

## NU SKIN® 獎勵提速計劃中可替代的品牌代表資格 考核加速版修正內容

生效日期：2020年10月1日

NUSKIN® 獎勵提速計劃(“本計劃”)特此作如下所述修改。此修改內容將合併於本計劃中，且本計劃的所有其他條款和條件將保持不變並完全有效。此修改內容將於2020年10月1日起生效。請聯繫您所在的市場或品牌專員獲取更多資訊。

### 1. 資格考核現作以下修改：

發展您的事業並使它持續茁壯是一件非常有成就感的事，然而這並不容易。我們利用一套簡單的資格考核系統助您追蹤成為品牌代表的個人進度。

#### 第一步

第一步是您需要建立一個穩健的小組並線上提交一份品牌代表考核意向書。當這一切都準備妥當，我們會給您一個相符您的新責任的名銜 – **考核中品牌代表**。

#### 第二步

資格考核將引導您建立一個客戶群，每月幫助您成功成為一個品牌代表。您需要在連續6個曆月之內完成12個建構業績區塊（4個是分享業績區塊）來完成資格考核。

或者，如果您在2020年10月1日到2021年3月31日期間，您可以在您資格考核期間的任何一個曆月內通過完成4個分享業績區塊的方式（以下稱為“超級提速計劃”）來完成資格考核。另外，如果您在2020年9月1日到2020年9月30日期間完成了4個分享業績區塊，您就會被視為在9月底完成了超級提速計劃的考核要求，並在2020年10月1日被晉升為品牌代表。如果您沒有通過這種方式完成考核，您仍可以繼續採用在連續6個曆月完成12個建構業績區塊（其中4個是分享業績區塊）的方式來完成考核。之前的可替代的品牌代表資格考核加速版將於2020年10月1日被超級提速計劃取代。

#### 第三步

在每個考核月中，您必須至少完成2個建構業績區塊。

#### 資格考核的定義：

“資格考核”—資格考核是品牌專員成為品牌代表需經歷的過程。您提交一份品牌代表考核意向書後即開始您的資格考核，並成為考核中品牌代表，在完成所有的資格考核要求後，您將會成為品牌代表。更多細節請參考“建構—資格考核”。



12個建構業績區塊（4個分享業績區塊）

#### 超級提速計劃



4個分享業績區塊

**請注意：**考核中品牌代表如果沒能維持每個月資格考核的要求或者在6個月內沒有完成資格考核，需要重新提交一份品牌代表考核意向書，並且再次開始資格考核。

考核中品牌代表在完成資格考核後將會歸屬於離他最近的品牌代表。為了使您的小組仍在您的團隊，請確保您資格考核的第一個月是等於或早於他們完成資格考核的月份。

# VELOCITY

## Amendment to the Accelerated Alternative Brand Representative Qualification of Velocity by Nu Skin® Sales Performance Plan

Effective October 1, 2020

The Velocity by Nu Skin® Sales Performance Plan (the “Plan”) is hereby amended as described below. This amendment will be incorporated into the Plan and all other terms and conditions of the Plan will remain unchanged and in full force and effect. This amendment will be effective from October 1, 2020. Contact your market or Brand Affiliate for additional information.

### 1. Qualification is hereby replaced with the following:

Building your business into something bigger and better is awesome, but it’s not easy. We help you keep track of your personal progress to become a **Brand Representative** using a simple system we call **Qualification**.

#### Step 1:

The first step is to develop a strong Group and submit a **Letter of Intent** online. Once you’re set, we give you a fancy Title to go with your new responsibilities — **Qualifying Brand Representative**.

#### Step 2:

Qualification guides you to create the kind of customer base that will help you succeed monthly as a Brand Representative. To finish Qualification, you will need to complete 12 Building Blocks (4 being Sharing Blocks), within 6 consecutive calendar months.

**Alternatively, from October 1, 2020 through March 31, 2021, you may complete the Qualification Requirements by completing 4 Sharing Blocks within any calendar month during the Qualification Period. Additionally, if you complete 4 Sharing Blocks between September 1, 2020 and September 30, 2020, you will be deemed to have completed the Qualification Requirements at the end of September 2020 and will be promoted to Brand Representative on October 1, 2020.** If you do not finish Qualification under this alternative track, you can still finish Qualification by completing 12 Building Blocks (4 being Sharing Blocks), within 6 consecutive calendar months.”

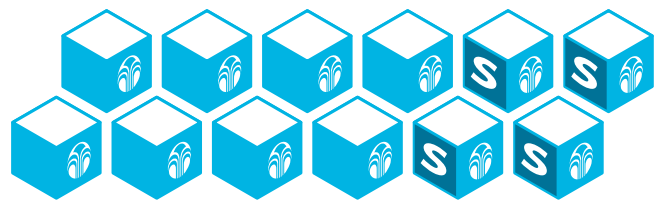
The former Accelerated Alternative Brand Representative Qualification will be replaced by 4 Sharing Blocks Qualification Track from October 1, 2020.

#### Step 3:

Each calendar month of Qualification, you must complete at least 2 Building Blocks.

### The definition of Qualification is hereby replaced with the following:

“**Qualification** — The process Brand Affiliates undergo to become Brand Representatives. You begin Qualification by submitting a Letter of Intent and are reclassified as a Qualifying Brand Representative. After completing all Qualification requirements, you are reclassified as a Brand Representative. Please see Build – Qualification for more details.”



12 Building Blocks (4 Sharing Blocks)

#### 4 Sharing Blocks Qualification Track



4 Sharing Blocks

**Notes:** Qualifying Brand Representatives who miss a month’s continuing Qualification requirements or do not finish Qualification in 6 months, will need to submit a new Letter of Intent and begin Qualification again.

Qualifying Brand Representatives are moved up to the nearest Brand Representative after finishing Qualification. Make sure you finish your first Qualification month in the same month or earlier than the month anyone in your Group finishes Qualification themselves to keep them in your Team.