

U.S. Recognition Magazine

Accolades

New Team Elite Members



Ken and Marni Belnap



Prudy Ferrone



Amy Lefkowitz



Wayne Wertheim



Rich Furlanic



John McLelland



Scott and Nancy Schotter



Lon and Sheryl Wardrop



Derrick and Naomi Winkel

Recognition of New Leaders

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NU SKIN[®] BigPlanet[®] PHARMANEX[®]

NU SKIN ENTERPRISES

A Message From Corporate



These are certainly easy times to be distracted by world events. This is a great time to focus on what matters and find individual peace. Many of your efforts are directed toward helping others globally. So, you are peacemakers in a very positive way. Thank you for being creators of peace and plenty. This is a very generous way to spend one's time and many will embrace such an effort in today's time of turmoil. So spread the word like never before. The world needs a home focused on positive values.

I believe these are times of unusual opportunity to build an organization that you will be proud of forever, an organization that can make a huge difference in the world and in the lives of thousands of individuals. I don't mean it will be easy, but I know it will reward you in a most amazing way as you stretch and work and endure.

Realize, you are building a charity organization as you build your business. The number of lives improved through your organization will likely exceed that of many of the full time charitable organizations in the world. As you make a difference through the products, the opportunity, and community service, you accomplish a miracle, you build families, and you change the world.

I see this as a great time to accelerate the good you can do and watch the miracles multiply. Thank you.

A handwritten signature in black ink that reads "Blake Roney".

Blake Roney
CEO

A Message From U.S.



Over the years the question has often been asked, "What is momentum?" According to Webster's "momentum" is defined as the "impetus of a nonphysical process, such as an idea or a course of events." It is also described as a noun. In our business momentum has become synonymous with periods of accelerated growth, and we have experienced it several times throughout our history.

How does momentum growth occur? To preface this answer we have to clarify the definition. In our case momentum is not a noun: it should be a verb. A verb is an action word, and momentum is action multiplied exponentially. Whenever we have experienced momentum growth it is because our leaders see the opportunity in a new way and take combined action.

We have all of the components for momentum growth today. Thanks to our financial strength and corporate credibility, we find ourselves in a very unique position within the industry of network marketing. We have an economy that provides us with potential recruits on a daily basis, as traditional companies downsize. We have technology and products that no one has access to. We have an incredible story, which is supported and validated by the popular press. And we have leaders across the country and around the world that are combining forces to take action in a way never seen before.

The key to creating and using momentum growth is to take action. No one who has ever succeeded in this business has done so through inaction. Now that the stars are aligned in our favor, it's time to change the way we think: momentum is not something you have or something you hope for, it's something you do.

A handwritten signature in black ink that reads "Scott Schwerdt".

Scott Schwerdt
U.S. General Manager

We would love your comments! Email us at recognition@nuskin.com, recognition@pharmanex.com, or recognition@bigplanet.com

Congratulations to our January through December 2002

U.S.A. Qualified Team Elite Members!

Team Elite Members have successfully maintained 15 breakaways for 6 months out of the calendar year.

