

Report about Joining Nu Skin May 23rd

Our contact went to the Nu Skin office for the second time on the May 23rd to attend a conference. She was invited to attend on her previous visit by Li, the Nu Skin agent who is recruiting her join the company. She believes these meetings take place on a regular basis, but she is unsure of their frequency. At this meeting, there were about 40 people in attendance, 35 Nu Skin employees and 5 people looking at becoming Nu Skin employees. The main reasons for this meeting were to introduce R-Squared and the Galvanic Body Spa Machine, discuss sales reps' accomplishments and to attract new people. A small amount of R-Squared and the Galvanic Body Spa Machine will arrive on June 12th, but these products have already been sold. The Nu Skin speaker was uncertain when their branch office would receive more R-Squared and Galvanic Body Spa Machines. Our contact noted, at this meeting, no new people were asked to make any financial commitments. After our contact left, she received an ARO Card. This card allows her to get a 20% discount on all Nu Skin products.

Picture of ARO Card

The image shows a Nu Skin ARO Card (Application for Retailer Offer) form. The form is titled "优惠/ARO顾客申请书" (Discount/ARO Customer Application Form) and contains various fields for personal information, contact details, and purchase history. It also includes a section for terms and conditions and a barcode at the bottom right.

NU SKIN
优惠/ARO顾客申请书

姓名: _____ 性别: 男 女 出生日期: _____ 年 月 日

身份证号码: _____ 联系地址: _____ 省 市 _____ 区/县 _____ 邮编: _____

固定电话: _____ 移动电话: _____

电子邮箱: _____

购货单编号: CN _____ 实际金额: ¥ _____ 零售编号: CN _____

配偶姓名: _____ 配偶身份证号码: _____ 身份证号: _____

请在选择项后签字确认

本人自愿申请参加ARO计划, 享受20%折扣优惠 申请人(签字): _____

本人自愿申请成为优惠顾客, 享受20%折扣优惠 申请人(签字): _____

注意事项:

1. 持卡人必须每月至少购买一次产品, 以保持其优惠资格。
2. 优惠顾客必须每六个月至少购买一次产品, 以保持其优惠资格。
3. 优惠顾客必须每月至少购买一次产品, 以保持其优惠资格。
4. ARO顾客必须每月至少购买一次产品, 以保持其优惠资格。
5. 优惠顾客和ARO顾客购买的所用产品仅限于个人使用。
6. 优惠顾客和ARO顾客必须在有效期内通过任何方式购买产品。
7. 优惠顾客和ARO顾客必须在有效期内通过任何方式购买产品。

如新集团的使命
是要在世界各地凝聚一股新的力量, 一起努力创造美好的生活。
不断创新的护肤品, 和充满热情的优质服务, 每个人可以拥有。
活出新的力量!

NU SKIN CN2943969
请妥善保管此卡, 遗失恕不补发。
有效期至: _____

Report about Joining Nu Skin May 28th

Our contact returned to the Nu Skin office again on the May 28th to have another meeting with Li.

At the beginning of the conversation, Li wanted to apply Nu Skin products to the other half of our contact's face; if you remember the last time our contact was at this office she received half a facial. Li told our contact, the skin on the side of her face that was treated last week still showed decreased crow's feet and laugh lines along with an improved complexion, our contact failed to see a difference. Our contact told Li she wasn't interested in the facial and that she would rather spend time discussing her future as a Nu Skin seller. Another seller, named Chunhui, then came into the room and marveled over the one side of contact's face that was treated last week.

Our contact asked Li why the office was so quiet and Li got a little upset and responded to her by saying that customers need to make appointments to receive a facial.

Li told our contact, the first thing she needs to do in order to be a Nu Skin employee is to use the products herself. That way, people close to our contact will notice her new complexion and will take the initiative to ask her about it. This way, making money from Nu Skin becomes easy work.

Following this sales pitch, Li recommended our contact purchase the [Tri-physic White Series](#) (retails in the US for \$174.40) and the [Nutricentails Series](#) (retails in the US for \$103.00).

The general manager then came into the room; her full name is Li Rong. Li Rong is the top Nu Skin employee in the Anhui and Shandong Provinces; she makes 5% of all Nu Skin sales in these two provinces. Ms. Rong told our contact there are two ways she could join Nu Skin as a seller:

Part-Time Nu Skin Employee

This would require our contact to use Nu Skin products for a couple months and to introduce her friends and family to her up-line, agent Li. If Li is able to sell Nu Skin products to her family and friends then our contact would be compensated in one of several non-monetary ways (gifts, dinners, free Nu Skin products, etc.).

Full-Time Nu Skin Employees

Being a full time Nu Skin employee would still require our contact to purchase Nu Skin products. To start, our contact would need to buy 4 spa sets, totaling up to 15,000RMB (\$2,360). She would then use one herself and sell the remaining three. She was told that other sellers would help her sell her products.

Our contact was told, if she became a full-time Nu Skin employee, after she bought the spa packages, she would go through a training program to teach her how to sell Nu Skin products. During the study period, our contact would memorize a list of different sales pitches and rebuttals. Her initial sales goal would be to sell 30,000RMB (\$4,720) worth of products in her first month. She was told she would receive a 30% commission for all sales made under 30,000RMB and 40% commission on everything over 30,000RMB. Our contact was also told she would have six people above her making profits from her sales.

She was told that typically all new Nu Skin employees only get 10% commission, but because she had the ARO Card she would get an extra 20% commission.

Agent Li then told our contact about the prizes and vacations that Nu Skin offers their top sellers. Our contact was told the top prize is a vacation to Phuket and that if she hit certain sales figures then she could receive a Cartier watch valued at over \$10,000.

After this, three different Nu Skin employees approached Li and our contact and tried to further persuade her to buy Nu Skin products. Finally, our contact told the Nu Skin employees that she only had a 100RMB (\$15.75) to buy tooth paste. This infuriated Li and the other Nu Skin employees. They told our contact this implies she doesn't have faith in Nu Skin and that they had wasted the last 2 hour talking to her.

Our contact then bought the toothpaste and has already set up another meeting with Li in the near future.

The tooth paste retails for 45RMB, but our contact used her ARO Card to get a 20% discount. This is a picture of the tooth paste.

