

Success Trip 2018 Training



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DISCOVER THE BEST YOU™

HOW TO QUALIFY

- Be an Executive (Brand Representative).
- Earn Success Points each month during the qualification period.
 - Bermuda runs January through June
 - Success Trip 14 runs July-December
- Once the Success Point Targets are achieved the account needs to maintain their Executive status in order to attend the trip.
- Executive Status is verified prior to registration and during the month of the trip.



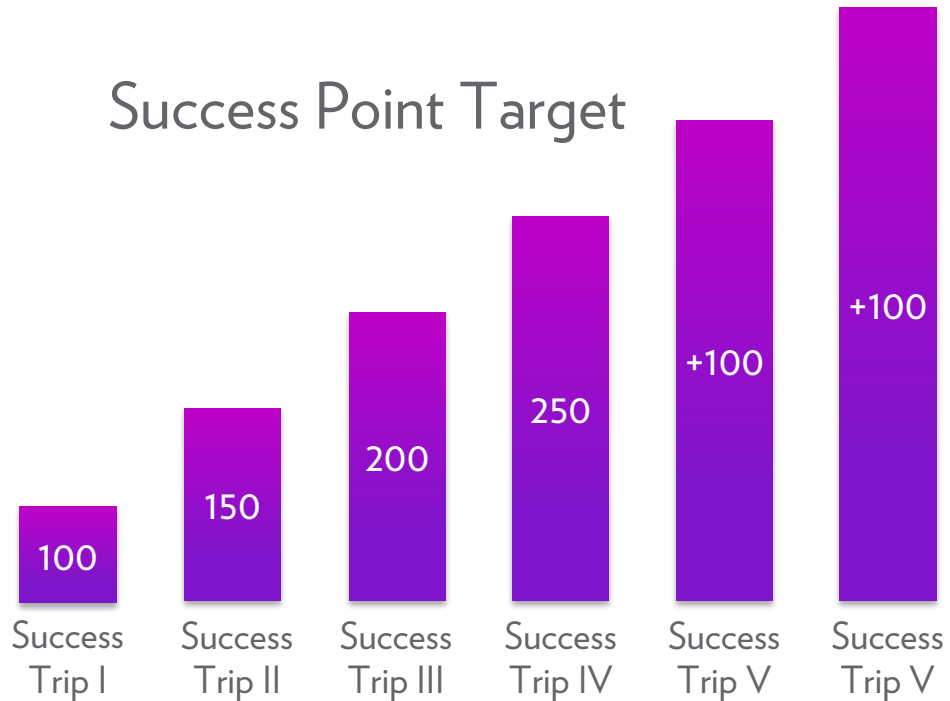
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SUCCESS TRIP



EARN SUCCESS POINTS TO QUALIFY

- Each time you attend a Success Trip your target increases.
- Every time you reach the new target during a qualification period you can earn another Success Trip.
- There is no limit to the number of trips you can earn.
- Only one trip can be earned during a qualification period.



HOW TO EARN SUCCESS POINTS

Two ways to earn Success Points

1

VOLUME
SUCCESS
POINTS

2

LEADERSHIP
SUCCESS
POINTS

EARNING VOLUME SUCCESS POINTS

500 GSV = 1 Volume Success Point

Minimum of 2,000 GSV required to earn Volume Success Points

HOW TO EARN LEADERSHIP SUCCESS POINTS

Earning Leadership Success Points

- Earn Points Based on the Pin Titles of your G1 Executives with 2000 GSV who also meet the TOV targets.
- Earn 10 Bonus Points for each G1 Executive (with 2000 GSV) that is also a Leadership Team with 30K Leadership Team Sales Volume (LTSV).

