

Report of Visit to Beijing NUS Store 6-8-2012



This is the Beijing Nu Skin Plaza. One of our contacts went to the store and found this store is very large and there are several people in there.

Our contact spoke with one of the junior distributors, Ms. Si, who greeted him when he entered the store. Ms. Si has worked for NUS for a little less than a year. She explained to our contact, in order to become a NUS junior distributor she had to first spend 6 months as a trainee. According to Ms. Si, all new NUS employees start as trainees. In order to become a trainee, one is required to purchase 5,000rmb worth of NUS products. After the initial purchase, Ms. Si said, all trainees have to sell or buy 5,000rmb worth of product for 6 months. She explained the company didn't care whether she bought the product for personal use or she sold the product as long as the amount totaled over 5,000rmb for the month. Our contact was told, as a trainee, he could purchase all NUS products at a discount of 20% with his ARO Card, a discount card the company gives their employees. Ms. Si told our contact big spending customer can also receive an ARO Card. If a customer spends over 500rmb on NUS products then they will receive the discount Card.

Our contact was told as a trainee he will receive 5% commission on the discounted price he pays for the products. He was told if he became a junior distributor then his max commission would not change. Although, if our contact were to add trainees and junior distributors under him then he would eventually receive the max commission level NUS offers of 20% on all items he sells.

As you can see, the NUS Beijing office runs very differently than the NUS Hefei office. This could have something to do with Beijing being the capital and therefore this office is under more scrutiny. Our contact plans to call, Ms. Si tomorrow and to find out more information about NUS's payment structure.







