

Nu Skin

Sales Performance Plan

Supercharge Your Future

Selling Bonus + Affiliate Referring Bonus

Sell Products to Your Direct Customers + Help Your Brand Affiliates Do the Same

What You Do	What You Earn**	
Sell Products to your Direct Customers*	4-20% Selling Bonus Paid on the Net Sales Price* of your monthly Product sales to your Direct Customers	4-24% Affiliate Referring Bonus[†] Paid on your monthly Personally Registered Affiliate Sales*
0–499 DC-SV	4%	4%
500–2,499*** DC-SV	8%	12%
2,500–9,999 DC-SV	12% (Brand Representatives and above only)	16% (Brand Representatives and above only)
10,000+ DC-SV	20% (Brand Representatives and above only)	24% (Brand Representatives and above only)

* A Direct Customer is a Member or Retail Customer to whom a Brand Affiliate directly sells Products through Nu Skin Systems, and Customers who purchase Products directly from a Brand Affiliate through eligible Drop Ship Orders. Direct Customer Sales Volume (DC-SV) is the sum of all Product Sales Volume from purchases by your Direct Customers. Net Sales Price is the price paid for Products, not including retail markup, tax, and shipping. Personally Registered Affiliate Sales are the Product sales made by your Personally Registered Brand Affiliates, calculated by summing the Net Sales Price of Products sold to their Direct Customers.

** 4% of your Selling Bonus is calculated daily. Any additional Selling or Affiliate Referring Bonus percentages you qualify for will be calculated and added to your Nu Skin Bonus Account each week.

*** Brand Affiliates who complete 2,500 DC-SV or more but do not achieve Brand Representative status will be entitled to a maximum of 8% for Selling Bonus, and a maximum of 12% for Affiliate Referring Bonus.

[†]A minimum of 250 DC-SV is required each month to earn any Affiliate Referring Bonus.

Building Bonus

Become a Brand Representative & Build a Growing Group of Customers and Brand Affiliates

What You Do	What You Earn
Become a Brand Representative & grow your monthly Group Sales Volume ^{††} , which must include 250 of your own Direct Customer Sales Volume	5-10% Building Bonus Paid on your monthly Group Commissionable Sales Value ^{††}
2,000–2,999 GSV	5%
3,000+ GSV	10%

^{††}Your Group consists of (1) you, (2) any of your Members, Retail Customers and Brand Affiliates, and (3) any of your Brand Affiliates’ Members, Retail Customers, and Brand Affiliates, and so on. Your Group will include the Groups of your Brand Affiliates who are in Brand Representative Qualification. Group Sales Volume (GSV) is the sum of Sales Volume from all Product purchases within your Group. Commissionable Sales Value (CSV) is a currency value that is set for each Product, used to calculate Building and Leading Bonuses.

Leading Bonus

Keep Growing Your Group & Lead a Team of Brand Representatives

What You Do	What You Earn	
Maintain your Brand Representative status, achieve 3,000 Group Sales Volume each month, and develop Leadership Teams [†]	5% Leading Bonus Paid on your monthly Team [†] Commissionable Sales Value	
Leadership Teams	Title	Generations Paid ^{††}
1	Brand Partner	5% on your G1
2	Senior Brand Partner	5% on your G1–G2
3 Including 1 with ≥ 5,000 LTSV	Executive Brand Partner	5% on your G1–G3
4 Including 1 with ≥ 10,000 LTSV	Brand Director	5% on your G1–G4
5 Including 1 with ≥ 10,000 LTSV + 1 with ≥ 20,000 LTSV	Senior Brand Director	5% on your G1–G5
6 Including 1 with ≥ 10,000 LTSV + 1 with ≥ 20,000 LTSV + 1 with ≥ 30,000 LTSV	Executive Brand Director	5% on your G1–G6

[†]Your Leadership Teams consist of your G1–G6 Brand Representatives starting at each of your G1 Brand Representatives. Leadership Team Sales Volume (LTSV) is the sum of all Sales Volume from a given Leadership Team. Your Team consists of all Generations of Brand Representatives and their Groups as determined by your Title. Your Team does not include you or your Group.

^{††}To be eligible to be paid on Generations 3–6 you must not be involved in Business Development Activities for another Direct Sales Company (not including Nu Skin Enterprises, Inc. affiliated entities).

Generating compensation as a Brand Affiliate requires considerable time, effort, and dedication. Success will also depend upon your skills, talents, and leadership abilities. There is no guarantee of financial success, and results will vary widely among participants.

A complete summary of earnings at each level can be found at:
https://www.nuskin.com/content/nuskin/en_HK/corporate/REGULATORY_CORNER.html
You must be a Brand Representative and meet certain sales and other requirements to receive Building Bonus and Leading Bonus.