



WELCOME TO
**BEGINS
WITH YOU**

THE BEST TEAM IN THE WORLD

BWY

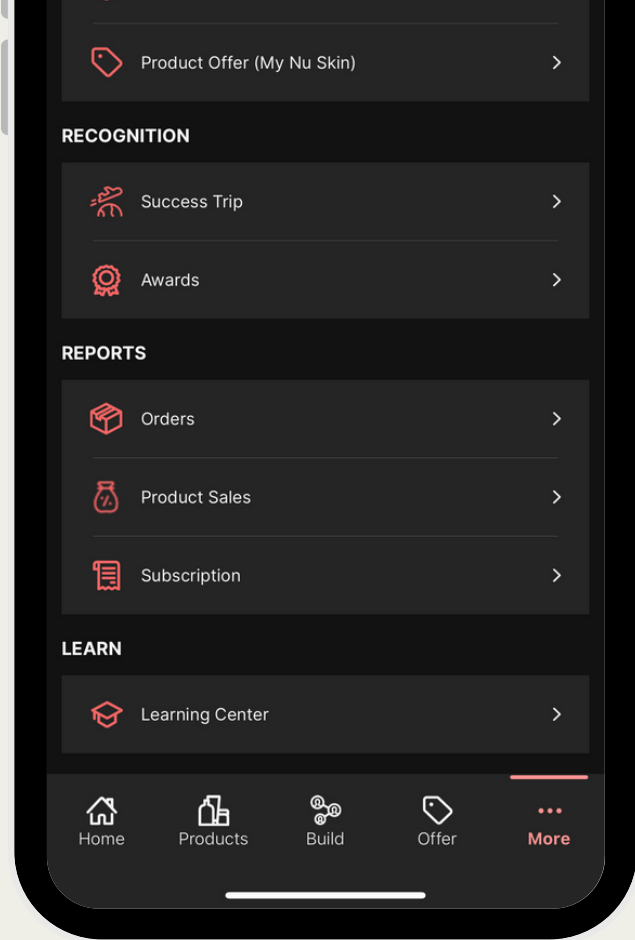
We are, quite literally, the fast growing team globally at Nu Skin and it's because we do things a little differently. We have disrupted the Network Marketing industry and we're here to show you how to make this as successful as you want to.

But, always remember our team name; Begins With You. Everything in this business is in **your** hands and your success will depend on how coachable **you** are and what actions **you** take.



GETTING STARTED

These slides will go over the basics of the business and how to get started making commissions! Highly recommend that you look over these a few times, jot down any notes/questions, and reach out to us to schedule a call! We can go over anything and everything and I'll be able to tailor my advice specifically to you.

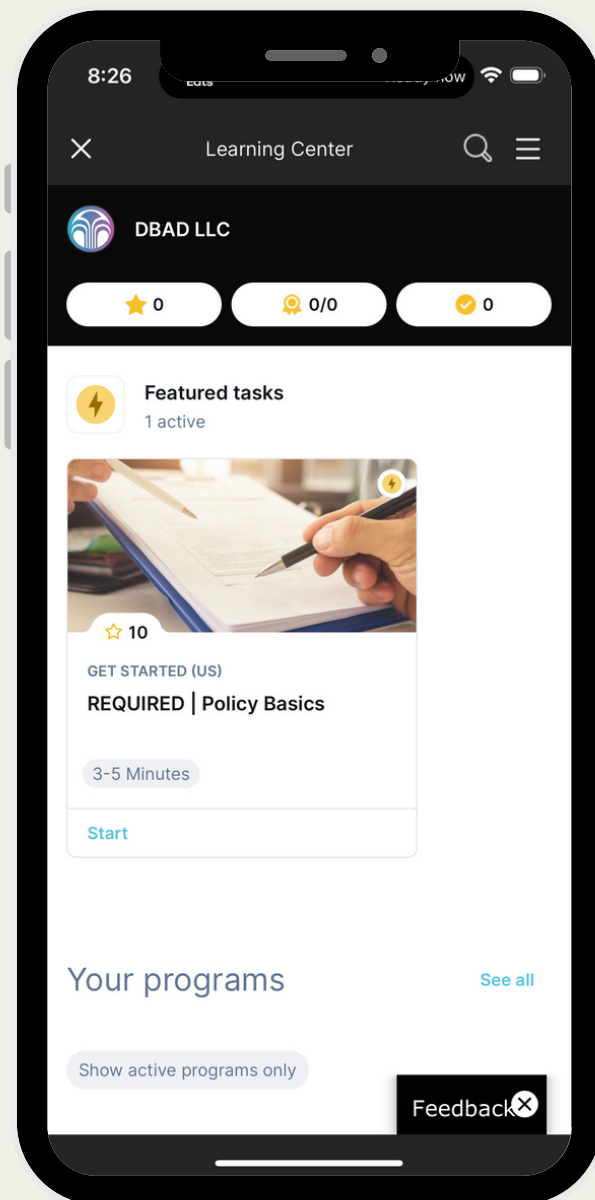


STEP 1:

Complete Learning Center videos & set up Direct Deposit

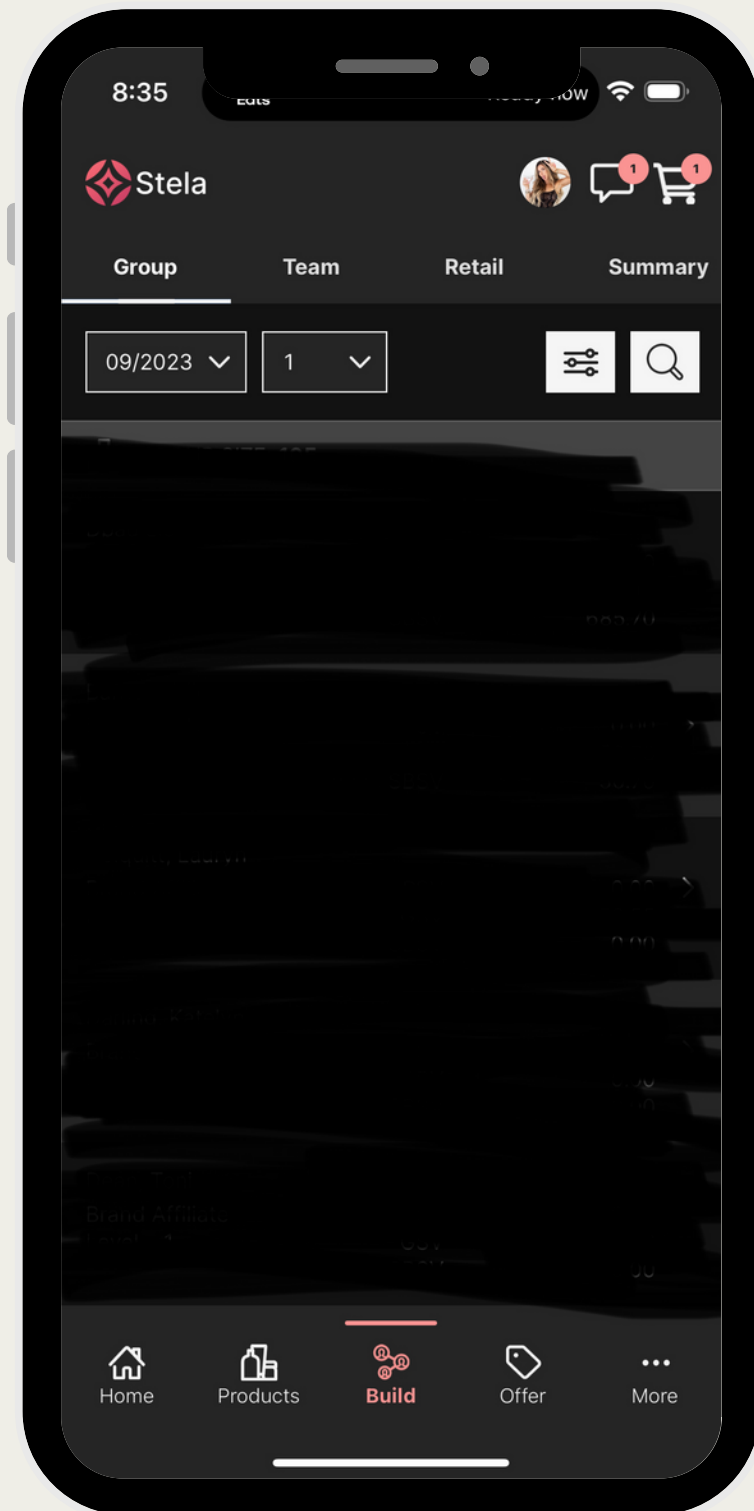
Learning Center: can be found in Stela and when you login to your back office. You'll need to complete the Policy Basics and Compliance before you can make links/money so do that asap!

