



Nu Skin Distributor Compensation Summary

Company Overview

Nu Skin Enterprises, Inc. (together with its affiliates, the “Company”) is a global direct selling company that operates in 48 countries throughout North and South America, Asia and Europe. The Company operates in three divisions: (1) the Nu Skin division markets premium quality skin care and personal care products; (2) the Pharmanex division is a science-based developer of nutrition products; and (3) the Big Planet division markets and distributes Internet, technology, e-business tools and digital photography products.

Distributors

The Company markets its products through a network of independent distributors. For purposes of this summary, an “Active Distributor” is a distributor who placed an order for products, promotional materials or services or renewed their distributorship during the most recent three-month period. In the United States, the Company had an average of 75,710 Active Distributors during 2008.

Compensation

There are two fundamental ways in which a distributor can earn compensation:

- Through retail markups on sales of products purchased at wholesale prices; and
- Through commissions (sometimes called bonuses) paid on one’s product sales and the sales of other distributors in one’s down-line sales network.

As with any other sales opportunity, the compensation earned by distributors varies significantly. The cost to become a distributor is very low. People become distributors for various reasons. Many people become distributors simply to enjoy the Company’s products at wholesale prices. Some join the business to improve their skills or to experience the management of their own business. Others become distributors, but for various reasons, never purchase products from the Company. Consequently, many distributors never qualify to receive commissions.

Generating meaningful compensation as a distributor requires considerable time, effort, and commitment. This is not a get rich quick program. There are no guarantees of financial success.



Retail Markups

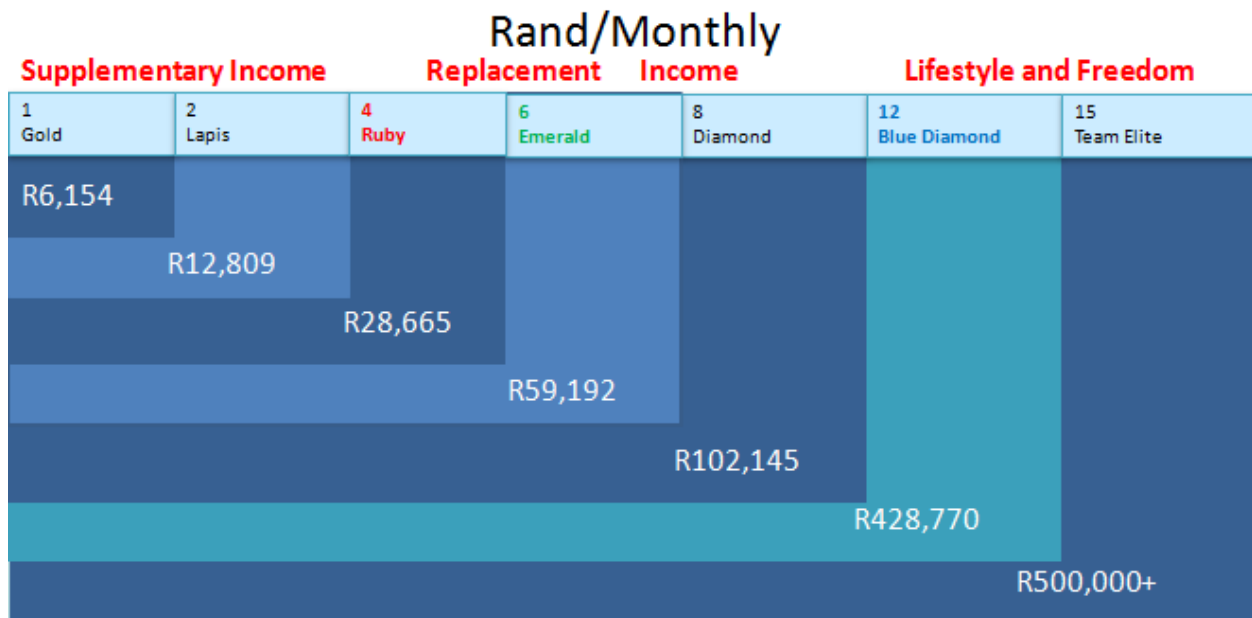
Distributors can buy Nu Skin, Pharmanex and Big Planet products from the Company at wholesale prices for resale to customers or for personal consumption. Some Big Planet products are services, such as Internet access, on which there is no retail mark-up earned by distributors. In addition, some Big Planet products are lower margin products offered through Internet mall affiliates. Consequently, lower levels of commissions are paid on the sale of such products. The Company's suggested retail markup is 30% on most of its personal care and nutrition products. However, distributors are free to set their own selling price and may personally consume some of the products they purchase. As a result, the Company currently neither provides an estimate of average income from retail sales, nor includes distributor retail income in its average commission information.

Commissions

Distributors can also earn commissions based on the sale of products by distributors in his/her downline of sponsored distributors in all markets where the Company does business. The Company also sells promotional materials that do not generate commissions to distributors.

In 2008 the Company paid approximately R3,709,876,362.23 in commissions and sales compensation globally. In the same period, the Company paid approximately R754,633,449.08 in commissions to distributors residing in the United States.

Published Average Monthly Income



USD\$6 Billion + Paid in Commissions Since Inception

[Summary of Distributor Earnings/Bonuses](#)

*Just as a matter of Interest.... When you hit **RUBY** Status, you start earning a passive income.*

Some people have made it to Ruby in a matter of 3 months

South Africa Window of Opportunity