Dana Gregory and Mari Abbott
Phoenix, Arizona

Anthony and Betsy Antonelli
Alpine, Utah

Cathy Bond and Cami Bauman
Salt Lake City, Utah

Ken and Marni Belnap
San Diego, California

Lee and Phyllis Blowstein
Boynton Beach, Florida

Brent and Virginia Bryson
Provo, Utah

Craig and Kathy Bryson
Provo, Utah

Steve Campbell
Salt Lake City, Utah

Steve and Connie Chien
Plano, Texas

Lang and Jean Chou
San Jose, California

Tim and Debra Edwards
Dallas, Texas

Mort and Paula Ehrlich
Miami, Florida

Prudy Ferrone
Woodbury, New York

Richmond and Diane Flowers
Pelham, Alabama

Rich Furlanic
Soquel, California

Jeff and Miyako Gledhill
Kenmore, Washington

Mitsue and Akira Hasegawa
Fort Lee, New Jersey

Tom and Ann Houghteling
Dallas, Texas

Dave and Connie Johnson
Reno, Nevada

Atsumi and Mauricia Kajita
San Rafael, California

Laura Kall and Mitchel Felton
Westport, Connecticut

Richard Kall
Boca Raton, Florida

Eric Karlen
Las Vegas, Nevada

Russ and Linda Karlen
Las Vegas, Nevada

Laura and Michael Kaufman
Dallas, Texas

Kook Ju Kim
Old Tappan, New Jersey

Mark Jacobson & Yayoi Kimura-Jacobson
Santa Ana, California

Tamako and Masayuki Kishimoto
Bellevue, Washington

Buz and Maureen Kroner
San Antonio, Texas

Tomoki Kunieda
Fort Lee, New Jersey

Derek and Sheri Lamb
Layton, Utah

Helena Lee
Quincy, Massachusetts

Amy Lefkowitz
New Hyde Park, New York

Alexander Ma
Fremont, California

Winnie and Chanly Maa
Upper Brookville, New York

Mark and Jerri Mabry
Mesa, Arizona

Jeff and Liz Mack
Mapleton, Utah

Lee and Susan Markrack
San Rafael, California

Clara McDermott
St. George, Utah

Dr. Bas Nair
Spring, Texas

Patricia and Akira Nameishi
Wrentham, Massachusetts

Ronnie and Sally Park
Henderson, Nevada

Chris and Carol Pollack
Coral Springs, Florida

Dan and Susan Pursel
Lyndeborough, New Hampshire

Nathan and Joyce Ricks
St. George, Utah

Al and Wen (Mimi) Rosencrance
Great Falls, Virginia

Matt and Resa Salter
Novato, California

Scott and Nancy Schotter
Boca Raton, Florida

John and Giselle Sexsmith
Stuart, Florida

Steve and Carolyn Sledge
Carrollton, Texas

Pat and Margarite Sung
Potomac, Maryland

Tom and Vivienne Tachibana
Miami, Florida

Blake and Carol Tillotson
Salt Lake City, Utah

Craig Tillotson
Salt Lake City, Utah

Ching Ping Wang
Bethesda, Maryland

Hung Tai Wang
Potomac, Maryland

Lon and Sheryl Wardrop
Cheyenne, Wyoming

Gary Wattenberg
Boca Raton, Florida

Cindy Watts
New York, New York

Wayne Wertheim
Garden City, New York

Ron and Cris Wiggins
Dallas, Texas

Derrick Winkel
Newport Beach, California

Nick and Pamela Yin
Morris Plains, New Jersey

Congratulations to first-time Team Elite qualifiers: Ken and Marni Belnap, Prudy Ferrone, Rich Furlanic, Amy Lefkowitz, John McLelland, Scott and Nancy Schotter, Wayne Wertheim, and Derrick Winkel. Following are articles highlighting these Team Elite members.

This issue of *Accolades* has 14 pages highlighting these new Team Elite Members. Their examples will motivate and inspire you to take your business to new heights.

New Team Elite Members



Ken and Marni Belnap



The Experience of a Lifetime

When he was 21 years old, Ken Belnap put college on hold and spent his time traveling across the country, sometimes to two or three major cities per week, working as a seminar coordinator. It was a wonderful opportunity, and he loved the excitement and the travel, but he had bigger plans for the future. “It was my goal as a young man to create a decent income that would support me later as a family man,” says Ken. “I knew that when the time came I would want to settle down and spend time with my family, so I was looking for an opportunity that would allow me to build a solid base early so that I could enjoy it later.”

That opportunity surfaced while Ken was visiting Salt Lake City, Utah, with his seminar job. “I went to the gym to work out, and there was a guy on the machine next to me who spent almost the entire time on his cell phone. It wasn’t annoying, just surprising—why did he come to the gym if he was going to talk on his phone most of the time instead of working out?” When the stranger was between calls, Ken asked him why he didn’t just stay in his office. The man answered, “this is my office,” and introduced himself as Craig Tillotson; his friend on the next machine was Derrick Winkel. “The two of them started telling me about their businesses, and all of the great opportunities they

had, but as soon as I found out it was network marketing I tried to shut them down. I thought I knew what network marketing was about, and I wasn’t interested. They kept talking, however, and I started to realize that Nu Skin was a business that could help me fulfill my goals in life.”

After another meeting in Craig’s house, Ken was convinced and signed up under Derrick. He was a little uncomfortable selling skin care, however, and continued to spend most of his time and energy on the seminar business. Six months later on a trip to Orange County Ken contacted Russ Karlen, one of the main Nu Skin Executives in southern

California at the time, and went to one of the local meetings. “I was intending to utilize the Nu Skin meetings to sell seminar tickets,” says Ken, “but I ended up becoming extremely excited about Nu Skin again. I’d never been to a presentation like this before, and the ideas and the environment were very motivating.” Ken began to work on Nu Skin part time, working closely with Russ and Linda, as well as Derrick Winkel and Nathan Ricks, while keeping his full-time seminar job. “Eventually I realized that half of my income was coming from Nu Skin, even though I spent far less time and energy doing it. With evidence like that, it wasn’t hard to decide to do Nu Skin full-time.”

Ken’s love of travel coupled with his desire and energy prompted him to move to Hong Kong when Nu Skin expanded into that market. He worked hard, built up a strong group, and then moved to Taiwan to do the same thing. Soon after that he moved to New Zealand and began working there and flying in and out of Japan and Australia. It was in New Zealand that he met his wife, Marni.

Marni worked in New Zealand as a Service Manager for an Apple Business

Center, and was introduced to Ken when a couple of her employees got involved with Nu Skin. They invited her on a kayak trip that Ken had organized, and she was impressed with both the business and with Ken. In just nine months she was able to completely replace her income with Nu Skin, and Ken and Marni have since traveled the world together building new markets and strengthening their respective businesses.

