

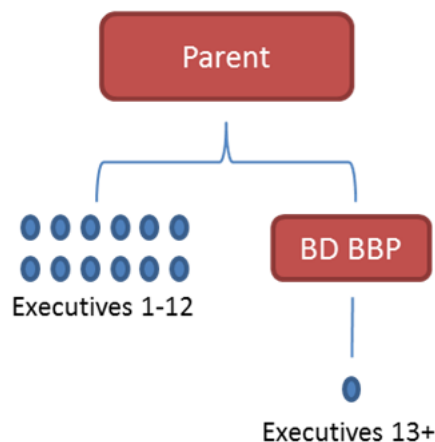
Blue Diamond BBP and Team Elite BBP – Guideline

These rules governing Nu Skin’s Blue Diamond and Team Elite Business Builder Positions (“BD BBP” and “TE BBP,” respectively) are to be used collectively with the Policies and Procedures and Sales Compensation Plan. These Rules form a part of the Sales Compensation Plan. Any capitalized terms used and not defined herein shall incorporate by reference those terms as defined in the Policies and Procedures and Sales Compensation Plan.

Blue Diamond BBP

1. A BD BBP account is established for distributor accounts (“Parent Account”) in the first month in which they achieve Blue Diamond status with 12 G1 (first-generation) Breakaway Executives in accordance with the requirements of the Sales Compensation Plan. The BD BBP is provided to Blue Diamond distributors for the accumulation of additional Breakaway Executive Bonus compensation as well as all other types of Executive bonus commissions that can be earned by a qualified Blue Diamond account.
 - (a) The BD BBP is placed directly under the Parent Account. However, a BD BBP does not count as a first-generation Breakaway Executive for purposes of Title qualification or other qualification or recognition for the Parent Account.
 - (b) A maximum of 2 first-generation Provisional Executives can be counted for BD BBP qualification purposes.
 - (c) Only newly sponsored Distributors and Customers can be placed under the BD BBP. Existing distributors/Executives and customer accounts under the Parent Account cannot be transferred or merged to or under the BD BBP
 - (d) The Parent Account cannot use the BD BBP to make purchases. There is not separate GV or PV requirements for the BD BBP account, and all non-breakaway volume under the BD BBP will be combined with the Parent Account non-breakaway volume for qualification purposes.
 - (e) The BD BBP will earn all commissions/bonuses that a qualified Blue Diamond account is eligible to receive as long as it remains qualified as set forth below.

Example of a Blue Diamond with a BD BBP

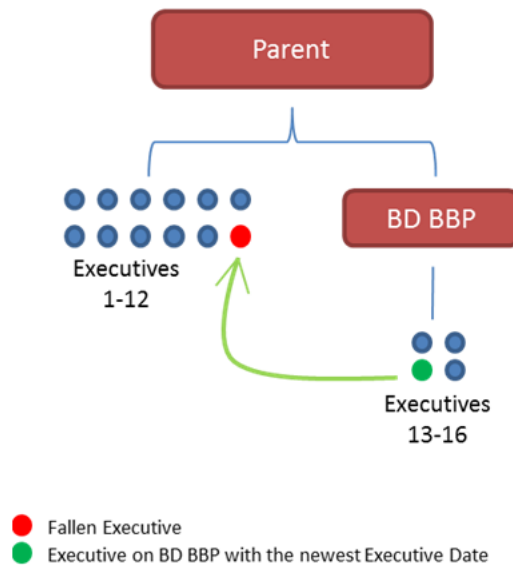


2. If the Parent Account falls below 12 first-generation Breakaway Executives, Nu Skin will automatically transfer first-generation Breakaway Executives, of any pin-level, from the BD BBP to the Parent Account as available and

necessary to meet the difference; with such transfer to be effective as of the first of the month in which the Parent Account failed to maintain 12 first-generation Breakaway Executives.

- (a) Nu Skin will move the most recent first-generation Breakaway Executive (determined by the date the account became an Executive) first to the Parent Account, and so on until no accounts exist to be moved. Any exceptions to this must be approved by Nu Skin.
- (b) Such transferred accounts may not be moved back under the BD BBP account unless a new first-generation Breakaway Executive is developed under the Parent Account within 6 months of the date that each account is moved up, and the Parent Account provides Nu Skin with written notification of this request within the same 6 month period. The account most recently moved up to the Parent Account shall be moved back first, and so forth.

