

## **GLOSSARY OF NU SKIN TERMS**

### **ADR: Automatic Delivery Rewards Program**

- The customer will automatically receive the products about the same day each month.
- Must be billed to a credit card
- Lowest price and reduced shipping rate
- Each month the client stays active on this program they receive 20% ADR points for free product
- After 12 months the points increase from 20% to 30

### **POINTS:**

- Most products are \$100=100 pts.
- Exception: kits \$250=200 pts because Gross Retail Profit (GRP) of \$50 is taken off top. (\$1250 from 5 kits: \$1250-\$250 commission =\$1000=1000pts)
- Exception: "hard goods" (ProDerm, BodyBug armband, etc)
- Exception: sales materials (catalogs, brochures, etc)
- View PV on website or when you call in an order they will tell you exact points.

### **LOI: Letter of Intent**

- A distributor- who is qualifying to be an executive.
- Has at least 1000pts
- 100 PSV
- Enrolled in ADR

### **PSV: Personal Sales Volume**

- What you personally buy
- Each distributor needs to have 100 PSV and sign up for ADR to be eligible for Group Sales commission

### **CIRCLE GROUP:**

- People in your downline that are make sales that contribute to you
- Any distributor you sign who is qualifying to be an executive (LOI)
- Any customer product purchase
- Any ADR orders from customers
- Any ADR orders from other distributors and their customers
- Any PSV of your distributors
- Your own PSV

### **GSV: Group Sales Volume**

- The total sales made within your circle group
- If you are an LOI Earns 12% of your Level Frontline LOI's

## **DISTRIBUTOR**

- Accepts terms and condition of distributor agreement.
- Eligible to buy at wholesale pricing.
- Assigned a Distributor ID number.
- Can recruit and sponsor other distributors.

## **PIN LEVEL**

- Recognition levels are also the basis for advanced compensation structure.
- Listed below

## **EXECUTIVE: (Receive Pin)**

- The level after LOI
- Reached 4500 GSV in 90 day period, 100 monthly PSV, enrolled in ADR
- Has front line LOI's under them

## **BREAK AWAY EXECUTIVE:**

- An executive in your frontline (your recruit) who has attained level of Executive.
- They "break away" and their sales no longer count towards your GSV
- You must have 3000 GSV to be paid a Break Away Bonus of 5%

## **GOLD EXECUTIVE**

- 1 frontline executive break away
- Earns 5% bonus on their level 1 monthly volume

## **LAPIS EXECUTIVE**

- 2 and 3 frontline execs break away
- Earns 5% of their 1<sup>st</sup> and 2<sup>nd</sup> level monthly volume.

## **RUBY EXECUTIVE**

- Receive pin and Free trip for Two
- 4 and 5 frontline execs break away
- Earns 5% of there 1<sup>st</sup>, 2<sup>nd</sup> and 3rd level monthly volume.

## **EMERALD -EXECUTIVE**

- 6 and 7 frontline execs break away
- Earns 5% of their 1st-4th levels of sales each month

## **DIAMOND EXECUTIVE**

- 8,9,10,and 11 frontline execs break away
- Earns 5% of their 1st-5th level sales

## **BLUE DIAMOND EXECUTIVE**

- Receive Pin and Free VIP trip for two
- 12 frontline execs break away
- Earns 5% of their 1st-6th level sales

## **TEAM ELITE**

- 15 frontline exec break: away
- Annual VIP trip with other Team Elites

To see full details of all the companies programs and requirements please see [www.nuskinusa.com](http://www.nuskinusa.com) (Opportunity, Financial Rewards, Watch Flash Compensation Plan)