Direct Deposit: Login to your nuskin.com account, go to "Profile" and fill in your direct deposit info. This is where all your commissions will go!



STEP 2:

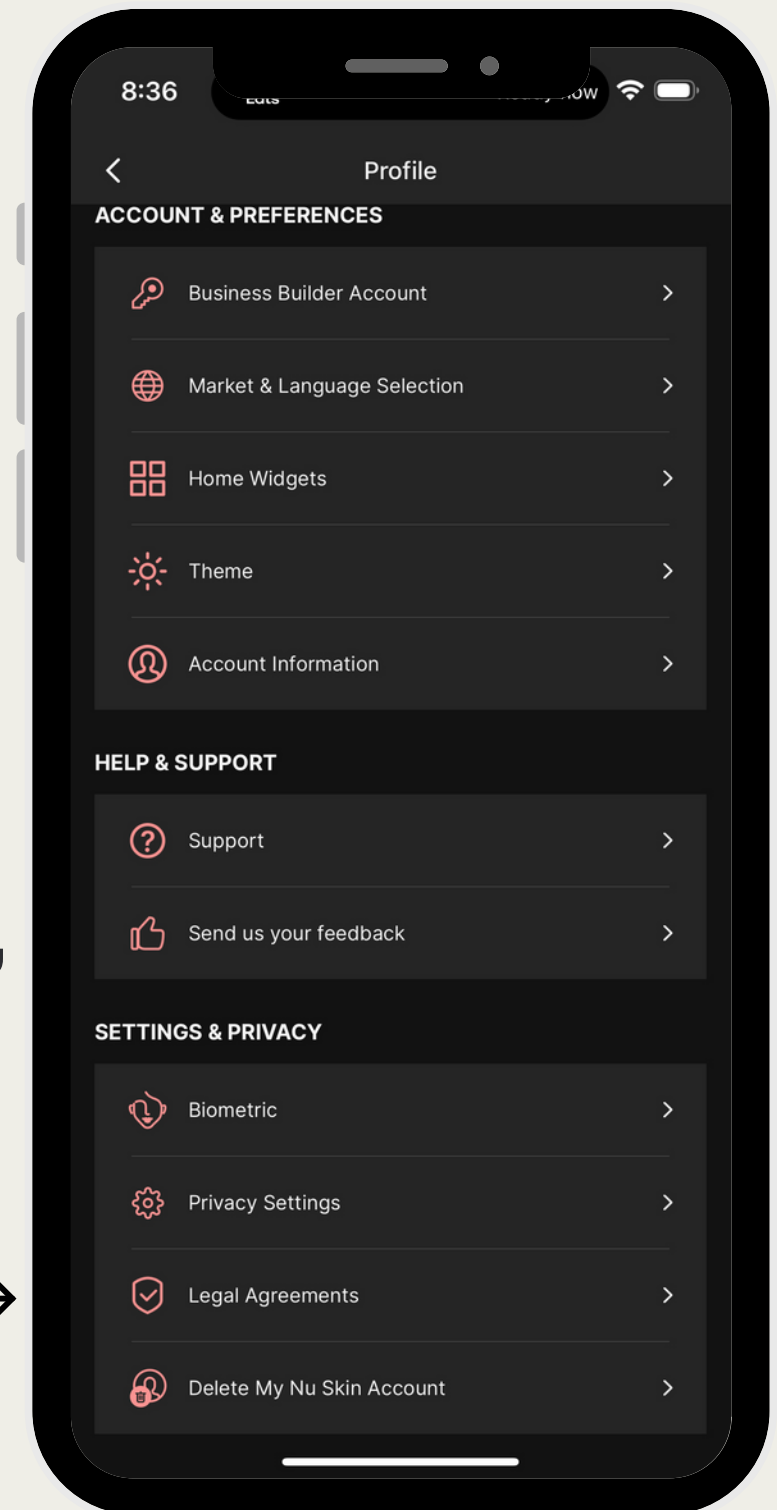
Accept the Data Processing Agreement



2. click your picture/initials at the top

3. click "Legal Agreements" then Data Processing & accept it

1. click "Build"



STEP 3:

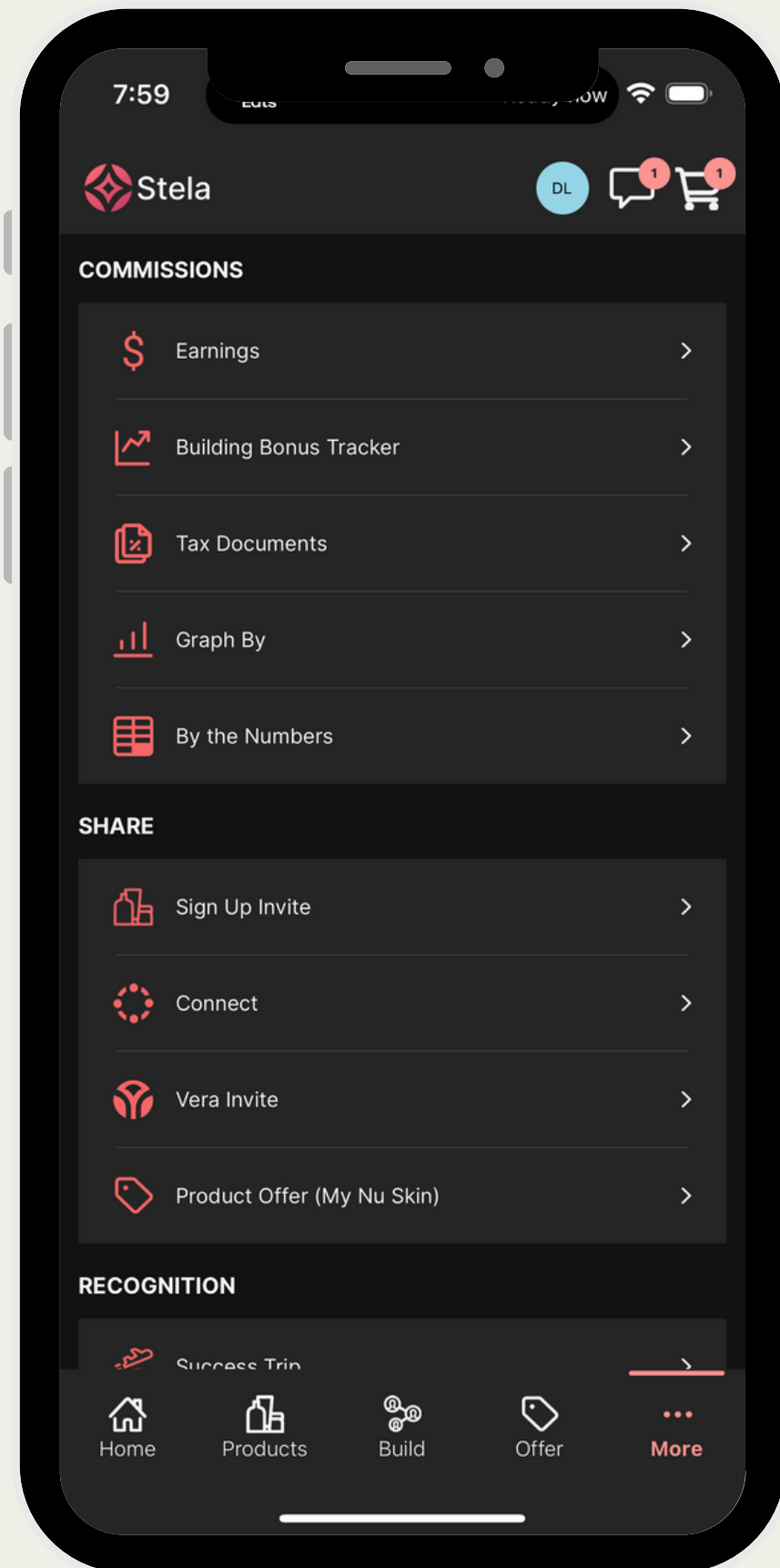
Download Stela & WhatsApp

Stela: the app you'll use to make links to send to customers to purchase products!
Also where you can see your commissions, etc!

WhatsApp: this is not mandatory, but we host our larger team chats in WhatsApp. If you want community, encouragement, knowledge sharing, hype etc let me know and we'll add you to the chat!



both in the
App Store!



STEP 4:

How to make links aka **how to make money**

things to note about links:

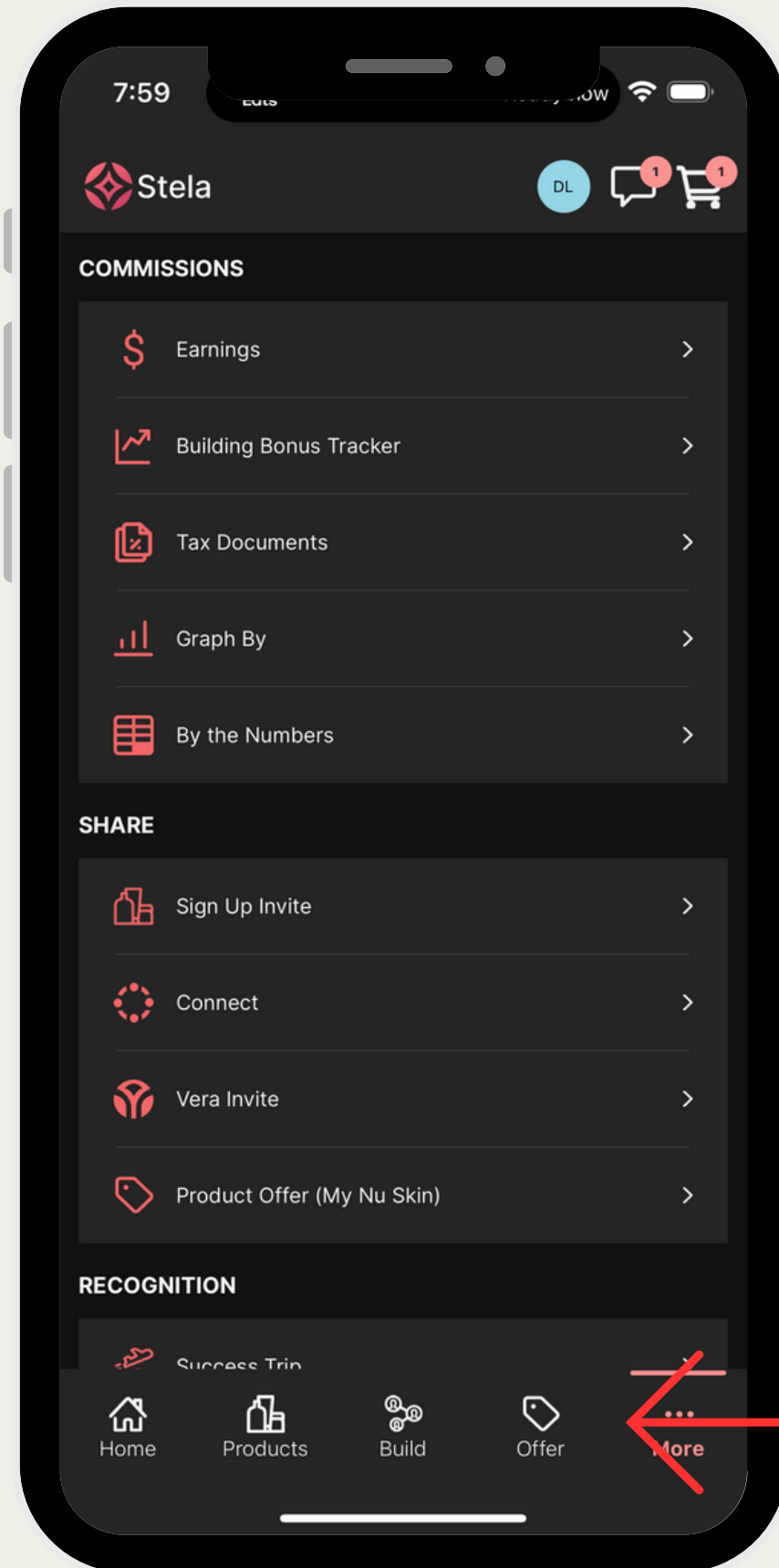
this is you making a pre-made cart for your customer. they can delete things out of the cart, but they cannot add things to it. this is what we call giving White Glove Service to our customers!

once the customer buys from this link, you'll get credit (points & commission for everything they ordered!)

STEP 4:

How to make links

you make links from Stela!