HOW TO EARN LEADERSHIP SUCCESS POINTS

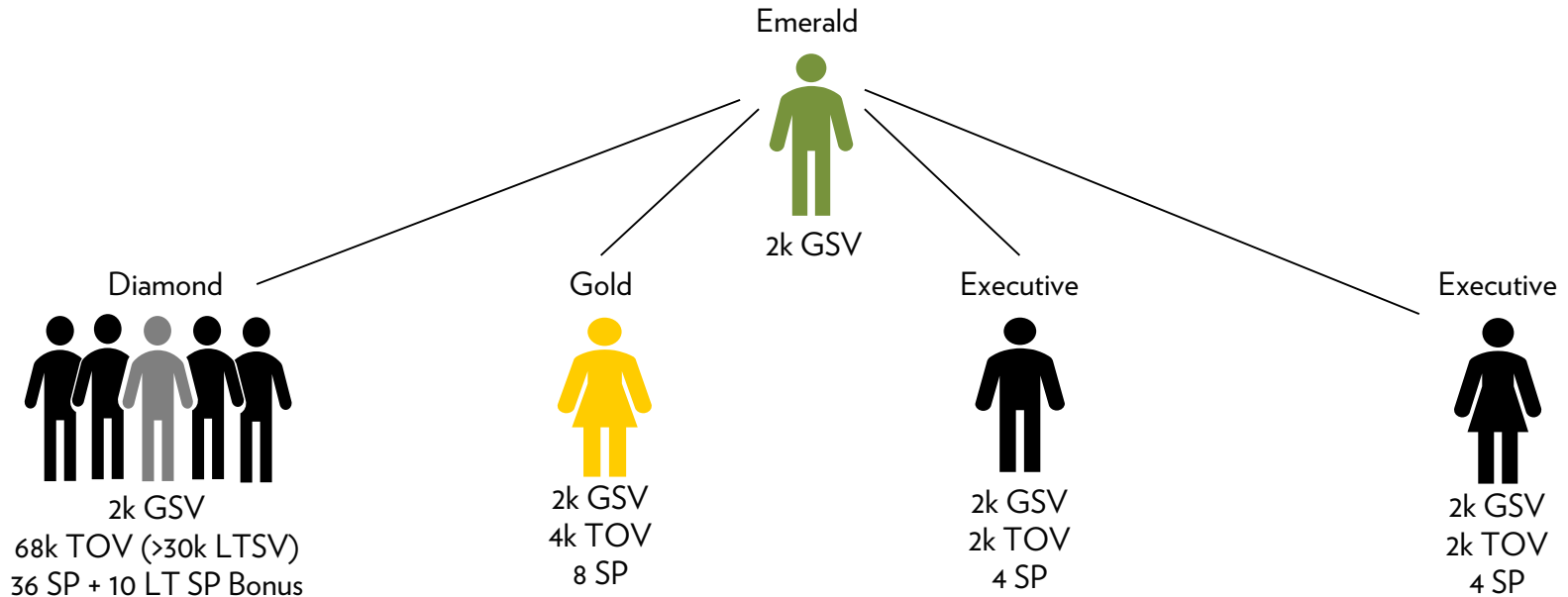
Earn Leadership Success Points Based on the Pin Titles of your G1 Executives with 2000 GSV who also meet the TOV targets.

G1 EXECUTIVE TITLE	TOV [†]	SUCCESS POINTS
Executive Brand Representative	2,000	4
Gold Brand Partner	4,000	8
Lapis Sr Brand Partner	6,000	12
Ruby Executive Brand Partner	10,000	20
Emerald Brand Director	14,000	28
Diamond Sr Brand Director	18,000	36
Blue Diamond Executive Brand Director	26,000	52

[†]Total Organization Volume (TOV) is the sum of your own GSV and the GSV of your breakaway Executives G1-G6.

HOW TO EARN LEADERSHIP TEAM BONUS POINTS

- Leadership Team Bonus Points
 - Earn 10 Leadership Bonus points for each Leadership Team



HOW TO EARN LEADERSHIP SUCCESS POINTS

- If a G1 Executive does not achieve the required TOV target at their pin title, partial points may be awarded if they have reached the required TOV **for the pin title directly beneath them**. In such a case the points will be granted in the lower pin title's amount.

