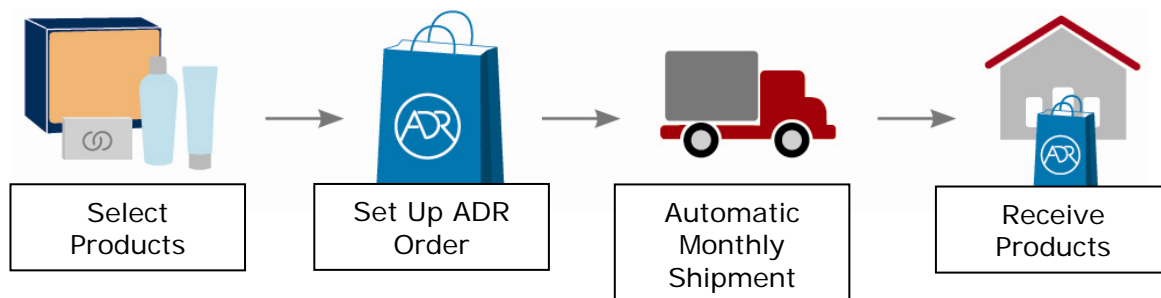


Russia

Automatic Delivery Rewards Programme (ADR)

ADR Benefits

ADR is an automatic monthly ordering programme for Distributors, Preferred and Retail Customers. It promotes the monthly automatic purchase of Nu Skin®, Pharmanex® and Big Planet™ products, as well as Nourish the Children® (NTC) donations. ADR members set up a monthly ADR order for the Nu Skin®, Pharmanex®, Big Planet™ or NTC products of their choice with a specified process date – subscribers save time, money and are rewarded with free product points.



Benefits

- **Distributor, Preferred and Retail Customer ADR enrolment at signup:** When a NEW Distributor, Preferred or Retail Customer enrolls on ADR during signup, they can either:
 - **Enrol on ADR via fax at signup:** When they sign-up via fax without a **minimum 50 Personal Sales Volume (PSV) ADR after discount or 100 PSV regular order**, there is a 880 RUB registration fee.
 - **Enrol on ADR online at signup:** When they sign-up online **without a minimum 50 PSV ADR after discount or 100 PSV regular order**, they will receive 50% off the registration fee.
 - **OR sign-up with an ADR or a regular order:** By enrolling with an ADR of 50 PSV or more after discount or with a minimum 100 PSV regular order at signup, the registration fee is waived.
- **Order:** The order policy is one ADR order per month per inquiry.
- **Price:** 5% discount off wholesale prices.
- **Shipping:** Flat rate shipping, 50% discount off the regular shipping rate.
- **Standard Shipping Charges for Fax Management:** Distributors who manage their ADR via the Customer Service and not online, forfeit the flat ADR shipping rate and are charged the standard shipping fee.

- **Online Management Tools:** Distributors have access to do the following online tools:
 - Sign-up a New Distributor
 - Sign-up a New Preferred Customer*
 - Sign-up a New Retail Customer
 - Create a New ADR
 - ADR management:
 - Change shipment date
 - Change products
 - Change ship-to address
 - Change payment method (please contact your local Customer Service to find out what **payment methods** are applicable to your market).
 - Redeem product points online for inquiries and ADRs.
 - Use points on one-time web orders with standard shipping charge.

*The Preferred Customer signup can only be accessed through My Office.

- **One-time Orders Online:** Distributors, Preferred and Retail Customers may place one-time orders online and pay ADR prices, however, they do not earn ADR product points.
- **Product Points:** Product points **awarded** on the subtotal of ADR orders and are redeemable for products based on the products' PSV.
 - The maximum amount of product points that may be accumulated on an account is 900.
 - Product points will expire one year after they have been awarded.
 - Expiring product points can be seen when the Distributor logs online, as well as on their invoices.
 - A maximum of 75 product points can be awarded each month per account.
 - Product points can only be redeemed in the country where the invoice of the ADR was issued.

Note: Product points are awarded on Nu Skin[®] and Pharmanex[®] products.

- **Redeem Product Points:** Product points can be **redeemed** for Nu Skin[®] and Pharmanex[®] products (registration fee, Business Portfolio, sales aids/marketing materials, introductory packages, Nu Colour[®] accessories and most promotional packages may not be redeemed with product points).
- Product points can also be redeemed for VitaMeals.
- **Returned Product:** When a product is returned, the product points earned on that product will be deducted from the account.
- **Monthly ADR:** Distributors earn product points from their monthly ADR.
 - **20%:** Monthly orders one to 12 receive 20% of the PSV total in product points.
 - **30%:** Monthly orders after the 13th order receive 30% of the PSV total in product points.



- **Holds:** A Distributor may put their ADR on hold for up to three times per calendar year.
- **Flexibility:** Online maintenance, change ADR as needed and choose process date between the **1st and 25th** of each month.
- **International:** International Distributors may also enrol on ADR and receive the discounted 5% price, however, they will not receive product points.
- **Cancelling ADR:** Customers may call at any time to cancel their ADR. There is no additional cost for cancelling. Cancellations need to be received in writing (fax, email or post).

Russia ADR Differences

Overview

	ADP**	ADR
Flat rate shipping		X
Online management (see table below)		
Choice of process date	X	X
5% off wholesale prices		X
ADP price discount:		
10% product discount (run 1-6)	X	
50 PSV after discount to receive ADR benefits		X
Cancelling ADR at no cost	X	X
Pay for registration fee*	X	*
Monthly		X
One ADR order per inquiry per month	X	X
Holds, maximum of 3 holds per calendar year		X

*As long as the ADR is a minimum of 50 PSV after discount, the registration fee is waived.

**ADP – Automatic Delivery Programme

Online Management Differences

	ADP	ADR
Sign-up a new Distributor	X	X
Sign-up a new Preferred Customer	X	X
Sign-up a new Retail Customer	X	X
Create an ADR	X	X
ADR management:		
Select process date	X	X
Select desired product	X	X
Select ship-to address	X	X
Select payment method	X	X
Most payment methods accepted*		X
Redeem points for inquiries and overrides		X
Cancel ADR		
Placing holds		
Redeem points for one-time online orders		X
One-time online orders receive ADR prices		X

*Please check with your local Customer Service to find out the exact payment methods offered in your market for ADR.

Product Point Differences

	ADP	ADR
Product points based on ADR PSV total		X
Online order with product points (one-time or ADR)		X
Maximum of 75 product points earned per month per account		X
Maximum number of product points on an account per annum (900)		X
Expiration date on product points		X
Expiring product points shown online and on invoices		X
Returned products lose product points earned		X