

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" and contains the following fields and sections:

- 姓名:** (Name)
- 身份证号码:** (ID Number)
- 性别:** (Gender) with options for Male (男) and Female (女)
- 出生日期:** (Date of Birth)
- 联系地址:** (Address) with fields for Province (省), City (市), and District (区/镇)
- 固定电话:** (Fixed Phone Number)
- 电子邮箱:** (Email)
- 移动电话:** (Mobile Phone Number)
- 购货单编号: CN** (Purchase Order Number: CN)
- 实际金额: Y** (Actual Amount: Y)
- 参考编号: OI** (Reference Number: OI)
- 配偶姓名:** (Spouse Name)
- 配偶身份证号码:** (Spouse ID Number)

请在选择项后签字确认 (Please sign after selecting an option):

- 本人自愿申请参加ARO计划, 享受20%折扣优惠 (本人签字) (I voluntarily apply for the ARO plan, enjoy 20% discount (Signature))
- 本人自愿申请成为优惠顾客, 享受20%折扣优惠 (本人签字) (I voluntarily apply to become a discount customer, enjoy 20% discount (Signature))

注意事项: (Notes):

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. 参加ARO计划, 必须一次性以零售价购买任何价值1500元人民币或500美元的产品。
4. ARO顾客必须每月履行ARO购货计划, 购货日期必须在每月15日之前, 且必须在ARO计划有效期内, 如其ARO资格终止, 则其自动变为优惠顾客, 以优惠价购买产品。
5. 优惠顾客和ARO顾客购买的所有产品仅限于个人使用。
6. 优惠顾客和ARO顾客同时并任其他中国境内任何形式之折扣或优惠资格者, 其折扣或优惠资格将被取消。
7. 优惠顾客和ARO顾客同时并任其他中国境内任何形式之折扣或优惠资格者, 其折扣或优惠资格将被取消。

At the bottom of the form, there is a Nu Skin logo and the phone number CN2943969. The text below the logo reads: "如新集团的使命: 用最先进的技术, 提供最优质的产品, 帮助人们实现自己的梦想。" (Nu Skin's Mission: Using the most advanced technology, providing the most excellent products, helping people realize their dreams.)

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.

