

The process of becoming a Brand Representative is simply called Qualification, and the process is as follows:

To qualify as a Brand Representative, you must submit a Letter of Intent and achieve 2,000 Group Sales Volume (including 500 of your own Direct Customer Sales Volume) during the Brand Representative Qualification Period.

You can complete Brand Representative Qualification as fast as you like (in as little as one week or as long as two months), but if you choose to qualify over a two-month period, you must achieve at least 1,000 Group Sales Volume (including 250 of your own Direct Customer Sales Volume) each month.

You can find the Letter of Intent form by signing into your nuskin.com account.

Your Brand Representative Qualification Period starts the calendar month in which you submit your Letter of Intent. You have until the end of the following calendar month to complete Brand Representative Qualification.

When you complete the Brand Representative Qualification Requirements, you become a Brand Representative on the first day of the next weekly period (the 8<sup>th</sup>, 15<sup>th</sup>, or 22<sup>nd</sup> of that month, or on the 1<sup>st</sup> of the next month), and you are eligible to start earning a Building Bonus on newly completed Group Sales Volume thereafter.

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