- **EXAMPLE 1:**

G1 “Paid as” Emerald with 10,000 TOV
Earns 20 Leadership Success Points

- **EXAMPLE 2:**

G1 “Paid as” Ruby with 4,000 TOV
Earns 0 Leadership Success Points
(TOV is 2 titles below the Paid as Ruby Title)

G1 EXECUTIVE TITLE	TOV [†]	SUCCESS POINTS
Executive Brand Representative	2,000	4
Gold Brand Partner	4,000	8
Lapis Sr Brand Partner	6,000	12
Ruby Executive Brand Partner	10,000	20
Emerald Brand Director	14,000	28
Diamond Sr Brand Director	18,000	36
Blue Diamond Executive Brand Director	26,000	52

HOW TO VIEW TRIP TARGETS

- Bermuda Targets will be available on January 10, 2018
- Login to Volumes & Genealogy (V&G)
- Click the Recognition tab
- Click the Success Trip tab

The screenshot shows the Volumes & Genealogy website interface. The top navigation bar is teal with the logo and text 'VOLUMES & GENEALOGY'. Below it are tabs: 'SALES ORGANIZATION', 'COMMISSIONS', 'RECOGNITION' (highlighted with a red underline), and 'ORDERS/CUSTOMERS'. A secondary navigation bar contains 'GLOBAL GROWTH CHALLENGE', 'SUCCESS TRIP' (highlighted with a red underline), 'STARS', and 'MARKET RECOGNITION'. The main content area is titled 'Bermuda Success Trip' with a dropdown arrow. Below this is a banner image with the word 'Bermuda' in large, stylized letters and 'NU SKIN SUCCESS TRIP 2018' in smaller text. Under the banner, the text 'Qualifying' is in red. Below that, it says 'Trip Target: Trip Targets will be available on January 10th' and 'Total Success Points:'. At the bottom, there is a table with the following structure:

MONTHLY RESULTS	January 2018	February 2018	March 2018	April 2018	May 2018	June 2018
SUCCESS POINTS	-	-	-	-	-	-

TARGET EQUIVALENTS

- Based on the changes to the amount of points awarded new targets have been determined.

OLD TARGET	NEW TARGET
40	100
60	150
80	200
100	250
140	350
180	450
220	550

OLD TARGET	NEW TARGET
260	650
300	750
340	850
380	950
420	1050
460	1150
+40	+100

- Accounts that attend South Africa will have their trip target increased by one level.



TEAM ELITE QUALIFICATION FOR BERMUDA



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SUCCESS TRIP

- **OPTION 1:**
 - Qualify by earning Success Points
- **OPTION 2:**
 - In addition to qualifying through earning Success Points Team Elite Trip Qualified accounts have an alternate qualification option.
 - Must be 2018 Team Elite Trip Qualified
 - Minimum of 10 Success Trip Qualifiers that attend the Success Trip (unencumbered by another Team Elite and excludes other Team Elites who are qualified).
 - Must increase TOV from previous qualification period
 - Team Elite accounts qualifying through this alternate path will be responsible to pay for their own flights.



COMMON QUESTIONS

- Q: I did not opt-in to the Velocity plan, can I still earn Leadership Team Bonus Points?
- A: Yes. All accounts earn SP in the same way and are subject to the same rules.
- Q: If a G1 break graces but the line has over 30k LTSV do they still receive the +10 LT Bonus?
- A: Yes. They will NOT receive the Leadership Success Points for the G1 break but they will receive the 10 Leadership Team Bonus Points.
- Q: If I only have 1,500 GSV, can I still earn 3 SP for the 1,500 GSV?
- A: No. The minimum to earn volume points is still 2,000 GSV.



