

VELOCITY

SHARE *BUILD* *LEAD*

Earning meaningful sales compensation through Velocity by Nu Skin™ requires considerable time, effort, and commitment. For a complete summary of sales compensation paid at all levels within Nu Skin's Global Sales Compensation Plan, please contact the Company at 1-800-487-1000 or visit nuskin.com/usdistributorearnings or nuskin.com/cadistributorearnings. For more information regarding Velocity by Nu Skin, please see the Velocity by Nu Skin Brochure or contact your account manager.

The following slides reflect proposed elements of the Velocity by Nu Skin™ plan, and it is subject to change prior to its launch in June 2018.

Velocity by Nu Skin™ is unrelated to our Mainland China business, which does not participate in Nu Skin's Global Sales Compensation Plan and operates under a different business model.

Effective June 1, 2018
US & CA Markets V4

VELOCITY

SHARE

SELL PRODUCTS
TO CONSUMERS
AND REGISTERED
CUSTOMERS

RETAIL MARKUP
RETAILING BONUS
SHARING BONUS

EARNED DAILY

BUILD

BUILD A GROUP OF
CONSUMERS AND
SALES GURUS

BUILDING BONUS

EARNED WEEKLY

LEAD

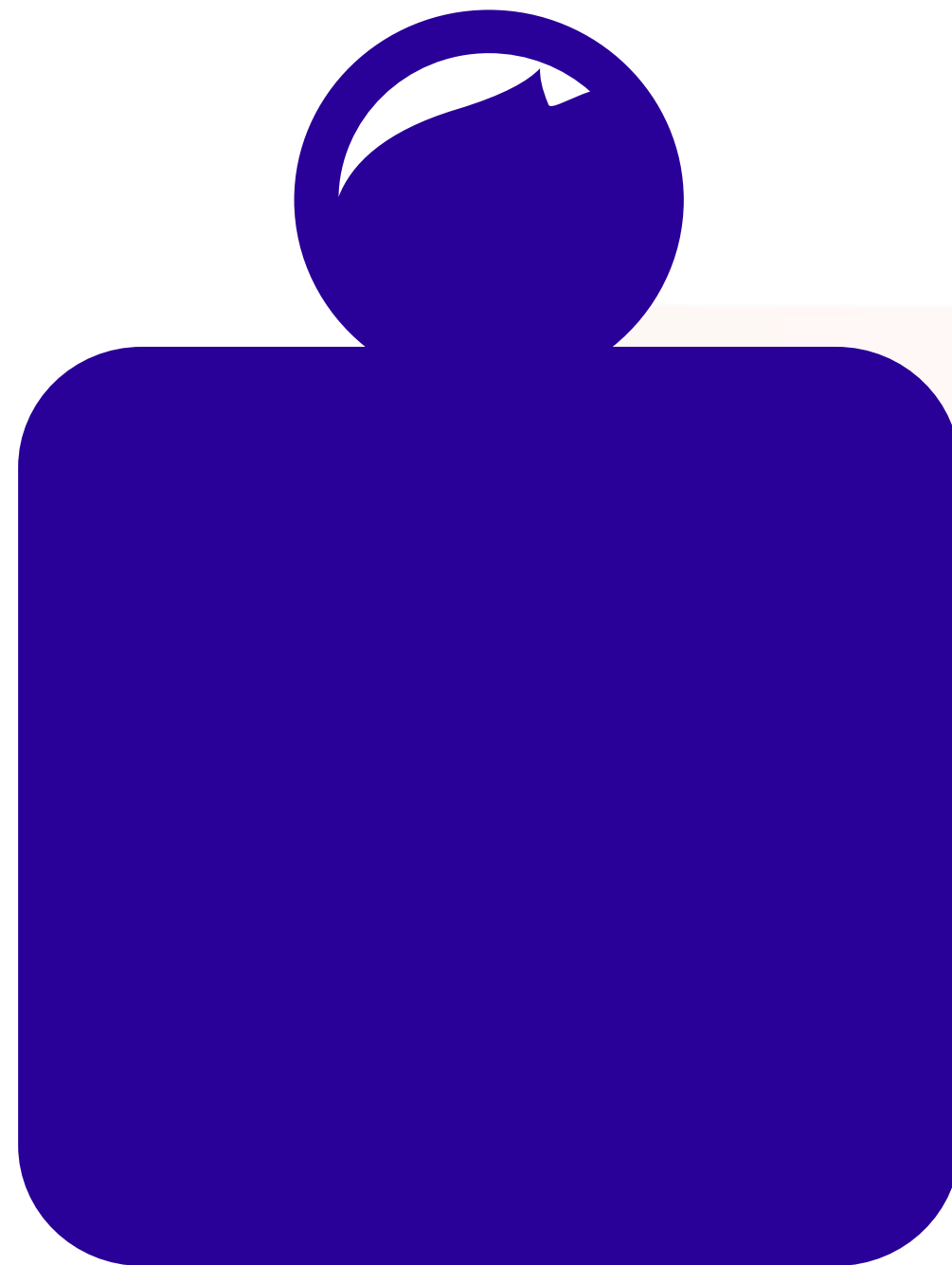
LEAD AND MENTOR
SALES LEADERS TO
REACH MAJOR SALES
MILESTONES

LEADING BONUS

EARNED MONTHLY

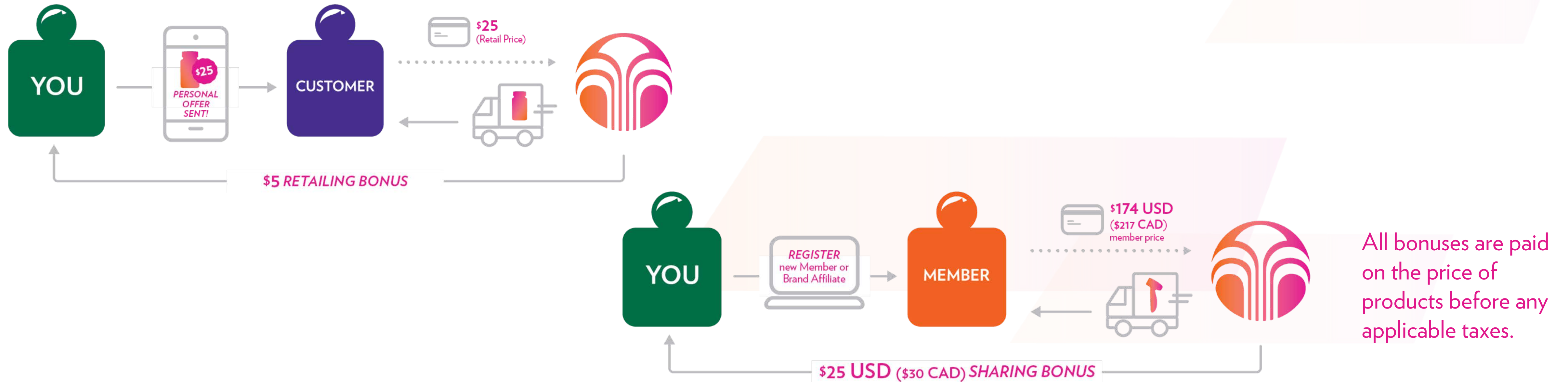


retail



SELL PRODUCTS TO CONSUMERS DIRECTLY AND YOU CAN EARN RETAIL MARKUP.
SELL PRODUCTS THROUGH OUR PERSONAL OFFER SYSTEM AND YOU CAN EARN A RETAILING BONUS!

retail



- EARNED DAILY
- WHENEVER YOU SELL PRODUCTS TO CONSUMERS, YOU KEEP THE DIFFERENCE (RETAIL MARKUP) BETWEEN YOUR TOTAL COSTS (INCLUDING THE MEMBER PRICE, COST OF SHIPPING, ETC.) AND THE PRICE YOU SELL THE PRODUCTS FOR
- BY SELLING PRODUCTS THROUGH THE PERSONAL OFFER SYSTEM, YOU CAN EARN A RETAILING BONUS AND A SHARING BONUS

share



RETAIL
CUSTOMER



MEMBER



BRAND
AFFILIATE



QUALIFYING
BRAND REPRESENTATIVE

SELL PRODUCTS TO YOUR REGISTERED CUSTOMERS,
AND YOU CAN EARN SHARING BONUSES DAILY!

SHARING BONUS



All bonuses are paid on the price of products before any applicable taxes.