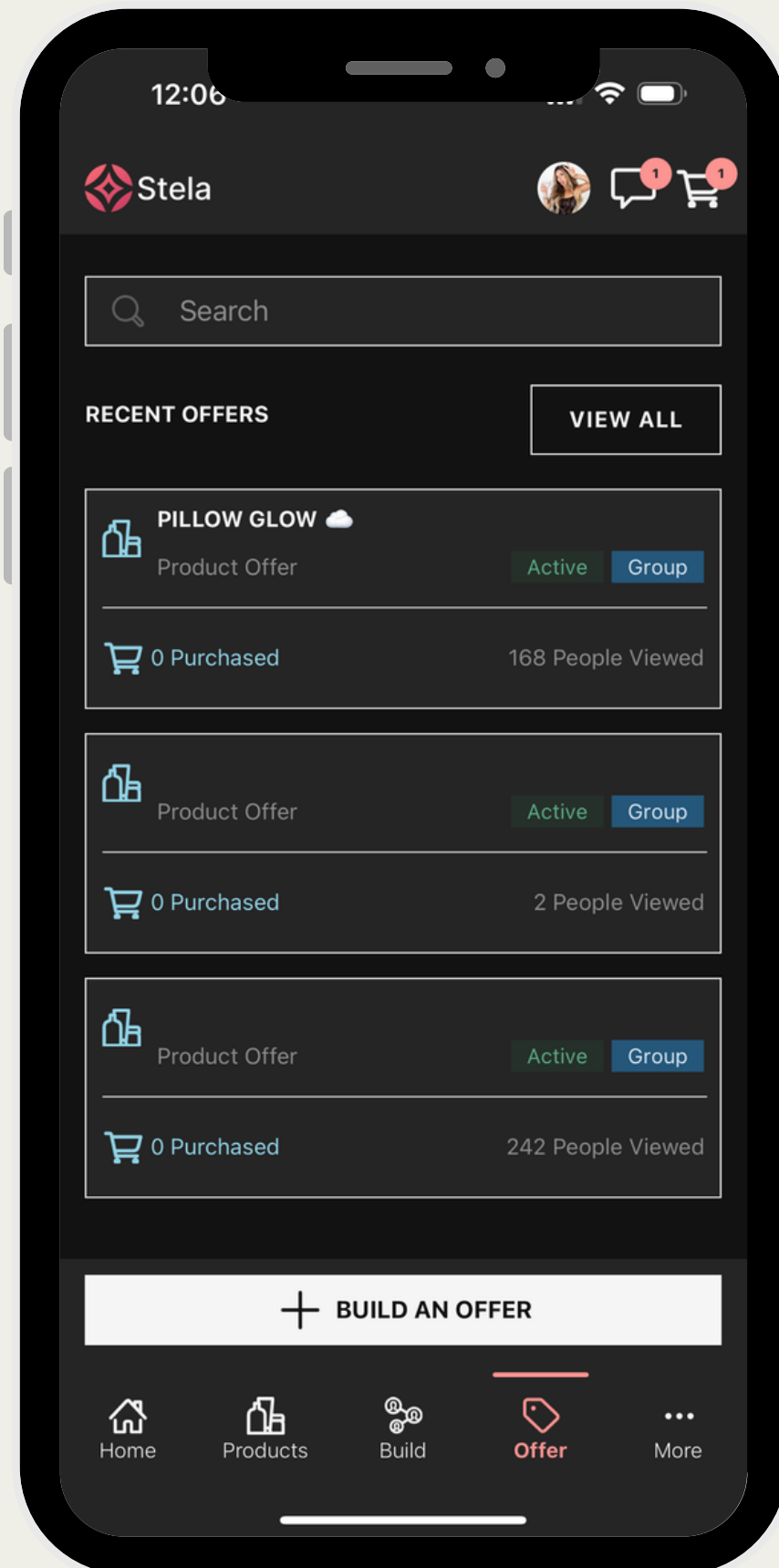


click "Offer"

STEP 4:

How to make links \$\$\$

this is your dashboard where all your links will be saved. once you make a link (*make sure its a group offer - details on next page*) it will show here for easy copy and pasting



to start, **BUILD AN OFFER**

*the # of purchases & # of people viewed is not correct.
don't go by that. we'll discuss later

STEP 4:

12:05

Build An Offer

1 2 3 4 5

Type of Offer

Personal Offer (One Person)

Group Offer (Anyone Can Redeem)

RETAIL PRICING MEMBER PRICING

Note: Shoppers will see retail prices and be able to checkout as guests or create retail customer accounts.

Name *

Offer Market Location

United States

Offer Language

English

Note: The products available to include in this offer will depend on the selected market

Offer Expiration *

10 Jan 2024

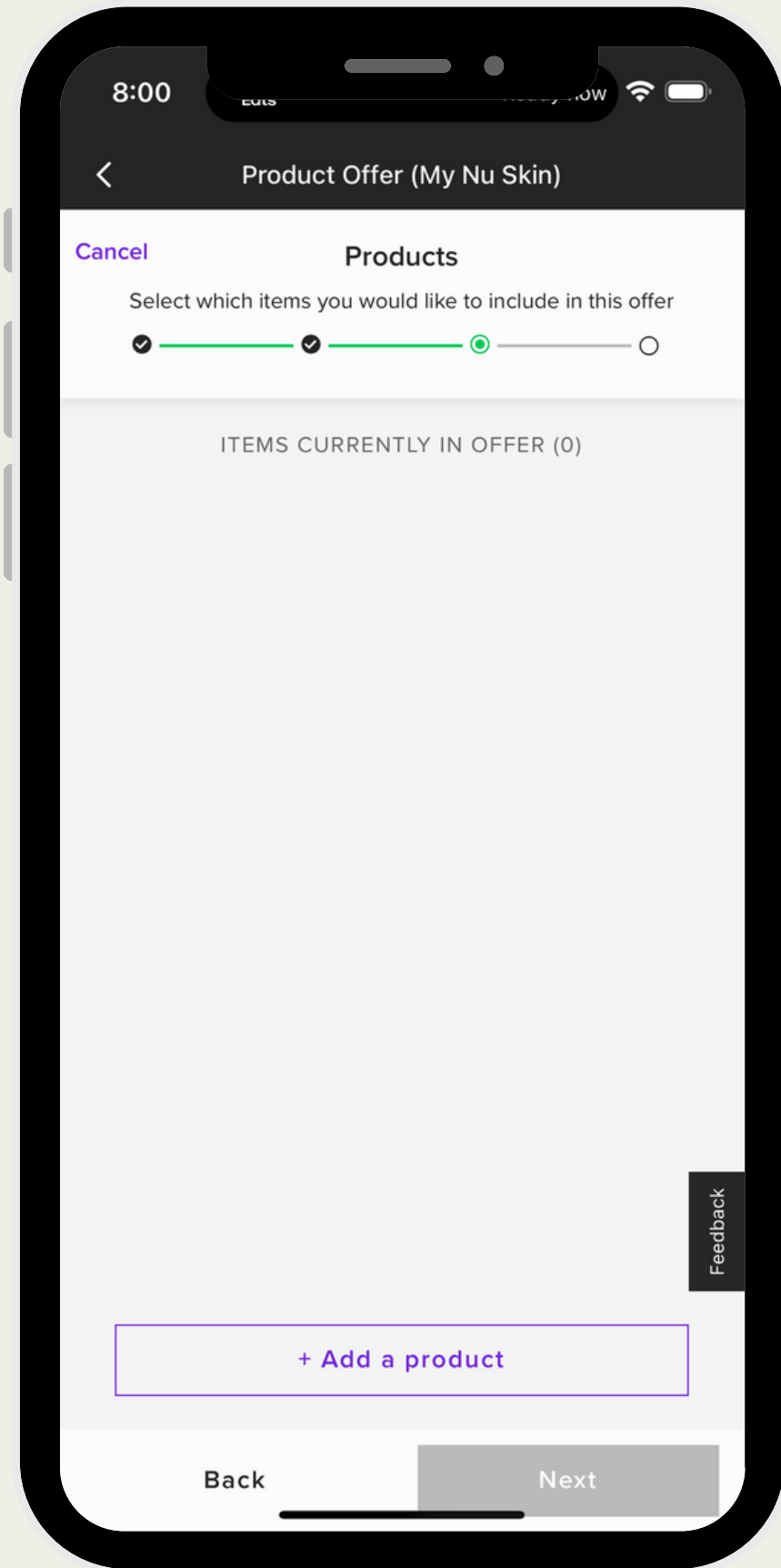
NEXT

“**Group Offer**” must be turned on!
It means that an unlimited amount
of people can shop from this link
and you’ll get credit for it.

