



NUSKIN
THE DIFFERENCE. DEMONSTRATED.™



GETTING STARTED & ROADMAP TO SUCCESS

GETTING STARTED CHECKLIST

Having a checklist is critical to your early success. Complete each of the following items to begin your Nu Skin business:

- **1. Register as a Distributor and obtain your**
 - ID
 - Web Login ID
 - Web Password
- **2. Set up a monthly Automatic Delivery Rewards (ADR) order by visiting nuskin.com.au, nuskin.co.nz or by calling 1300 687 546 (AU), 0800 687 546 (NZ).**
- **3. Communications:**
 - Learn how to make 3-way calls on every phone you own
 - Look for frequent emails from Nu Skin to the email address you listed at signup
 - Like us on Facebook (NuSkinPacific) and share Nu Skin news with your contacts
 - Subscribe to our YouTube channel (NuSkinPacific) and share Nu Skin Pacific videos with your contacts
- **4. Meet in-person or on the phone with your Sponsor within the first 48 hours**
 - Review / Complete Getting Started Checklist
 - Review / Discuss your Roadmap to Success

START THE BUSINESS

Work with your sponsor to determine the best way to start your business.

Below are a few proven methods that we recommend:

1. **Begin making a List of 100+ Names** (FFBC—Family, Friends, Business & Community)
2. **Share the Business with the people on your list using the following tools:**
 - Meetings**
 - In Home Demonstration
 - Daily Meetings—1 on 1 product Demonstrations, etc.
 - Weekly Meetings
 - Large Meetings and Regional Conferences



SET GOALS

Goals help you to maintain the energy and passion required to reach a little further, to work a little longer, and to push a little harder to overcome barriers and obstacles. Goals permit you to act upon life's opportunities rather than react to life's challenges. You improve your ability to focus on what matters most in your life and your business when you set goals based on your WHY. Make your goals measurable, break them down into bite-sized pieces, aim as high as you can, and write them down so you can easily track and celebrate your progress. Remember an unwritten goal is only a wish.

SHORT-TERM GOALS

I will dedicate hours each week to build my business.

I will introduce and enrol people this month.

I will approach about my business each day.

LONG-TERM GOALS

I will dedicate at least years to building my business.

I will be Executive by (Date)

I will be Ruby by (Date)

I will be Blue Diamond by (Date)

I will be Team Elite by (Date)

PERSONAL GOALS

Scan and email this page to your upline and Account Manager so that you will stay accountable throughout your Nu Skin journey.

CREATE A CONTACT LIST

You probably think that you don't know that many people. By the age of 25, an average person knows more than 2,000 people on a first name basis. Perhaps you never bothered to count them. One simple way to get started is to play the name game and complete your relationship map. Your list will be the foundation of your business building efforts. This list is your circle of influence. Remember not to prejudge anyone during this activity.

BE COACHABLE

Nu Skin offers a simple but revolutionary business opportunity where people from any walk of life can create extraordinary success. To be successful one must learn two important skills, the ability to be coachable and the ability to teach and communicate (which we'll discuss in the next section).

First, **BEING COACHABLE** is important in order to learn a new business model and develop the skills to turnaround and teach others what you have learned. Ask yourself the following questions to determine your 'coachability':

Am I open to change?

Am I willing to try new concepts or different ways of doing things?

Am I willing to stop or change the wrong and self-defeating thoughts, talk and actions that lead to bad results?

Do I have goals that I'm serious about achieving?

Do I believe the advice I receive can help me achieve my goals?

Am I willing to sincerely try and implement advice into my business?

Beginning your own Nu Skin business is the first step that shows you are willing to be coachable. Work closely with your sponsor and start learning how to be successful in this business.



THE POWER OF DUPLICATION



Once you learn the business model for success from your sponsor, it's time to **TEACH OTHERS**. Start with your contact list and those you feel will be most interested in the products and the business opportunity that define Nu Skin's unparalleled approach to anti-ageing. As you introduce and instruct others on how they can start and succeed at their own business, you will begin to experience what is called '**THE POWER OF DUPLICATION.**'

A simple example of the power of duplication is the commonly used analogy of the cent and the million dollars. If you had the choice between doubling a cent over 30 days or receiving one million dollars up front, which would you choose? Did you know that a cent, doubled over 30 days is more than five million dollars? Do the maths and check for yourself. You will see this principle at work.

To succeed, your business will require hard work, dedication and a willingness to learn and then teach others what you learn. This is not a 'get rich quick with little effort' business opportunity. But as you begin to teach and work closely with others (both your upline and downline), and as they teach others what you've taught them, you will begin to experience the power of duplication through product sales and acquiring retail customers.

