities in our lives.”

Bryan has volunteered several years on the North American Independent Distributor Council and as President for 2006-07. The Penrods provide time, leadership, and support for charities such as the Children’s Hunger Fund and several Christian organizations that are making significant impacts for others.

While Bryan and Monica have achieved great success with their business, they have no plans on maintaining the status quo. “I’m excited that our business is creating so many leaders and expanding rapidly internationally,” Bryan concludes. “It’s exciting to think that while we’re sleeping at night, people in other countries are sharing this life-enhancing opportunity with countless others. The best part is that we often feel like we’re just getting started!”