- EARNED DAILY
- GENERALLY RANGES BETWEEN **5% TO 20%+** OF A PRODUCT'S MEMBER PRICE
- WHEN YOU PURCHASE PRODUCTS FROM NU SKIN, THE SHARING BONUS IS PAID TO THE BRAND AFFILIATE WHO REGISTERED YOU UNLESS YOU BECOME A BRAND REPRESENTATIVE
- BRAND REPRESENTATIVES KEEP SHARING BONUSES ON THEIR PERSONAL PURCHASES

build



EXAMPLE GROUP

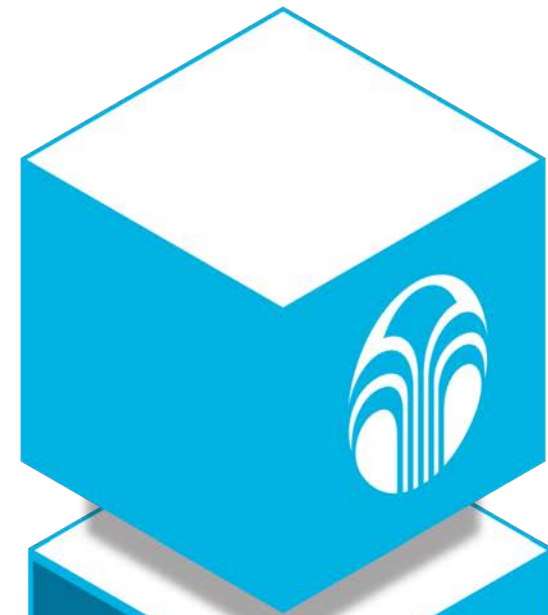
- REGISTERED CUSTOMERS
- RETAIL CUSTOMER
- MEMBER
- BRAND AFFILIATE
- QUALIFYING BRAND REPRESENTATIVE

BUILD A GROUP OF LIKE-MINDED SALES GURUS, AND YOU CAN EARN A BUILDING BONUS ON YOUR ENTIRE GROUP'S SALES WEEKLY!

BUILD

SALES VOLUME = A POINT SYSTEM USED TO COMPARE THE RELATIVE VALUE OF PRODUCTS

BUILDING
BLOCK



= **500** POINTS OF SALES VOLUME FROM ANYWHERE
IN YOUR GROUP

SHARING
BLOCK



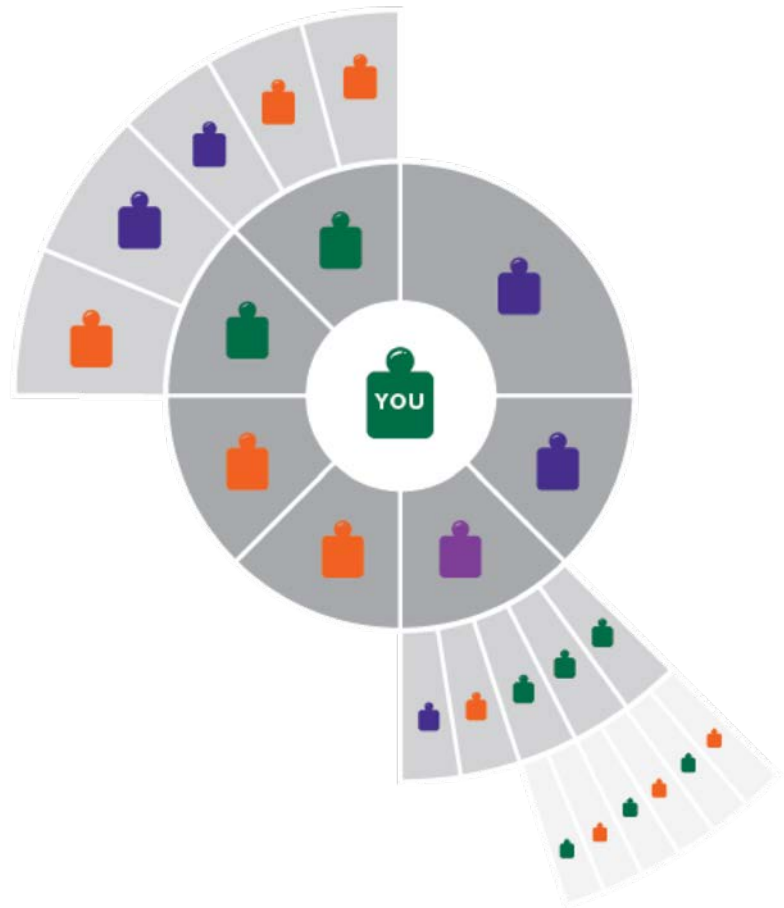
= **500** POINTS OF SALES VOLUME FROM ONLY YOUR
REGISTERED CUSTOMERS

