

The Lead portion of Nu Skin's Sales Performance Plan rewards Brand Representatives who work both to sell Products *and to help others* create their own Nu Skin sales businesses. The Leading Bonus is based on Sales Volume and is paid, in part, for helping your Brand Affiliates qualify as Brand Representatives, and for motivating, directing, and training the Brand Representatives you directly lead in your Team, referred to as your G1 Brand Representatives.

The Leading Bonus compensates you monthly for developing sales within your Team, providing customer service to your Team, and assisting other Brand Affiliates in the promotion of Products to their Customers.

Leading Bonus Calculation

What You Do: Qualify as a Brand Partner or Brand Director, Maintain as a Brand Representative, and achieve at least 3,000 Group Sales Volume in a month.

What You Get: Unlock the ability to earn 5% of the Commissionable Sales Value on the total Sales Volume of your Team. Table 2.D sets forth the Title requirements, as well as the Generations on which each Title can be paid a Leading Bonus:

WHAT YOU DO	WHAT YOU GET	
Maintain your Brand Representative status, achieve 3,000 Group Sales Volume each month, and develop Leadership Teams	5% Leading Bonus Paid on your monthly Team Commissionable Sales Value	
LEADERSHIP TEAMS	TITLE	GENERATIONS PAID
1	Gold Partner	5% on your G1
2	Lapis Partner	5% on your G1-G2
3 Including 1 with ≥ 5,000 LTSV	Ruby Partner	5% on your G1-G3*
4 Including 1 with ≥ 10,000 LTSV	Emerald Director	5% on your G1-G4*
5 Including 1 with ≥ 10,000 LTSV + 1 with ≥ 20,000 LTSV	Diamond Director	5% on your G1-G5*
6 Including 1 with ≥ 10,000 LTSV + 1 with ≥ 20,000 LTSV + 1 with ≥ 30,000 LTSV	Blue Diamond Director**	5% on your G1-G6*

When You Will Get It: We calculate your Leading Bonus after the end of each month. The Leading Bonus is generally recorded in your Nu Skin Bonus Account within the first week of each month and a transfer is automatically initiated to your financial institution (subject to market- specific minimum account balance requirements).

Please Remember: Only Maintaining Brand Representatives are eligible to earn a Leading Bonus. If you use Flex Points to Maintain Brand Representative status or you lose your Brand Representative status, you will not be eligible for a Leading Bonus that month.