Example of a Executive Rollup to the Parent

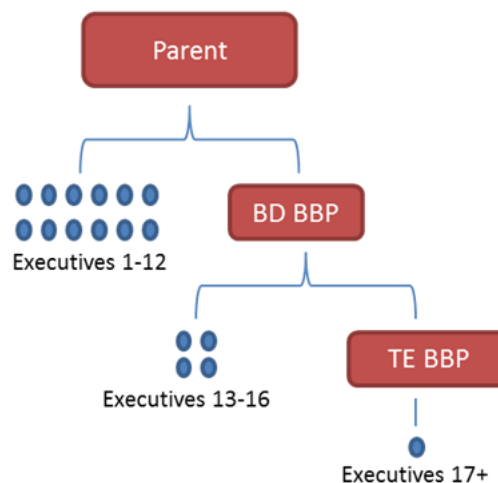


3. Commission payout to a BD BBP account will continue as long as the Parent Account continues to maintain a minimum of 12 first-generation Breakaway Executives and meets all other requirements for Blue Diamond commission payout under Sales Compensation Plan. At any time such requirements are not met, after taking into account all moves described in point 2 above, then BD BBP is titled as a Distributor and paid as a Distributor.
4. The BD BBP account will be deleted from the system if the Parent Account falls out of Executive status and no longer has the Executive Re-entry option available as described in the Sales Compensation Plan (e.g., already used or past the 6 month window).
5. All exceptions to these Rules require the written approval of Nu Skin.

Team Elite BBP

1. A TE BBP account is established for Parent Accounts in the first month in which 16 first-generation Breakaway Executives, determined on a combined basis between the Parent Account and the BD BBP account, are achieved. A BD BBP must have been granted in order for a TE BBP to be granted. A BD BBP and TE BBP may both be awarded in the same month. The TE BBP is provided to qualifying Team Elites for the accumulation of additional breakaway Executive Bonus compensation under the Sales Compensation Plan as well as other types of Executive bonus commissions that can be earned by the BD BBP and Parent Account except noted below.
 - (a) The TE BBP is placed directly under the BD BBP account. However, a TE BBP does not count as a Breakaway Executive for purposes of Title qualification or other qualification or recognition.
 - (b) Only newly sponsored distributors and customers can be placed under the TE BBP. Existing distributors/Executives and customers that are established under the Parent Account and BD BBP account cannot be transferred or merged to or under the TE BBP.
 - (c) The Parent Account cannot use the TE BBP to make purchases. There is not separate GV or PV requirements for the TE BBP account, and all non-breakaway volume under the TE BBP will be combined with the Parent Account and BD BBP non-breakaway volume for qualification.
 - (d) The TE BBP will earn all commissions/bonuses that a qualified Blue Diamond account is eligible to receive as long as it remains qualified as set forth below.

Example of a Qualifying Team Elite with a TE BBP

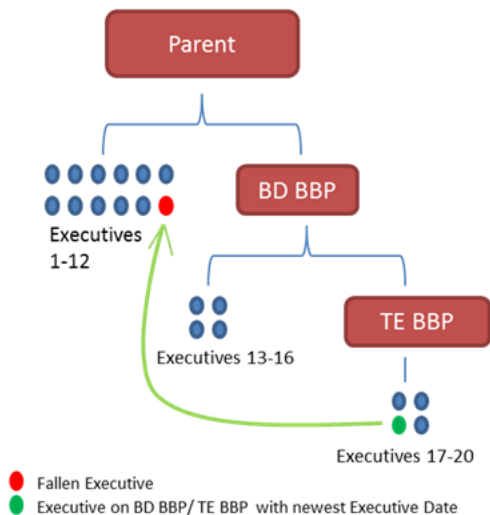


2. If the Parent Account falls below 12 first-generation breakaway Executives, Nu Skin will automatically transfer first-generation Breakaway Executives, of any pin-level, from the BD BBP or TE BBP accounts as available and necessary to meet the difference as described below; with such transfer to be effective as of the first of the month in which the Parent Account failed to maintain 12 first-generation Breakaway Executives.
 - (a) Nu Skin will move the most recent first-generation Breakaway Executive (determined by the date the account became an Executive) from either the BD BBP or TE BBP account and so on until no accounts exist to be moved.
3. If the Parent Account and BD BBP account sum falls below 16 first-generation Breakaway Executives and the conditions of #2 have been met, Nu Skin will automatically transfer first-generation Breakaway Executives, of any

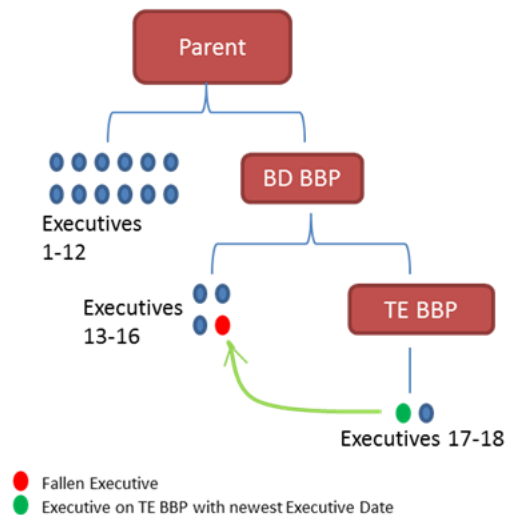
pin level, from the TE BBP account as available and necessary to meet the difference; with such transfer to be effective as of the first of the month in which the Parent Account and BD BBP Account failed to maintain a combined 16 first-generation Breakaway Executives. Nu Skin will move the most recent first-generation Breakaway Executive (determined by the date the account became an Executive) from the TE BBP account to the BD BBP account, and so on until no accounts exist to be moved.

