



NEW ZEALAND TEAM ELITE

2019 TEAM ELITE PLATINUM PROGRAM

2020 NEW ZEALAND TEAM ELITE TRIP

The 2019 Team Elite Platinum (TEP) program is intended to promote long-term, sustainable sales volume growth; organizational growth; and development of new Brand Representatives with sales volume from 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

1-STAR TEAM ELITE PLATINUM	2-STAR TEAM ELITE PLATINUM	3-STAR TEAM ELITE PLATINUM	4-STAR TEAM ELITE PLATINUM
Team Elite Platinum Pin/Insert Upgraded Room Category An Extra Day in Auckland full of exciting and personalized experiences with Corporate and Regional Management <ul style="list-style-type: none"> • Exclusive Team Elite Platinum activities that will make your trip truly unforgettable • A Special Awards Dinner where you’ll be recognized for your amazing accomplishments this year Elite Cruise Activities you won’t find anywhere else <ul style="list-style-type: none"> • Entrance to a by-invitation-only Captain’s Reception to meet and mingle with your fellow Team Elite Platinum leaders, Corporate Management, and your fine hosts for the cruise • An elegant Night at the Theatre for a world-class performance to top off a perfect day at sea 			
	A Delectable Morning Breakfast to learn a bit more about the sunny-side-up of our Founders and Corporate Management		
		An Exciting Shore Excursion with a member of Corporate Management and Market Management to explore the majesty of New Zealand A Behind-the-Scenes VIP Tour to learn a bit more about the inner workings of your cruise ship -OR- The privilege to participate in the Corporate Executive’s 2020 Malawi Nourish the Children humanitarian trip (flight not included)	Business Class Airfare A Special Founders’ Gift An Upgraded Shore Excursion with Founders and Market Management Team Choose one of five TEAM CELEBRATIONS* with a Corporate Guest Appearance! <ul style="list-style-type: none"> • A Divine Dinner Celebration for a delicious meal at your choice of Specialty Restaurants • A Premier Dance Party where the beats won’t stop until you do • A Premium Spa Party that will leave you and your guests in a pampered bliss • A Posh Pool Party starring you as the MC and the MVP • An On-Shore Lunch Party packed with all the beauty and flavors of New Zealand

*Team Celebration packages are sponsored by Nu Skin. Additional expenses beyond this stipend are the sole responsibility of the Team Elite Platinum.

TEAM ELITE PLATINUM QUALIFICATION

QUALIFICATION PERIOD: JANUARY 1, 2019–DECEMBER 31, 2019

1. Meet all requirements to attend the 2020 New Zealand Team Elite Trip. Please see the 2019 Team Elite Program for full details.
2. Achieve 2,500,000 Organizational Sales Volume between January 1, 2019–December 31, 2019.*
3. Achieve the following incremental Organizational Sales Volume between January 1, 2019–December 31, 2019 compared to your total Organizational Sales Volume for 2018:
 - 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 2019:

Pre-Velocity	Velocity
**15 G1 Qualified Breakaway Executives/ Brand Representatives	6 G1 Executives/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 2019 compared to your total number of Leadership Teams in December 2018	

TEAM ELITE PLATINUM MAINTENANCE PERIOD: JANUARY–FEBRUARY 2020

Pre-Velocity	Velocity
**15 G1 Qualified Breakaway Executives/ Brand Representatives	6 G1 Executives/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

*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 2019.

**A Qualified Breakaway Executive is a G1 Executive that is paid as Executive through Blue Diamond, a Provisional Executive (PEXEC) or Demoting Executive (DEXEC) that has an Executive that is paid as an Executive through Blue Diamond or Brand Representative using Flex Blocks.

TERMS AND CONDITIONS

1. Participation in the Team Elite Platinum Program constitutes a Brand Affiliate's full and unconditional agreement to and acceptance of the Qualification Rules.
2. Any Brand Affiliate in good standing may participate in the Team Elite Platinum Program. A Brand Affiliate 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.
3. The Company reserves the right to audit and assess the validity of Brand Representative accounts and their related sales volume. Any Brand Representative 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.
4. 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.
5. 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 Team Elite Platinum activities or any other costs incurred by the Company as a result of the manipulation, including by withholding future sales compensation.
6. Any Leadership Teams under your Business Builder Position and Presidential Director Business Builder Position will count as your Leadership Teams.

For definitions and further information regarding capitalized terms please refer to your Brand Affiliate Agreement, which includes the applicable Sales Performance Plan, Policies and Procedures, and all related agreements.

For the purposes of these Qualification Rules, "Company" refers to Nu Skin International, Inc., and its affiliates. "Executive" refers to Executive-Blue Diamond titles and will be used interchangeably and with equivalent meaning to "Brand Representative".

PRE-VELOCITY INCREMENTAL LEADERSHIP TEAM CHART	
If in December 31, 2018	Then required in December 31, 2019
Less than 4 Leadership Teams	At least 1 more Leadership Team than # of Leadership Teams in December 31, 2018 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, 2018 each with 10,000+ Leadership Team Sales Volume

VELOCITY INCREMENTAL LEADERSHIP TEAM CHART	
If in December 31, 2018	Then required in December 31, 2019
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, 2018 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