

Power of One Incentives FAQs

Europe & Africa version

Incentive Period: 01 March– 31 December 2024

Participating Markets: All Nu Skin Authorized Markets except Southeast Asia and Pacific regions, Mainland China, and Ukraine.

Power of One Incentive (the “Incentive”)

1. What is the Power of One Incentive?

Our Power of One Incentive is an exciting short-term program that gives new and existing Brand Affiliates additional bonuses for building their businesses through sales to their direct (frontline or L1) Retail Customers & Members (“Customers”). This Incentive has two parts:

- The New Affiliate Selling Bonus rewards New Brand Affiliates for achieving important Customer sales milestones.
- The New Affiliate Development Bonus rewards Brand Affiliates for helping their New Direct Brand Affiliates achieve important Customer sales milestones.

2. Is the Incentive Period for this program fixed or subject to change?

The Power of One Incentive will run from 12:00 am CET on March 1, 2024, through 11:59pm CET on December 31, 2024. Nu Skin reserves the right to change or discontinue this Incentive at any time.

3. Who is a New Brand Affiliate for the Power of One Incentive?

A New Brand Affiliate is a Brand Affiliate in their first two months, starting with and including their signup month, who enrolled between March 1 and December 31, 2024. For example, a Brand Affiliate who signs up on March 31 will be considered a New Brand Affiliate in March and April 2024 for purposes of this Incentive, but not in May 2024.

4. If I sign up in December, can I continue to earn either the New Affiliate Selling Bonus or New Affiliate Development Bonus through January 2025 (my first two months as a Brand Affiliate)?

No. Final payments for this Incentive will be based on the December sales period (paid in January 2025).

5. Can a VDI Buyer-Reseller (VDI Acheteur-Revendeur) in France benefit from either of the two opportunities provided by this Incentive? No. Because of the specific legal status, they cannot participate in this Incentive.

New Affiliate Selling Bonus

1. What is the New Affiliate Selling Bonus and who can earn it?

New Brand Affiliate Accounts will earn \$25 (USD) for every 250 points of Direct Customer Sales Volume achieved in a month during the Incentive Period. Payments will be made in your home currency, equivalent to \$25 (USD) as of March 1, 2024. (see Exhibit A of the Terms & conditions for Europe & Africa)

2. When can a New Brand Affiliate earn the New Affiliate Selling Bonus?

New Brand Affiliate Accounts enrolled between 12am CET on March 1 and 11:59pm CET on December 31, 2024, can earn the New Affiliate Selling Bonus during the Incentive Period. The final month to earn a New Affiliate Selling Bonus is December 2024 (paid in January 2025).

3. If I enrolled in February as a Brand Affiliate, can I still earn the New Affiliate Selling Bonus?

No. This Bonus is only open to New Brand Affiliates who enroll between 12am CET on March 1 and 11:59pm CET on December 31, 2024.

4. What is a Direct Customer?

A Direct Customer is your frontline or first level (L1) Member or Retail Customer registered with Nu Skin and buying Products from Nu Skin for personal consumption. When such a Member or Retail Customer purchases Products through Nu Skin's Systems, the Brand Affiliate whose Direct Customer bought the Product is credited for that sale.

6. Is a Brand Affiliate that I sponsored also my Direct Customer?

No. A Brand Affiliate is not a Direct Customer for the purposes of this Incentive.

7. What is Direct Customer Sales Volume?

Direct Customer Sales Volume is the sum of all Sales Volume from Product sales to your Direct Customers.

8. If I achieved 180 Direct Customer Sales Volume in my first month and 200 Direct Customer Sales Volume in my second month, would I qualify for the New Affiliate Selling Bonus in my second month?

No. In order to qualify for the New Affiliate Selling Bonus, you must achieve at least 250 points of Direct Customer Sales Volume in a single month.

9. Is there a limit to how much I can earn from the New Affiliate Selling Bonus?

In Europe & Africa, there currently is no limit.

10. If I convert my account from Retail Customer or Member to Brand Affiliate during the Incentive Period, can I participate in this Incentive?

Yes.

11. If I was a Brand Affiliate before this Incentive but my account was terminated, can I participate in this Incentive if I re-enroll as a Brand Affiliate during the Incentive Period?

Yes, so long as you are in good standing and your account was terminated before March 1, 2024.

12. If I advance to Brand Representative within my first two months as a New Brand Affiliate, can I still earn the New Affiliate Selling Bonus?

Yes, you can earn the New Affiliate Selling Bonus during your first two months as a New Brand Affiliate, regardless of your Title.

New Affiliate Development Bonus

1. What is the New Affiliate Development Bonus?

With the New Affiliate Development Bonus, you can earn an extra \$25 (USD) for every 250 points of combined Direct Customer Sales Volume achieved by your New Direct Brand Affiliates in a single month. Payments will be made in your home currency, equivalent to \$25 (USD) (see Exhibit A of the terms & conditions for Europe & Africa).

2. Who can earn the New Affiliate Development Bonus?

New and existing Brand Affiliate Accounts can earn the New Affiliate Development Bonus each month during the Incentive Period. The final month to earn a New Affiliate Development Bonus is December 2024 (paid in January 2025).

3. What is a Direct Affiliate?

A Direct Affiliate is your first-level Brand Affiliate.

4. If my New Direct Brand Affiliates achieve 180 points of combined Direct Customer Sales Volume in one month and 200 points of combined Direct Customer Sales Volume in another month, will I qualify for a New Affiliate Development Bonus?
No. To qualify for the New Affiliate Development Bonus, the combined Direct Customer Sales Volumes of all your New Brand Affiliates must be at least 250 points in a single month.
5. Do I need to achieve my own 250 Direct Customer Sales Volume to qualify for the New Affiliate Development Bonus?
Yes. To qualify for this bonus, you need to achieve at least 250 Direct Customer Sales Volume each month.
6. If I achieve 180 points of Direct Customer Sales Volume in one month and 200 points of Direct Customer Sales Volume in the next month, will I qualify for a New Affiliate Development Bonus in the second month?
No. In order to qualify for the New Affiliate Development Bonus, you must achieve at least 250 points of Direct Customer Sales Volume in a single month.
7. If I have one New Direct Brand Affiliate achieve 180 Direct Customer Sales Volume in a month and another achieve 200 Direct Customer Sales Volume in the same month, will I qualify for a New Affiliate Development Bonus?
Yes, as long as you also have your own 250 DCSV. The Combined Direct Customer Sales Volume from all your New Direct Brand Affiliates count towards the New Affiliate Development Bonus.
8. Is there a limit to how much I can earn through the New Affiliate Development Bonus?
No, in Europe & Africa there currently is no limit to how much you can earn through this Bonus.
9. Is there any cap on how much Direct Customer Sales Volume I can count from any of my New Direct Brand Affiliates toward the New Affiliate Development Bonus?
No, in Europe & Africa there currently is no cap.