

NU SKIN ENTERPRISES, INC. MILLION DOLLAR CIRCLE

Million Dollar Circle Members are distributors in our global markets where we have implemented our global Sales Compensation Plan who have earned over one million dollars in commissions over the lifetime of their Nu Skin distributorship. Not all distributors succeed or make money. Generating meaningful compensation as a distributor requires considerable time, effort, and commitment. In 2016, the average commission paid to U.S. Active Distributors was \$912.64 monthly or \$10,951.72 annualized. Less than .01% of distributors have become Million Dollar Circle members. For a complete summary of distributor compensation paid at all levels within the Sales Compensation Plan, please contact the company at 800-487-1000 or visit www.nuskin.com. The term "Million Dollar Circle Member" and the average earnings information above are unrelated to our Mainland China business as we operate under a different business model there. Individuals from Mainland China are recognized for achieving the Million Circle status under that business model.