SHARING BLOCKS ARE BUILDING BLOCKS, BUT ONLY COUNT PURCHASES MADE BY YOUR REGISTERED CUSTOMERS

QUALIFICATION

STEP 1

- DEVELOP A GROUP



- SUBMIT A NU SKIN LETTER OF INTENT ONLINE

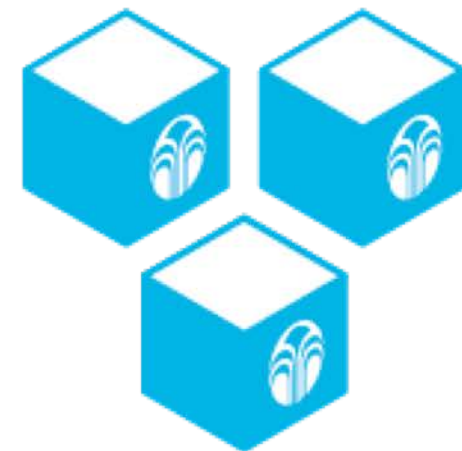
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STEP 2

- COMPLETE 12 BUILDING BLOCKS, 4 OF WHICH ARE ALSO SHARING BLOCKS, WITHIN 6 CONSECUTIVE MONTHS

EXAMPLE QUALIFICATION

MONTH 1



3 BUILDING BLOCKS

MONTH 2



4 BUILDING BLOCKS
(2 ARE SHARING BLOCKS)

MONTH 3



5 BUILDING BLOCKS
(2 ARE SHARING BLOCKS)

MONTHLY MINIMUM:
2 BUILDING BLOCKS

2 BUILDING BLOCKS



=

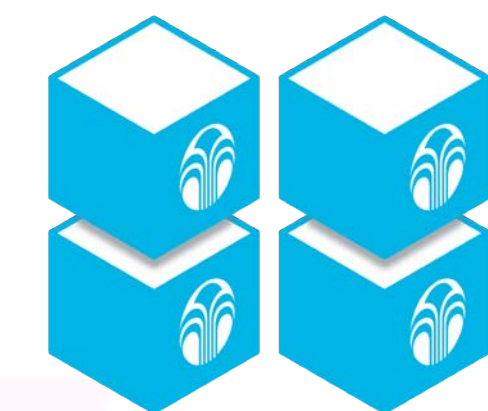
STEP 3

- FINISH QUALIFICATION AND BECOME A BRAND REPRESENTATIVE!

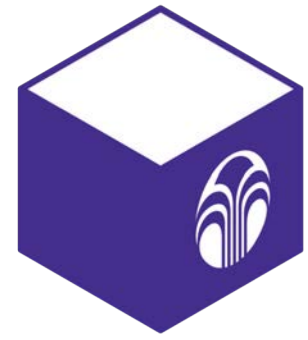


- MONTHLY MAINTENANCE:
4 BUILDING BLOCKS

4 BUILDING BLOCKS



FLEX BLOCKS

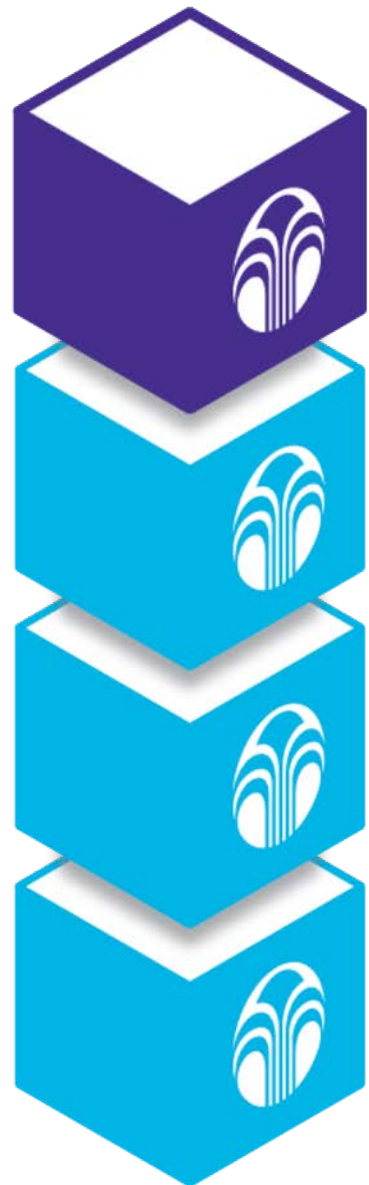


A Building Block substitute that is automatically used to maintain Brand Representative status when the monthly maintenance requirement of 4 Building Blocks is not completed. Flex Blocks do not generate Sales Volume or CSV and have no monetary value.