TOOLS FOR SUCCESS

THE SOURCE & SOCIAL MEDIA

The Source provides you with the most current resources for building your business and staying up-to-date on Nu Skin and our incredible products and business opportunity. With new content being posted weekly, you are provided with useful “straight-from-the-source” information including email updates, distributor recognition, marketing materials, product information pages, videos, testimonials and more. You can also access the Nu Skin Pacific Facebook page which is an excellent tool for communicating directly with the Nu Skin corporate team, and for sharing Nu Skin news with your team. Make sure that you also check out the Nu Skin Pacific YouTube channel for all the latest training and update videos.

OFFICE

Office is your personal online link to the company (accessible online via ‘My Account’). It provides helpful training, resources, and support for managing your business.

VOLUMES AND GENEALOGY

Accessible via ‘Office’, with this tool you can view your total volumes and the volume of your downline. With its information and useability, the Navigator Snapshot tool helps you keep ahead when managing a successful, expanding business.

ONLINE PROSPECTING SYSTEM (OPS)

The Online Prospecting System (OPS) is a web tool designed to help you create a unique recruiting experience when meeting prospects. OPS allows you to track visitors, show presentations and follow-up with prospects on an automated basis.

THE SUCCESS FORMULA

The Nu Skin Success Formula program is packed with all the tools you will need to help you accomplish your goals and achieve success in your life. Whether your goals are financial, personal, or career-focused, The Success Formula will guide and help you create your personalised roadmap for your journey to success.

The foundation of The Success Formula lies within the five key success drivers - dream, set goals, believe, take action, and lead. Each driver plays an integral role in the goal setting and achieving process. To access more details, please visit nsemindset.com or purchase The Success Formula from nuskin.com.au or nuskin.co.nz.

CORPORATE RESOURCES

NEW ENROLMENTS, PHONE ORDERS, AUTOMATIC DELIVERY REWARDS (ADR) AND SHIPPING ENQUIRIES

Phone:	1 300 NU SKIN / 1 300 687 546 (AU)	0800 NU SKIN / 0800 687 546 (NZ)
Fax:	1 300 ADR FAX / 1300 237 329 (AU)	0800 ADR FAX / 0800 237 329 (NZ)
Email:	austrialiainfo@nuskin.com (AU)	dsnewzealand@nuskin.com (NZ)
ADR enquiries:	ausadp@nuskin.com (AU)	nzadp@nuskin.com (NZ)

DISTRIBUTOR SUCCESS AND EXECUTIVE SUPPORT

Phone:	(02) 9491 0900 (AU)	(09) 254 4180 (NZ)
Fax:	(02) 9491 0907 (AU)	(09) 254 4181 (NZ)
Email:	dsaustrialia@nuskin.com (AU)	dsnewzealand@nuskin.com (NZ)

PRODUCT SUPPORT QUESTIONS

(NU SKIN & PHARMANEX)

Phone:	1 300 NU SKIN / 1 300 687 546 (AU)	0800 NU SKIN / 0800 687 546 (NZ)
Email:	productspecialist@nuskin.com	



MILESTONES & NEW PIN LEVEL RECOGNITION

Building your organisation and reaching these milestones is one of the most fulfilling and exciting parts of this business. As you advance and your product sales and those of your organisation increase, your earning potential grows. This roadmap is an overview and your personal guide for your journey to success. The following are some of the most important milestones you will achieve.

	EXECUTIVE	RUBY	EMERALD	DIAMOND	BLUE DIAMOND	TEAM ELITE
Receive a pin & certificate	✓	✓	✓	✓	✓	✓
Receive a pendant/ring					✓	
Receive a special certificate						✓
Announcement in Corporate e-newsletters	✓	✓	✓	✓	✓	✓
Featured on your market website		✓	✓	✓	✓	✓
Success recognised at local Corporate events	✓	✓	✓	✓	✓	✓
Success recognised at Regional events		✓	✓	✓	✓	✓
Success recognised at all Global events					✓	✓
Success recognised at Team Elite Awards night and Gala						✓
Become a part of the Recognition wall in the Sydney Distributor Support Centre					✓	✓
Become a part of the Wall of Fame at Nu Skin Corporate Headquarters (US)						✓
Receive a "Star" on the Nu Skin Walk of Fame at Nu Skin Corporate Headquarters (US) (5 years Team Elite)						✓



PIN LEVEL BENEFITS

EXECUTIVE

RUBY

EMERALD

DIAMOND

BLUE DIAMOND

TEAM ELITE



	EXECUTIVE	RUBY	EMERALD	DIAMOND	BLUE DIAMOND	TEAM ELITE
TRIPS*		✓	✓	✓	✓	✓
SUPPORT & TOOLS*	✓	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓	✓
WEALTH MAXIMISER*		✓				
			✓			
				✓		
					✓	✓
BUSINESS BUILDER POSITION*					✓	

*Contact your Nu Skin Account Manager to find out more information on these exciting programs.

