

# Transcribed Translation of NUS Hefei Visit

June 19<sup>th</sup>, 2012

The following is a transcribed translation of our contacts visit to the NUS office in Hefei. During the following text, our contact is explained the payment structure of NUS.

**(01:06:00) Jin:**

Could men also do well as a NUS seller?

**(01:06:02) Lamei:**

Yes, many guys sell NUS products and they do well at it!

**(01:06:05) Li Shanshan:**

Mr. Chen is a guy, isn't he? He is our leader. His income of last month is 3,000,000RMB.

**(01:06:08) Lamei:**

In fact, NUS business is more than just selling skin care products. Do you know the big money isn't made from selling the products? To make big money you must become a leader. You have to train a lot of people.

**(01:06:24) Li Shanshan:**

But, where does the leader come from? Nobody starts as a leader. You have to work your way up.

**(01:06:27) Lamei:**

It's done by you. If someone does well with NUS that doesn't mean the person has to be good at sales and sell millions worth of products. If he only did it like this, he couldn't make a lot of money. The point is you need to teach tens of people how to sell products after you know how. Then you only need to sell 20,000 monthly. But the people you teach, for example, if each of them also sells 20,000 worth of products, how much is it? Then you will get 5% from hundreds of thousands, all of these tens of people's total sales. Do you understand?

**(01:06:58) Jin:**

What if I....

**(01:07:01) Lamei:**

Let's take a simple example, say you sell NUS products now, and then you introduce me to sell NUS products too, right? I think NUS is a pretty good company. I introduce my classmate who also comes to sell NUS products. She also thinks NUS is very good, so she introduces (points to Li Shanshan, so we can hear "yes" here from Li). She (Li) thinks it (NUS) is great as well so she introduces another one to do NUS business. Then you can make 5% off from all of our total sales that add up together. Do you understand?

**(01:07:22) Jin:**

I only need to introduce one person to NUS and then all of this could work? I can get money from their downlines?

**(01:07:23) Lamei:**

Right!

**(01:07:28) Jin:**

Are there a total of six downlines I can make money from?

**(01:07:29) Lamei:**

Six generations. She isn't taught by you, it's by me. She (3rd girl) is taught by her (2nd girl), but you can make money off both. Do

you understand?

**(01:07:35) Li Shanshan:**

It is because you were here first.

**(01:07:38) Lamei:**

In this line of work, the earlier you join, the more money you will make.

**(01:07:44) Li Shanshan:**

If someone thinks they are not very good at selling products, but then they find someone who is good, it works the same.

**(01:07:49) Lamei:**

This would also work.

**(01:07:50) Li Shanshan:**

Because then you can make money off from his 1,000,000 in sales. *(Referring to hypothetical member of downline)*

**(01:07:51) Lamei:**

Yes.

**(01:07:53) Lamei:**

Maybe you don't have a lot social capital. But you can find someone who has, some officers in provincial government. Ask him to do NUS business. If he earns 1,000,000 in a month, you earn 50,000 (just from this NUS seller in your downline).

**(01:08:04) Jin:**

But he earns 1,000,000 monthly, I ....

**(01:08:07) Lamei:**

*While transcribing our contact couldn't understand what Lamei said, all she could hear was something about 5%.*

**(01:08:10) Li Shanshan:**

His is 5%, but yours is also 5%

**(01:08:14) Lamei:**

Yes, everyone gets 5%.

**(01:08:15) Li Shanshan:**

Because, this 1,000,000 isn't all made by himself. He teaches many people...

**(01:08:19) Jin:**

OH (acknowledging system)

**(01:08:20) Lamei:**

This is his team.

**(01:08:21) Li Shanshan:**

Right, this is also his team.

**(01:08:25) Lamei:**

Have you heard about our payment system?

**(01:08:26) Li Shanshan:**

She has heard.

**(01:08:26) Jin:**

I've heard, but I am not clear with it.

**(01:08:30) Lamei:**

Let me repeat the payment system to you, OK?

**(01:08:33) Jin:**

Ok ok ok. Repeat all to me, in details, please.

**(01:08:36) Lamei:**

Ok, let me get a piece of paper, I will tell you in details.

**(01:08:38) Jin:**

That would be great! I hate calculating!

*Li Shanshan and Jin each had a soda and joked while they waited for Lamei. The upcoming dialog is where Lamei draws the first commission diagram for our Jin.*

**(01:10:16) Lamei:**

Sales are divided into two parts---retail commission and commission from your downline's sales. Let's calculate downline commission first.

**(01:10:35) Lamei:**

Retail commission, uh, retail commission is, well we have an assessment period, during this time you have to sell 30,000. Commission at this level in this period is 10% (*Lamei just starts talking about the NUS trainee period*)

**(01:10:46) Jin:**

Does 30,000 refer to the assessment period?

**(01:10:47) Lamei:**

Yes, 30,000. No matter how long it takes. The shorter, the better.