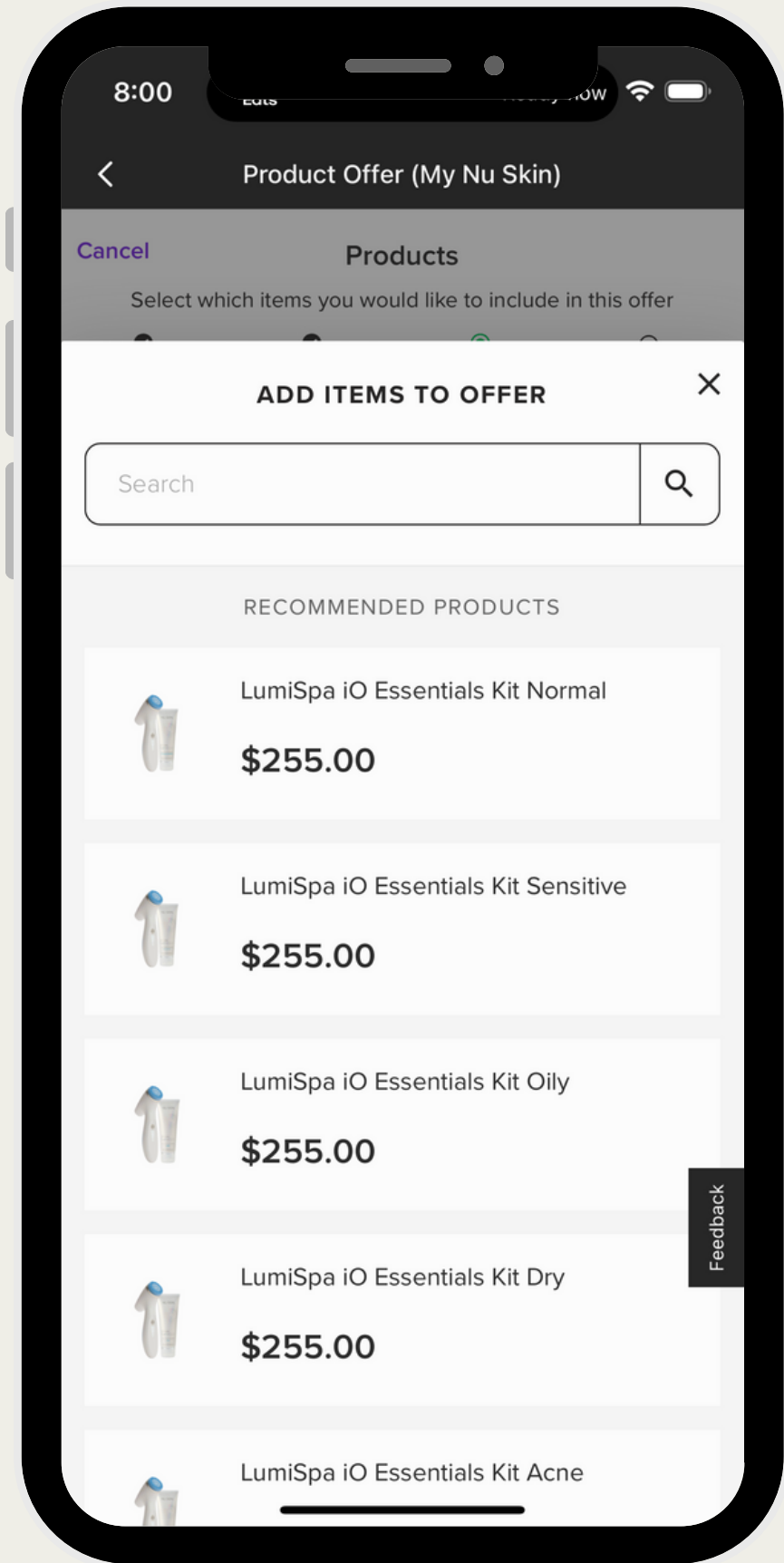
you can name this whatever you
want. the customer will see it.

I always change the expiration
date to like a week out just to give
the customer time to buy

click next

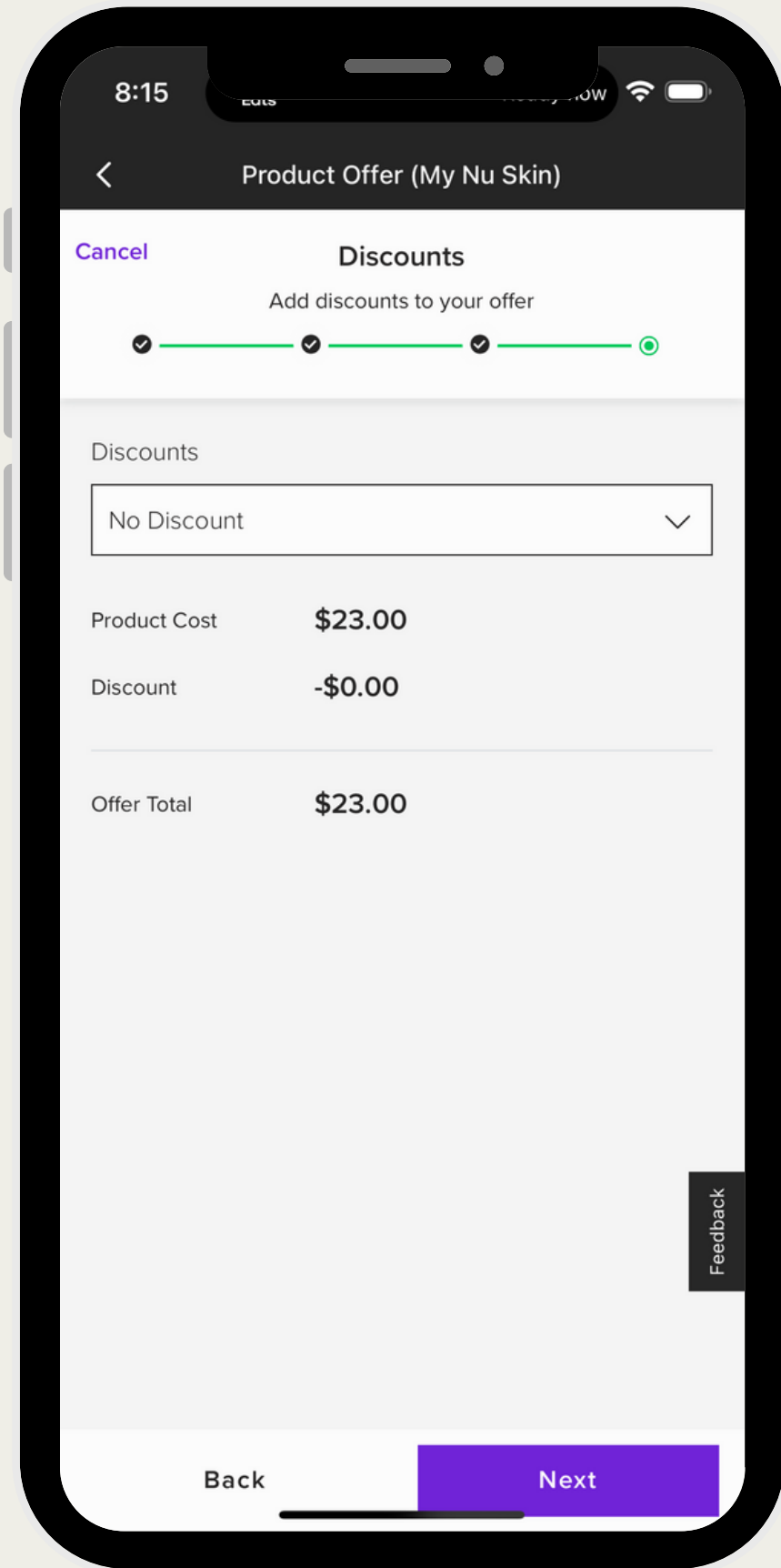


click "Add a product"