4. Any accounts transferred pursuant to points 2 and 3 above may not be moved back under the BD BBP or TE BBP account unless a new first-generation Executive is developed under the Parent Account or BD BBP account within 6 months of the date that each account is moved up, and the Parent Account provides Nu Skin with written notification of this request within the same 6 month period. The account most recently moved up to the Parent Account shall be moved back first, and so forth.
 - (a) If the TE BBP is no longer available at the time of the request (i.e. Parent Account and BD BBP sum is no longer at least 16 first-generation Breakaway Executives), the G1 Executive will be placed on the BD BBP.
 - (b) If within the same six month window, the Parent Account regains 16 G1 Breakaway Executives (on a combined basis with the BD BBP), the Parent Account can request a subsequent move from the BD BBP to the TE BBP.

Example of an Executive Rollup to the Parent



Example of an Executive Rollup to the BD BBP



5. Commission payout to a TE BBP account will continue as long as (i) the Parent Account continues to maintain a minimum of 16 first-generation Breakaway Executives on a combined basis with the BD BBP; and (ii) a BD BBP account is maintained. At any time such requirements are not met, after taking into account all moves described in points 2 and 3 above, then the TE BBP is titled as a Distributor and paid as a Distributor.
6. The TE BBP will be deleted from the system if the Parent Account falls out of Executive status and no longer has the Executive Re-entry available as described in the Sales Compensation Plan (e.g., either already used it or is past the 6 month window).
7. All exceptions to these Rules require the written approval of Nu Skin.

FAQs

1. Do I need to complete Team Elite qualification in order to receive my TE BBP?
 - a. A Blue Diamond or Team Elite will be awarded either of these in the first month in which they meet the associated requirements. As such, a leader does not need to have completed the recognition qualifications to receive a BD BBP or a TE BBP.
2. If I am paid as a Blue Diamond under the terms of the Sales Compensation Plan for the first time AND I have 16 G1 Breakaway Executives, can I receive both the BD BBP AND the TE BBP in the same month, or do I need to wait until the BD BBP is established first?
 - a. A BD BBP is established for Blue Diamonds in the first month in which they achieve Blue Diamond status in accordance with the requirements of the Sales Compensation Plan. The Blue Diamond parent (or original) account must have 12 first-generation Breakaway Executives (inclusive of at most 2 Provisional Executives) to receive a BD BBP.
 - b. A BD BBP must have been granted in order for a TE BBP to be granted. A BD BBP and TE BBP may both be awarded in the same month.
3. If I am a re-qualifying Team Elite, will my TE BBP be set up in the first month in which I have 16 G1 Breakaway Executives?
 - a. Yes.
4. How will the creation of the BD BBP and TE BBP in my downline impact my commission payout?
 - a. Each of these accounts will be treated as a separate breakaway Executive distributor account in the genealogy under the Sales Compensation Plan. This will impact commission payout as follows:
 - i. For BD BBP accounts, (A) volume placed under the BD BBP will be volume one level below the parent account (GV of a G 1 Breakaway Executive rather than GV of the parent account for payout purposes) and (B) qualified Executive distributors under the BD BBP will be G2 Breakaway Executive distributors to the parent account (G3 for the upline Executive of the parent account and so forth) for purposes of determining the payout of the breakaway bonus for upline Executives.
 - ii. For TE BBP accounts, (A) volume placed under the TE BBP will be volume two levels below the parent account (GV of a G2 Breakaway Executive rather than GV of the parent account or the BD BBP account for payout purposes) and (B) Executive distributors under the TE BBP will be G3 Breakaway Executive distributors to the parent account (G4 for the upline Executive of the parent account, and so forth) for purposes of determining the payout of the breakaway bonus for upline Executives.
5. When will my TE BBP account be created if I already maintain 16+ first-generation breakaway Executives as of January 1, 2014?
 - a. All qualifying Team Elites with 16 Breakaway Executives will be identified following the December commission run and a TE BBP will be set up for them.
6. Can I view my TE BBP account in V&G?
 - a. Yes, the same web login that you have established will work for all 3 accounts (Parent, BD BBP, TE BBP) and all 3 accounts can be viewed in V&G.