



## 2020 TEAM ELITE PLATINUM PROGRAM

### 2021 LONDON TEAM ELITE TRIP

The Team Elite Trip Program is intended to promote long-term, sustainable sales to consumers. This program is governed by the following rules (“Qualification Rules”). These Qualification Rules are unrelated to our Mainland China business, which does not participate in Nu Skin’s Global Sales Performance Plan and operates under a different business model.

### TEAM ELITE PLATINUM BENEFITS

- Recognition at Global, Regional, and Market Events
- All Current Team Elite Platinum—Corporate and Regional Wall of Fame Recognition for 2 years
- Team Elite Platinum Pin/Insert
- Exclusive Team Elite Platinum Gifts and Experiences\*

\*Details about exclusive Team Elite Platinum gifts and experiences will be announced at a later date.

### TEAM ELITE PLATINUM QUALIFICATION

#### QUALIFICATION PERIOD: JANUARY 1, 2020–DECEMBER 31, 2020

1. Meet all requirements to attend the 2021 London Team Elite Trip. Please see the 2020 Team Elite Trip Program for full details.
2. Achieve 2,500,000 Organizational Sales Volume between January 1, 2020–December 31, 2020.\*
3. Achieve the following incremental Organizational Sales Volume between January 1, 2020–December 31, 2020 compared to your total Organizational Sales Volume for 2019:
  - 1-Star: 500,000+
  - 2-Star: 1,000,000+
  - 3-Star: 1,500,000+
  - 4-Star: 2,000,000+

**IMPORTANT:** For the purposes of requirement 3 only, you may only count a maximum of 1,000,000 Organizational Sales Volume growth from each of your Leadership Teams.

4. Achieve the following in December 2020:

Pre-Velocity	Velocity
**15 Qualified G1 Brand Representatives (Breakaway Executives)	6 G1 Brand Representatives 4 Leadership Teams: 1 with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume 1 with 30,000+ Leadership Team Sales Volume 1 with 40,000+ Leadership Team Sales Volume
1 incremental Leadership Team (with 10,000+ Leadership Team Sales Volume) in December 2020 compared to your total number of Leadership Teams in December 2019	

**TEAM ELITE PLATINUM MAINTENANCE PERIOD: JANUARY-MARCH 2021**

Pre-Velocity	Velocity
<p>**15 Qualified G1 Brand Representatives (Breakaway Executives)</p>	<p>6 G1 Executives/Brand Representatives</p> <p>4 Leadership Teams:                      1 with 10,000+ Leadership Team Sales Volume                      1 with 20,000+ Leadership Team Sales Volume                      1 with 30,000+ Leadership Team Sales Volume                      1 with 40,000+ Leadership Team Sales Volume</p>

\*For purposes of these Qualification Rules, Organizational Sales Volume is the sum of the monthly Sales Volume from your Group and the Groups of your G1–G6 Brand Representatives for each month in 2020.

\*\*A Qualified G1 Brand Representative (Breakaway Representative) is (1) a G1 Brand Representative (Breakaway Executive) or (2) a Demoting Brand Representative (Executive) who has a Brand Representative (Executive) in their organization, including a Brand Representative (Executive) using Flex Blocks.

**TERMS AND CONDITIONS**

You acknowledge and agree that your participation in the Team Elite Platinum Program constitutes your full and unconditional agreement to and acceptance of the Qualification Rules, including these terms and conditions.

1. Any Brand Affiliate in good standing may participate in the Team Elite Platinum Program (Participant). A Participant who violates the terms and conditions of their Brand Affiliate Agreement or these Qualification Rules may be deemed ineligible. Eligibility for all Team Elite Platinum benefits is based on meeting all requirements of the applicable Sales Performance Plan, including all monthly customer sales requirements.
2. The Company reserves the right to audit and assess the validity of a Participant's Brand Affiliate Account and their related sales volume. Any Participant's Brand Affiliate Account that was established in violation of the requirements set forth in the Brand Affiliate Agreement and applicable Sales Performance Plan will be considered invalid and may result in disciplinary action. It is strictly prohibited for Brand Affiliates to use false identification numbers, false names, or false accounts; to buy additional product to maintain or achieve a title; to use any other form of manipulation that violates the terms and conditions of the applicable Sales Performance Plan, or its spirit and intent; or to encourage others to perform any prohibited action.
3. The Company reserves the right to (i) modify or terminate the Team Elite Platinum Program or (ii) modify the Qualification Rules at any time based on performance, participation, or other factors, at the Company's sole discretion.
4. In the event the Company determines that any manipulation of the applicable Sales Performance Plan or Qualification Rules has occurred, the Company may, at its discretion, withhold Team Elite Platinum benefits, take any actions provided under the Brand Affiliate Agreement, and seek to recover any expenditures or other costs associated with the Team Elite Platinum, or any other costs incurred by the Company as a result of the manipulation, including withholding future sales compensation.
5. Any Leadership Teams under your Business Builder Position and Presidential Director Business Builder Position will count as your Leadership Teams.
6. The meaning of capitalized terms not defined in these Qualification Rules may be found in your Brand Affiliate Agreement, applicable Sales Performance Plan, or Policies and Procedures. For the purposes of these Qualification Rules, "Company" refers to Nu Skin International, Inc., and its affiliates.

**PRE-VELOCITY INCREMENTAL LEADERSHIP TEAM CHART**

If in December 31, 2019	Then required in December 31, 2020
Less than 4 Leadership Teams	At least 1 more Leadership Team than # of Leadership Teams in December 31, 2019 each with 10,000+ Leadership Team Sales Volume
4 Leadership Teams	5+ Leadership Teams each with 10,000+ Leadership Team Sales Volume
4 Leadership Teams or more	At least 1 more Leadership Team than # of Leadership Teams in December 31, 2019 each with 10,000+ Leadership Team Sales Volume

VELOCITY INCREMENTAL LEADERSHIP TEAM CHART

If in December 31, 2019	Then required in December 31, 2020
Less than 4 Leadership Teams	4+ Leadership Teams 1+ with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume 1 with 30,000+ Leadership Team Sales Volume 1 with 40,000+ Leadership Team Sales Volume
4 Leadership Teams	5+ Leadership Teams 2+ with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume 1 with 30,000+ Leadership Team Sales Volume 1 with 40,000+ Leadership Team Sales Volume
4 Leadership Teams or more	At least 1 more Leadership Team than # of Leadership Teams in December 31, 2019 2+ with 10,000+ Leadership Team Sales Volume 1 with 20,000+ Leadership Team Sales Volume 1 with 30,000+ Leadership Team Sales Volume 1 with 40,000+ Leadership Team Sales Volume