**(01:10:52) Jin:**

What do you assess during this period? Will you not hire me if I don't complete this task?

**(01:10:57) Li Shanshan:**

Correct.

**(01:10:58) Lamei:**

Correct.

**(01:10:59) Li Shanshan:**

You couldn't sell even just 30,000 worth of products! (*Talking like anyone could complete such a simple task*)

**(01:11:01) Lamei:**

You work for a big company and you couldn't even sell 30,000 worth of products, what the hell are you doing?

**(01:11:09) Jin:**

Is there a time limit for this task?

**(01:11:11) Lamei:**

Within six months you have to sell 30,000 worth of products.

**(01:11:12) Li Shanshan:**

The earlier, the better.

*Two customers joined in the conversation*

**(01:11:13) Customer #1:**

Do you assess every month?

**(01:11:14) Lamei:**

No not really: both one month and two months are ok.

**(01:11:18) Customer #2:**

I know this. Is in advance ok?

**(01:11:21) Lamei:**

The earlier, the better.

**(01:11:24) Customer #2:**

Isn't this assessment made every six months?

**(01:11:26) lamei:**

No, there is no assessment after this one.

**(01:11:28) Customer #2:**

Only once?

**(01:11:29) lamei:**

Right, only one time. After this... Let's make a smaller example, this (trainee level has a lower commission percentage and it) is 10%, (after you sell 30,000 worth of product then you become an official employee and in your new target) you sell 12,000 every month. Now the commission is increased to 20%~25%.

**(01:11:44) Jin:**

Do I pass the 30,000 now?

**(01:11:45) Lamei:**

After 30,000? Let's assume you complete this task, this is the first task. In this period, your monthly income is 3,000~8,000. Because everyone has a different ability, right? 3000~8000. This part is the retail commission. Basically, we don't look at this. Next, let's discuss the downline commission.

**(01:11:16) Li Shanshan:**

If you wanted to travel every day, like somewhere overseas or Malaysia, then this is the money you depend on.

**(01:12:19) Lamei:**

For example, now if you, eh, do this job for 3 years. 3 years in NUS. 3 years, 3 years, then you can improve your quality of life.

**(01:12:40) Li Shanshan:**

Then you won't need to look for discount flights in advance when you're planning a trip. You can just buy a plane ticket at full price

**(01:12:44) Lamei:**

In 3 years you can improve your quality of life. Assume you, what's your family name?

**(01:12:52) Jin:**

Jin. Jin is the "gold", Jin.

**(01:12:55) Li Shanshan:**

3 "Jin's" after "Jin"(my name).

**(01:13:00) Lamei:**

Assume you do this job well and you sell 12,000 every month.

**(01:13:06) Jin:**

Would 12,000 be my monthly sales target?

**(01:13:07) Lamei:**

Yes, it's the minimum. Let's assume the lowest sale. Listen to me first. I'll explain more to you later. Assume you find 6 people in 3 years, one every half a year. You should be able to do this right? You should be able to introduce at least one person to sell NUS products, it should be very easy? You find 6 people in 3 years. These people are not as good as you but, they each find 4 people in 3 years. Actually I have already found 4 people in half a year.

**(01:13:55) Jin:**

Do the 3 years it takes my downline to find people overlap with the 3 years it takes me to find my downlines?

**(01:13:56) Lamei:**

He also works while you are working. Will he start to look for person after you finish your 3 years?

**(01:14:02) Li Shanshan:**

Definitely not.

**(01:14:04) Lamei:**

Right? This person finds 4 people. Then the downline is also not good as his upline, so he finds only 2 people, right? This is your first generation. There is only one sentence in downline commission....6x5%. That's it. This is the money you get. This is 6. This is your 2<sup>nd</sup> generation, how many? Each one has 4... 24. This is your 3<sup>rd</sup> generation, 24x2, is 48. NUS is like this, 6+24+48, in total is 74 (The real answer is 78.) Then multiply by 12,000, of every month, multiple 1.3, multiple 5%, is 36,000. Use a calculator to calculate. 36,000 every month. Is there a calculator in your bag?

**(01:15:09) Jin:**

I have one on my cell phone.

**(01:15:10) Lamei:**

It should be this much. This is the formula for calculating commission; it's fixed, for everyone it is like this. The company made this:  $76 * 12,000 * 1.3 * 5\% = 36,000$  every month. Do you agree that 36,000 per month is pretty good for Hefei? Right? You can do everything.

**(01:15:32) Jin:**

More than pretty good. Even if you are in your 40s or 50s, 36,000 per month is a good salary in Hefei.

**(01:15:36) Lamei:**

There are already several people, in this office that already make this amount now.

**(01:15:46) Jin:**

Except for teacher Li ( They are referring to Li Rong).

**(01:15:48) Lamei:**

Teacher Cui, Teacher Zhang Ying. My income of this month is 20,000+.

**(01:15:57) Jin:**

Wow, you are a little wealthy girl.