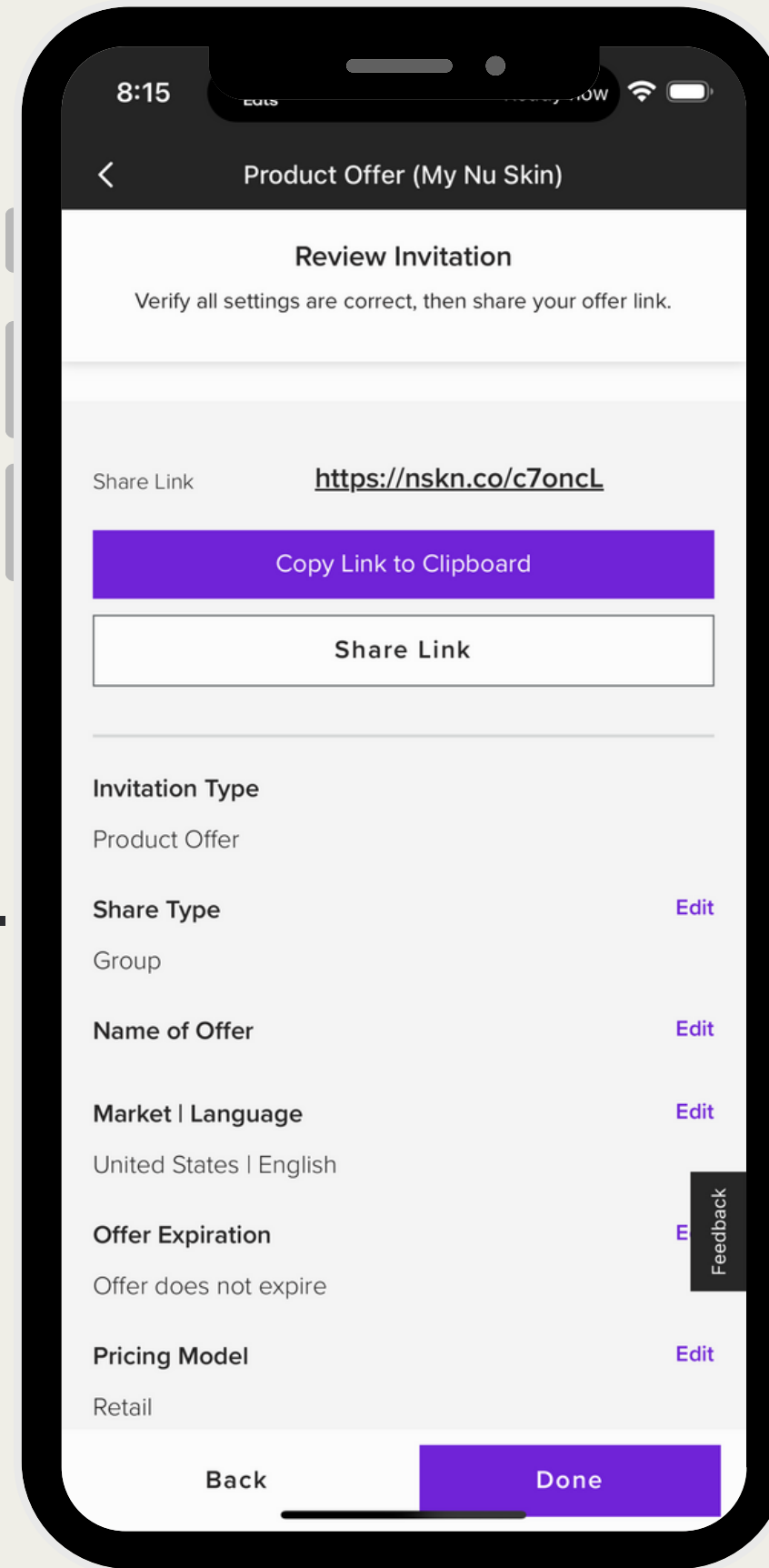


← search for any product you want to add to the customers cart

some are pre-populated here



← everything we sell, we sell at full retail aka we don't discount. any discount you give takes away that % of your commissions. keep that in mind!



← now that link is complete and ready to send to a customer! just copy it and send in a DM, text, email, whatever!

STEP 5:

Set up your MySite

Login to your Nu Skin website
Go to My Site Admin
“Click here”

The screenshot shows the Nu Skin website interface. At the top left, there is a language and currency selector showing 'USD | English'. The Nu SKIN logo is on the left, and a search bar is on the right. Below the header, there is a 'Beauty Devices' category. The main content area is split into two columns. The left column is a user profile sidebar with a dark header containing 'Welcome! Gretchen Gretchen Clark' and 'US01404791'. Below this, it says 'Brand Affiliate - Business Entity'. The sidebar menu includes 'Volumes', 'My Profile', 'Account Profile', 'Security', 'My Site Admin' (highlighted in dark), and 'Address Book'. The right column has a 'My Site' header and a prominent black button labeled 'Click Here'.

Your Site's URL [EDIT SUBDOMAIN](#)

PREVIEW

COPY

SITE CUSTOMIZATION

Select which market and language you would like to customize

Last Edited 4/20/2023

Banner

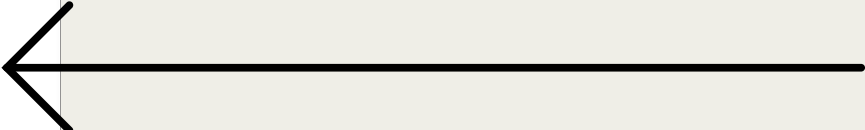
Featured Products

Bundles

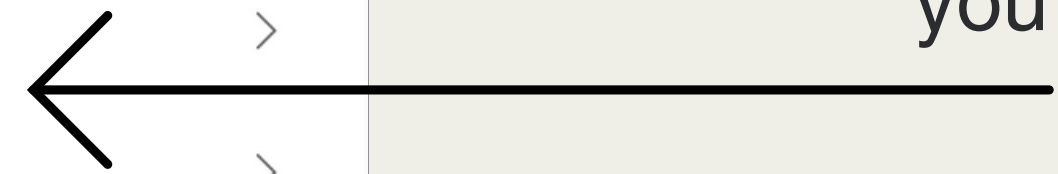
Full Product Catalog

Pricing Options

About Your Site



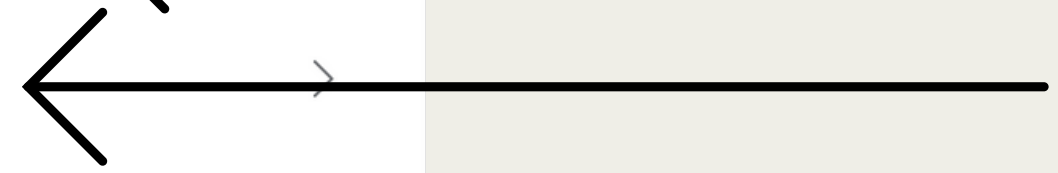
this is your website. you will get credit (points & commission) from anyone who orders from this website. you can send this to customers who say “do you have a website where I can just look around at the products?”



you can change the banner, featured products etc if you want!



make sure “show the nu skin search bar” is turned on



make sure “retail” is turned on”

HOW TO USE MYSITE:

Customer: “Hey can I get a link to the peel pads but I also want to look around at some other products?”

You: go to your website like you are a customer

(gbclark.mynuskin.com for example) search “peel pads” & send them that link. think: white glove service. you’re doing the work for them!”

You: “Sure! Here’s this - lemme know if you have any questions about any of the products xo”

WHEN TO USE MYSITE:

We don't encourage just throwing up links on your stories. It's pretty impersonal & the chances of someone buying from those links isn't as high as having a conversation with someone in your DMs, texts, etc. We can talk about that more on the phone but your MySite is a great tool to use when a customer wants to take a look at everything. It's also a great tool once you have a really established customer base

HOW WE MAKE MONEY:

As affiliates, we get paid on the 1st, 8th, 15th & 22nd of every month

+++ now offering a EXTRA CASH BONUS!
we'll go over it on our call!!!