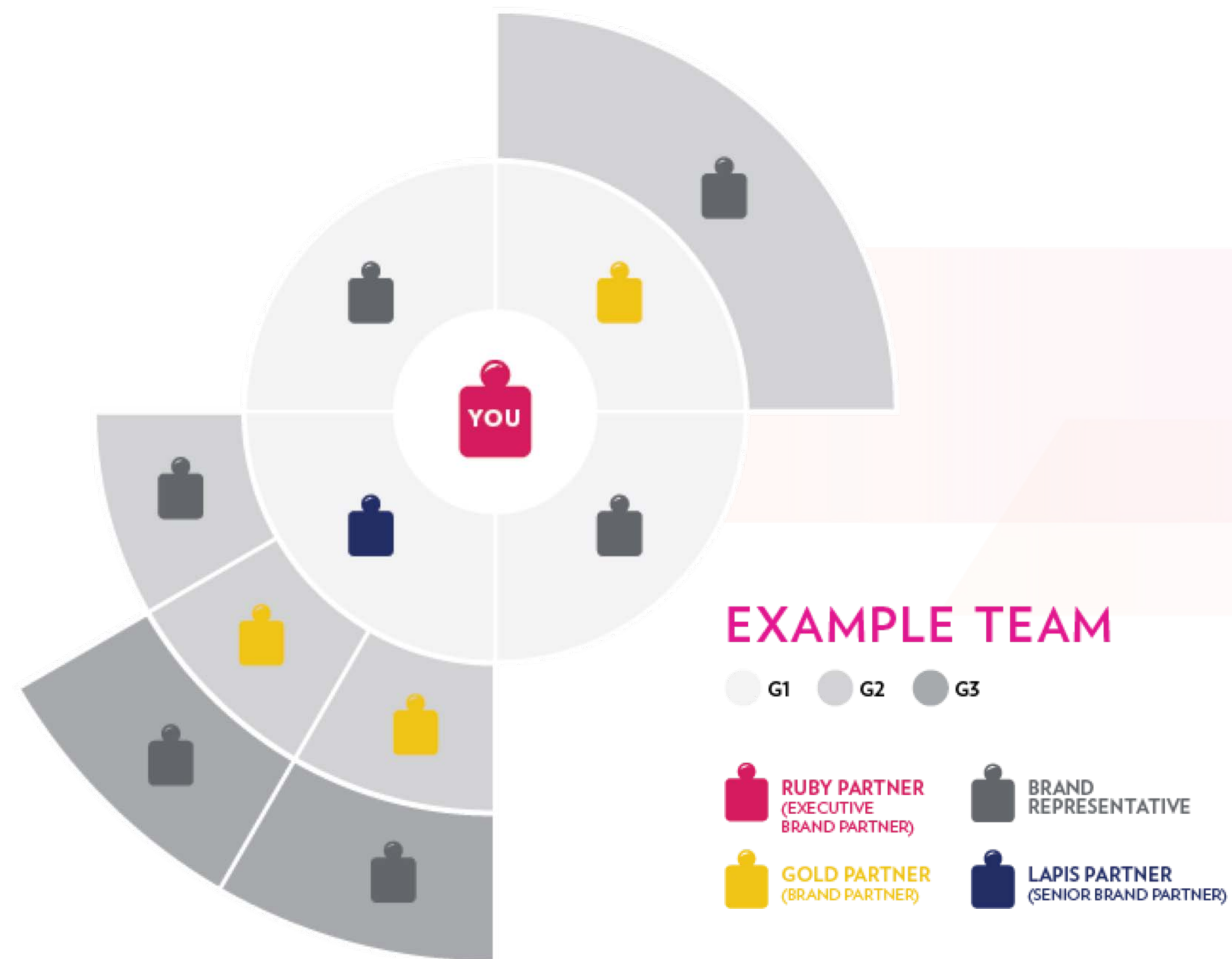
	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5
Allotted	3 Flex Blocks	2 Flex Blocks	1 Flex Block	N / A	N / A
Used	1 Flex Block	0 Flex Blocks	2 Flex Blocks	0 Flex Blocks	0 Flex Blocks
Remaining	2 Flex Blocks	4 Flex Blocks	3 Flex Blocks	3 Flex Blocks	3 Flex Blocks