^Visit the "Recognition" section of our website for Success Trip dates and qualification deadlines. For complete details on Team Elite Trip dates and qualification deadlines please visit nseteamelite.com or ask your Account Manager.



Celebrating with just some of our pacific 20MDC, 5MDC & 1MDC group at the Pacific Region Convention.

MILLION DOLLAR CIRCLE RECOGNITION

Nu Skin has created over 800 Million Dollar Circle Members! We have created four special pins that are awarded to Executives of any level to help celebrate the achievements of earning US\$1 million, US\$5 million, US\$10 million and US\$20 million in commissions in their life time.

US\$1 MILLION DOLLAR CIRCLE MEMBER



US\$5 MILLION DOLLAR CIRCLE MEMBER



US\$10 MILLION DOLLAR CIRCLE MEMBER



US\$20 MILLION DOLLAR CIRCLE MEMBER



	US\$1 MILLION DOLLAR CIRCLE MEMBER	US\$5 MILLION DOLLAR CIRCLE MEMBER	US\$10 MILLION DOLLAR CIRCLE MEMBER	US\$20 MILLION DOLLAR CIRCLE MEMBER
Announcement incorporate e-newsletters	✓	✓	✓	✓
Success recognised at local Corporate events	✓	✓	✓	✓
Success recognised at Regional events	✓	✓	✓	✓
Success recognised at all Global events	✓	✓	✓	✓
Receive Pin & Certificate	✓	✓	✓	✓
Receive Crystal Ornament		✓	✓	✓

MDC refers to those independent distributors who are members of the Million Dollar Circle and have earned over one million US dollars in commissions over the life of their involvement with Nu Skin. There are, however, no guarantees of success. Not all distributors make money.



NOURISH THE CHILDREN RECOGNITION

“There can be no greater cause than to save the life of a child and ensure the child’s future in our global society. We all have a responsibility to get involved and make a difference. I call on entrepreneurs everywhere to be this difference—to be a powerful force for good in the world by participating in the Nourish the Children initiative.”

Lee Iacocca, Chairperson of the Nourish the Children Advisory Board

AMBASSADOR 5 YEAR AMBASSADOR CHIEF AMBASSADOR 5 YEAR CHIEF AMBASSADOR



STEPS FOR ACHIEVEMENT*

Four personal and 12 (level 1) total of 16 on ADR orders for 2 consecutive months



Any Ambassador who has three Ambassadors on their first level (the “Me + 3” program)



Receive a Nourish the Children pin as well as congratulations letters from Blake Roney and Lee Iacocca



Receive an authentic Chief Stick from Malawi.



Receive a Nourish the Children statue.



RECOGNITION*

Announcement in corporate e-newsletters



Success recognised at local Corporate events



Success recognised at Regional events



Success recognised at all Global events



*Visit nourishthechildren.com or contact your Nu Skin Account Manager to find out more information on the Nourish the Children initiative.

SUCCESS AT EVERY LEVEL

Some measure success by the amount of freedom attained when success is achieved.

We believe in helping people reach the success they desire, to have the freedom to do what they want, when they want. This roadmap has been created to help you on your path to success, leading you to time and financial freedom. As you follow the steps that are provided and reach the milestones, you will find that starting and running your own successful business is achievable with hard work and commitment.

Remember to follow-through on the commitments you've made in this booklet to be successful; and as you work closely with your sponsor and those you introduce to the business you will find this opportunity to be extremely rewarding.

Dream it and Believe it! Reaffirm your belief every day.

Increase your value. Learn something new every day.

Use the products every day.

Talk to new people every day.

Do one selfless act every day.

ENJOY YOUR JOURNEY TOWARDS THE PATH TO SUCCESS.



*To qualify for any pin level you must meet all the requirements of the Sales Compensation Plan, including retail sales. There are, however, no guarantees of success. Not all Distributors make money. For a complete summary of the Sales Compensation Plan please go to nuskin.com.au or nuskin.co.nz

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