RETAIL PROFIT	SHARING BONUS
BUILDING BONUS	LEAD BONUS

Nu Skin pays us in **FOUR** different ways!

every single affiliate gets paid the top two ways and when you reach the “Executive” title, you unlock the bottom two ways we are paid, therefore paying you four different ways. More on reaching Executive coming up...

HOW WE MAKE MONEY:

Ask me for the Price Guide to see all the products prices!

RETAIL PROFIT	

1: The Retail Price - Affiliate Price = Retail Profit

For example, the LumiSpa iO:

Retail Price: \$245

Affiliate Price: \$199

Retail Profit = \$46

Every time you sell a Lumispa iO, you make \$46 in retail profit!

The retail profit will be different for each product you sell

HOW WE MAKE MONEY:

Ask me for the Price Guide to see all the products prices & sharing bonuses!

	SHARING BONUS

2: SHARING BONUS = an extra cash bonus Nu Skin sends you for the products you sell.

For example, the Peel Pads have a \$10 Retail Profit and \$2.55 Sharing Bonus.

So, if someone buys the Peel Pads from you, you'll make \$12.55 for every one you sell!

HOW WE MAKE MONEY:

BUILDING BONUS	LEAD BONUS

Building Bonus: Once you're an Executive+, you'll earn extra bonuses based on your sales volume. Think of this as an extra bonus Nu Skin pays you for doing what you've already been doing. When you sell products, you'll make a Retail Profit, Sharing Bonus AND a Building Bonus.

Lead Bonus: Once you're an Executive+, and if you decide to build a team, Nu Skin will send you a commission check based on their volume. They get all their commissions and Nu Skin rewards you for being their leader

HOW YOU HIT EXECUTIVE:

Each product has a sales value (SV or PV) or “points” associated with it.

Ask me for the Price Guide to see all the products point values



**For example, the
LumiSpa iO
is 167 points**



**The Lash & Brow
Serum is 40
points**

HIT EXEC = MAKE MORE MONEY

HOW YOU HIT EXECUTIVE:

You hit Executive by doing 5,000 points in 3 consecutive calendar months

Your first month is the first month you do 1,000 points (LOI = 1K points)

EXAMPLE:



SEPTEMBER 2023

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

You sell 1,000 points



OCTOBER 2023

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

You sell 2,000 points



NOVEMBER 2023

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

You sell 2,000 points

HOW YOU HIT EXECUTIVE:

You hit Executive by doing 5,000 points in consecutive calendar months

Your first month is the first month you do 1,000 points

EXAMPLE:



You sell 1,000 points

You sell 2,000 points

You sell 2,000 points

HOW YOU HIT EXECUTIVE:

A few things to note:

every month you're in "qualification to hit Executive" you must do a minimum of 1K points to stay in qualification.

Yes, you earn points from the items you purchase for yourself. You do not earn commission tho, because you will buy them at the discounted affiliate price

Out of the 5K points, at least 2K of those points need to come from purchases your customers made (aka you can't buy your way to Executive)

HOW YOU HIT EXECUTIVE:

A few things to note:

If you don't hit the 5K in 3 months, you can instead aim for 6K points in 6 consecutive months. And don't worry! Your points will count towards that 6K since you've been in qualification.

If you don't hit Executive or fall out of qualification, nothing happens. You aren't fired, you don't get kicked out. But being Executive is where the money is, so if your goal is money, let's get you there!

HOW YOU KEEP EXECUTIVE:

The “big bucks” are made when you’re an Executive (and beyond). It’s difficult for most people to KEEP their executive title without having people doing the business with you (building a team). Chat more with your mentor about this.

HOW TO MAKE HITTING EXECUTIVE EASIER & FASTER

Invite your friends, customers, etc to do the business with you!

We can chat more details on the phone, but for now, remember this:

The points they earn from selling products you *ALSO* get.

They keep *ALL* their commission (you never take a dollar from them) but their
points = your points.

You invite people into the business. They make sales.

Nu Skin rewards both of you.

Therefore, if you're 700 points away from hitting executive, and you invite someone into the business & they sell 700 points of products, **BOOM**. You're
an exec

HOW TO MAKE HITTING EXECUTIVE EASIER & FASTER

to debunk a few misconceptions incase you're thinking it:

YOU can make more money than the person who brought you into the business. the people you bring into the business can make more money than YOU. this isn't a pyramid scheme.

we can chat building a team strategy when you're ready!

TERMS TO KNOW

LOI = Letter Of Intent

Your first 1,000 points in one calendar month (aka Oct 1 to Oct 31). Submitting LOI means you intend to go for executive! LOI = GSV points

PSV

Each Product is assigned a specific amount of points. PSV is your Personal Sales Volume - your own purchases and customer's purchases

GSV

GSV is your Group Sales Volume - a combination of your PSV and the PSV of your "group" - aka your team of non-executives

SBSV

Sharing Block Sales Volume - comes into play when you fast track to executive. 2000 out of 5000 points must come from customers (aka you earned a sharing bonus off those points)

THINGS TO KNOW

Points start over each month.

Nu Skin does everything in CALENDAR months. This means you earn points / blocks each month beginning on the first of the month and ending the last day of the month.

However, when you submit LOI (1000 or more points in one calendar month), these points count toward executive.

THINGS TO KNOW

Every product has a Product Information Page

When you search a product on nuskin.com, you can find the PIP (Product Information Page) with the ingredients, clinical studies, and facts about the product.

This is helpful for knowledge sharing or to share with customers

PHARMANEX® PRODUCT INFORMATION PAGE

BEAUTY FOCUS™ STRAWBERRY COLLAGEN+

THE PROOF IS IN THE PLUS

Beauty has no gender. Beauty is everywhere and within everyone. And Beauty Focus is all about how you look and feel. It's a physical reflection of your inner health. It's about the visible results you can achieve with the right nutritional supplements. The secret to a beautiful outside begins on the inside.

MEET COLLAGEN+
Ready to drink your way to show-stopping results? Kickstart collagen and elastin production, rev up radiance, visibly reduce fine lines and wrinkles, and boost hydration for all-out gorgeous skin with Beauty Focus Collagen+. How? It's all about our clinically proven proprietary blend that enhances your beauty with a combination of unique benefits you simply can't find anywhere else.

Let's start with our Bioactive Collagen Peptides. While many common collagens provide the building blocks your skin needs, collagen peptides go a step further—stimulating skin to boost collagen and elastin production for more stunning results. But not all peptides are created equal. Our elite Bioactive Collagen Peptides feature a unique peptide "fingerprint" that is consistently shown to have the **highest** stimulatory effect of all collagens tested in vitro, and as confirmed in human clinical studies showing improvements in skin elasticity and reduced wrinkles.

But our fantastic formula doesn't stop there. We've also handpicked a carotenoid called Lutein, from marigold flowers, that's clinically proven to improve skin radiance and help protect against oxidative stressors, like blue light.

And then there's our Phytoceramides. Taken from wheat lipid extract, our Phytoceramides are similar to ceramides naturally found in skin, so they help keep your skin's moisture barrier healthy and hydrated all day long.

With all this, Beauty Focus Collagen+ is clinically proven to improve skin texture, radiance, and overall appearance on its own. But, when combined with other topical skin care regimens, the visible results are even more all-out amazing! Sip your way to skin that's inside-out gorgeous with this world-class win-win from within.