Brand Representative Anniversary!
3 Flex Blocks
0 Flex Blocks
6 Flex Blocks

Allotted Flex Blocks:
 Month 1: 3 Flex Blocks
 Month 2: 2 Flex Blocks
 Month 3: 1 Flex Block
 Brand Representative Anniversary: 3 Flex Blocks



Lead



HELP YOUR FELLOW BRAND REPRESENTATIVES SUCCEED WITH THEIR OWN CUSTOMERS, AND WE'LL PAY YOU A LEADING BONUS FOR YOUR ENTIRE TEAM'S SALES MONTHLY!

LEADING BONUS

LEADING BONUS		
6+ BLOCKS	<i>earn</i>	10% LEADING BONUS ON YOUR G1 CSV OR 5% LEADING BONUS ON YOUR TEAM CSV (UP TO 6 GENERATIONS)
4-5 BLOCKS	<i>earn</i>	2.5% LEADING BONUS ON YOUR TEAM CSV (UP TO 6 GENERATIONS)

- EARNED MONTHLY
- **2.5%, 5%, OR 10%** ON THE COMMISSIONABLE SALES OF YOUR TEAM
- NUMBER OF GENERATIONS YOU CAN BE PAID ON IS DETERMINED BY YOUR TITLE

SALES LEADER TITLES

BRAND REPRESENTATIVE TITLES

TITLE*	REQUIREMENTS			LEADING BONUS
	G1 BRAND REPRESENTATIVES	LEADERSHIP TEAMS	LTSV PER LEADERSHIP TEAM	PAID GENERATIONS
GOLD PARTNER (BRAND PARTNER)	1	N/A	N/A	1
LAPIS PARTNER (SENIOR BRAND PARTNER)	2	N/A	N/A	2
RUBY PARTNER (EXECUTIVE BRAND PARTNER)	4	N/A	N/A	3**
EMERALD DIRECTOR (BRAND DIRECTOR)	4	1	1 WITH 10K LTSV	4**
DIAMOND DIRECTOR (SENIOR BRAND DIRECTOR)	5	2	1 WITH 10K LTSV + 1 WITH 20K LTSV	5**
BLUE DIAMOND DIRECTOR (EXECUTIVE BRAND DIRECTOR)	6	3	1 WITH 10K LTSV + 1 WITH 20K LTSV + 1 WITH 30K LTSV	6**
TEAM ELITE (PRESIDENTIAL DIRECTOR)	6	4	1 WITH 10K LTSV + 1 WITH 20K LTSV + 1 WITH 30K LTSV + 1 WITH 40K LTSV	6**

*To be eligible to be paid on Generations 3–6, you must not be involved in any sales or other activities that promote or benefit another direct sales company.

**There are additional requirements to receive recognition as a Team Elite (Presidential Director).

VELOCITY

SHARE

BUILD

LEAD

Earning meaningful sales compensation through Velocity by Nu Skin™ requires considerable time, effort, and commitment. There are no guarantees of financial success and results vary widely among participants. In 2016, the average commission paid to U.S. Active Distributors each month was \$185.41, or \$2,224.93 on an annualized basis. In 2016, the average monthly commission paid to U.S. Active Distributors who earned a commission check was \$912.64, or \$10,951.72 on an annualized basis. Note that these figures do not represent a Distributor's profit, as they do not consider expenses incurred by a Distributor in the promotion of his/her business and do not include retail markup income.

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In Canada, the total amount for a typical distributor is determined by any Distributor level account that had personal volume or sponsoring activity in December 2016 and that received at least one commission cheque in 2016. A typical distributor earned \$757 (CAD) in 2016 and this constitutes 58% of all active participants receiving a cheque during 2016. The remaining participants are Executive level and above.

For a complete summary of sales compensation paid at all levels within Nu Skin's Global Sales Compensation Plan in Canada, please contact the Company at 1-800-487-1000 or visit nuskin.com/cadistributorearnings. For more information regarding Velocity by Nu Skin, please see the Velocity by Nu Skin Brochure or contact your account manager.