WHY YOU'LL LOVE IT

- Boosts collagen and elastin production in your skin*
- Supports skin hydration and healthy moisturization*
- Helps protect against the damaging effects of oxidative stressors, including blue light.
- Clinically proven to help you look more youthful.
- Helps visibly reduce fine lines and wrinkles.
- Helps improve skin health and prepare skin for better complementary benefits with Nu Skin® topical skin care regimens.
- Level-1 SCS-Certified, so you know carotenoids are being absorbed and increasing your scanner score.
- Made with zero artificial colors, flavors, or sweeteners.
- Features a naturally delicious, strawberry flavor.

WHAT POWERS IT

- Bioactive Collagen Peptides—elite collagen peptides featuring a unique peptide "fingerprint" that is shown to effectively stimulate collagen and elastin production.
- Lutein—this important carotenoid, not typically found in beauty supplements, helps protect skin against oxidative stressors.
- Phytoceramides—support skin barrier function and hydration.

*This statement has not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

nuskin.com

Resources

[Product Information Page - Beauty Focus™ Collagen+..](#)

BEAUTY FOCUS™ STRAWBERRY COLLAGEN+

CLINICALS THAT PROVE IT

Nu Skin commissioned a third-party clinical study to evaluate the efficacy of taking Beauty Focus Collagen+ once a day for four months. This study used a double-blind methodology with part of the group receiving a placebo.

CLINICAL GRADING AT 4 MONTHS

Metric	Placebo	Collagen+
Texture	~10%	~25%
Radiance	~15%	~30%
Overall Appearance	~10%	~18%

- Significantly improves skin texture, radiance, and overall appearance.
- High probability to reduce signs of aging.

RESULTS THAT ARE BETTER TOGETHER

With its inside-out approach to beautiful and healthy skin, using Beauty Focus Collagen+ helps prepare skin for better visible results from many topical Nu Skin products. In a clinical study, participants took Collagen+ once a day and used an ageLOC® LumiSpa® regimen daily for four months. The results were even more all-out amazing!

Metric	Placebo	LumiSpa	Collagen+ and LumiSpa
Texture	~10%	~40%	~80%
Radiance	~20%	~35%	~45%
Overall Appearance	~10%	~35%	~45%

- Taking Collagen+ prepares skin for better complementary benefits and skin health, nearly doubling the visible texture benefits of an ageLOC LumiSpa regimen, compared to an ageLOC LumiSpa regimen alone.*
- *over baseline after four months, according to expert visual grading.

nuskin.com



SOCIAL MEDIA

It's truly OK if you have no idea where to start on social media; so many of us have been there! It'll be super helpful if we can jump on the phone to go over your strategy because that's the beauty of it; we're all so different! We don't want you to be doing the exact same thing as someone else. Grab your mentor(s) and let's discuss how is best for YOU to start sharing these products with your people!



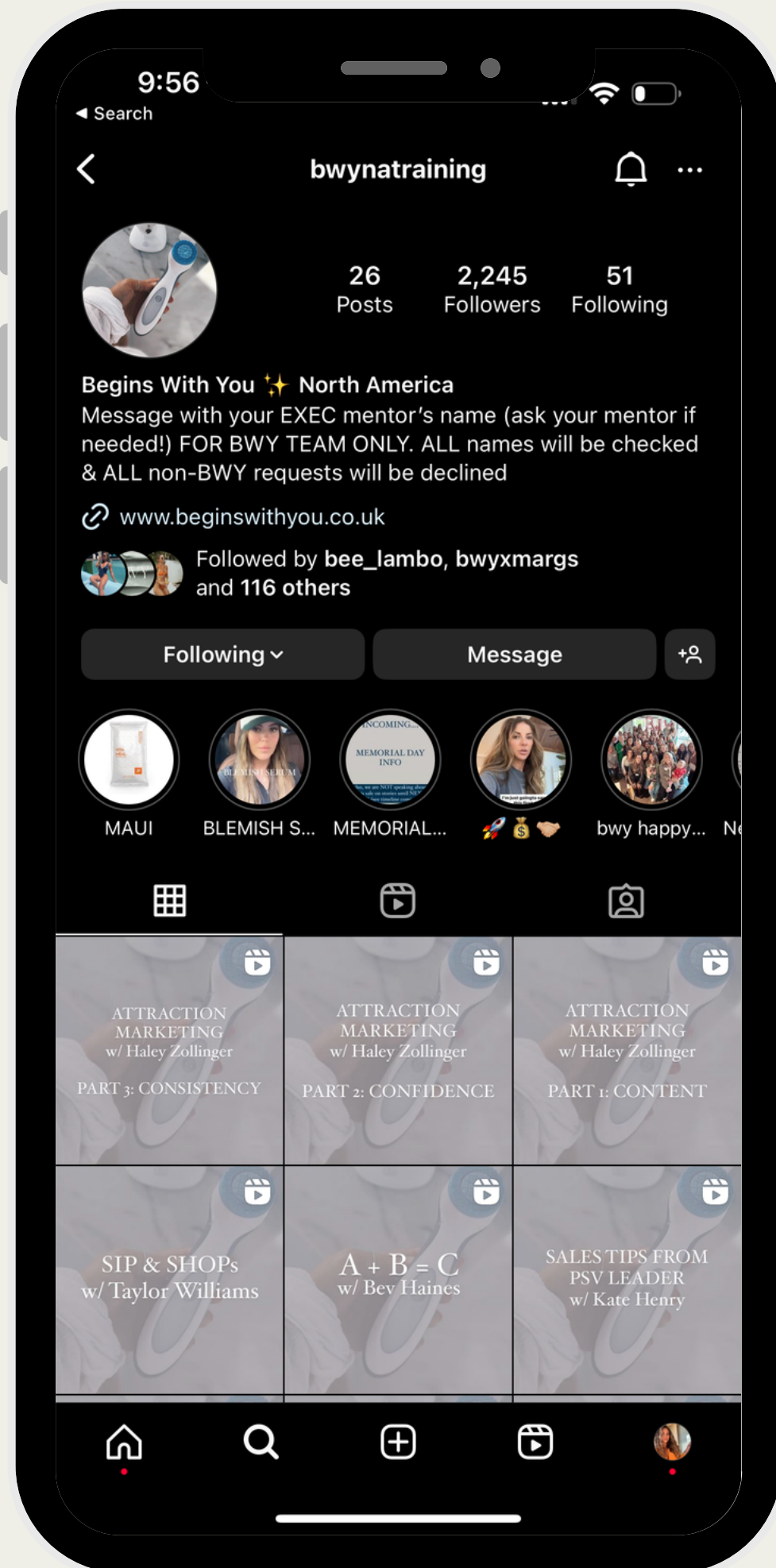
SOCIAL MEDIA

A few tips:

We believe in SHARING over SELLING.

You are not all the sudden a walking Nu Skin ad. Nu Skin already has a brand and people buy from PEOPLE they like aka YOU!

You will hear the word “Consistency” over and over again; the more consistent & coachable you are, the most successful you’ll be



OUR TEAM IG: *@bwynatraining*

Request to follow and message the account saying “Gretchen is my mentor”. We only accept BWY affiliates into this page and we’re very protective of the trainings, so make sure you message the account so we know to accept you in!

WEEKLY TRAINING CALLS

ask me for the zoom ID!



Every single Tuesday night @ 8pm est, our team hosts a weekly training call. We **highly** recommend you jump on these calls if possible (and/or listen to the recordings the next day). We have busy moms who listen with one headphone on while making dinner, or chasing their kids around, or people who listen in the car; however they can because they don't want to miss them! Each week we have different topics from different team members at all different levels of the business!

THAT'S IT FOR NOW!

let's take this business one step at a time. text me to
jump on the phone and lets strategize a bit and get
you going!