“I love the freedom of Nu Skin,” says Marni. “Sometimes I’m more involved in the business, and sometimes I step back and take a break. It’s wonderful to have a business that lets me choose when and how much I want to work.” With her background in computers, Marni works her business online as well as conventionally. “I’ve had a lot of success on the Internet, especially in contacting new people, but I always try to make personal contact as soon as possible. This is a business of relationships, and it’s important to strengthen those relationships face to face.”

Today, Ken and Marni have a son named Robbie who’s just under two years old.



Ken and Marni on a fishing trip in Prince Rupert, British Columbia.

“It’s been wonderful to see my goals fulfilled so dramatically,” says Ken. “Nu Skin, in the long term, converts hard work into cash flow. It allows us to gear back when we need to spend more time together, and it allows us to take time off without any negative impact. Marni and I had a month-long honeymoon—how many jobs can offer that?”

As much as Ken and Marni enjoy the freedom to relax, the excitement of work keeps pulling them back. “This is the perfect time to really get into it and give it all you’ve got,” says Marni. “Nu Skin is still my favorite, because I love the products so much, but we’ve worked very hard on Pharmanex ever since the BioPhotonic Scanner came out. There’s so much to do and so much to accomplish, and we love to be able to do it with such great people.” Ken has nothing but praise for the company and the people he works with. “It’s stable, which is good, but it’s also good-hearted, and that’s even more important. Everybody really does help everybody else, and we feel privileged to be a part of it.”

Congratulations, Ken and Marni Belnap.
Welcome to Team Elite! 🎉



Celebrating the UK Grand Opening, 1996.

New Team Elite Members



Prudy Ferrone



Amy Lefkowitz



Wayne Wertheim

IBB Associates (International Business Builders Associates)

International Business Builders Associates is a partnership that was formed by three Blue Diamonds: Prudence Ferrone, Amy Lefkowitz, and Wayne Wertheim. Uniquely blending different yet equally important skill sets, this collaborative team has proved to be a model of success on many levels for all that work with them.

Prudy Ferrone joined the Nu Skin family in June of 1990. Being a former make-up artist, she never used anything on her face unless it was very expensive, but that attitude changed very quickly. Soon after experimenting with the products she immediately saw a difference in her skin and unknowingly sold 14 skin care setups to her friends and family. Prudy became interested in the business behind the products, but she had her own jewelry design business and was a full-time mom of Alexandra, Chris, and Michael (8 months, 6 years, and 12 years respectively); she certainly



wasn't looking for more to do. "I had been prospected by many networking companies in the past," says Prudy, "but I never understood that network marketing was just sharing products and helping people reach their goals. Coupling this marketing strategy with wonderful products made sense to me. It was right up my alley—I love people and enjoy recommending great products". Despite her hectic schedule, Prudy committed 5

hours a week to Nu Skin, and six months later she went full-time.

In 1995, Prudy formed a partnership with fellow Distributor Amy Lefkowitz. Both were Executives, but they set a mutual goal to attain the level of Blue Diamond. Nine months later they achieved their goal.

Amy Lefkowitz joined Nu Skin Enterprises at the same time as Prudy, though they didn't get to know each other until shortly after. Amy was looking for a business and felt that Nu Skin was the perfect opportunity. "I was introduced to the products first," Amy says, "and I loved them. When I found out there was a business to go with them, the timing was perfect. This wonderful opportunity fell right into my lap, and I felt like it was made for me."

"This business has totally transformed my life," Amy says. "I've grown in many

ways and gained many new skills. The great thing is that the skills you use for the business are the same skills you use in life: how to talk to people, how to communicate, and how to overcome fears. It's all about relationships and accountability—you need to offer support and be there when people need you. At the same time, you need to be coachable and willing to learn."

One of Amy and Prudy's favorite parts of the business is recruiting, and one of their most interesting recruitment stories is that of their third partner, Dr. Wayne Wertheim. They met Wayne in 1995 at a business briefing for healthcare providers. Wayne was an internist, and had been in a successful practice for over 13 years. Due to financial challenges placed on his practice by managed care, he was actively searching for ways to improve the bottom line. "Wayne was immediately attracted to the nutritional division," Amy recalls, "but initially he was very skeptical and vocally negative. It is common in many people that their skepticism fights against their potential. Wayne was testing us to see if it was real—he wanted to be proven wrong, so that's what we did."

At a follow-up meeting Wayne was still somewhat negative, and explained that he could only spare 15 minutes. To his surprise, Prudy turned the tables and

informed him that she could only stay for 5 minutes anyway. Wayne recalls "that strong posture both surprised and shocked me. I knew that she must really have something valuable, if she was presenting herself with such strength." One and a half hours later they completed their meeting and Wayne signed his Distributor agreement. "I felt comfortable with the company because it was apparent that it was founded on scientific principles that were familiar to me. Amy and Prudy overcame my skepticism quickly, and I grew to have immense respect for them—especially once I realized their level of accomplishment."

Prudy and Amy accompanied Wayne to a Nu Skin Convention in Utah, where he caught the full vision of the potential the opportunity presented. "I spent a lot of time running back and forth from my seat to the phone, placing orders and telling people at home about these incredible new products," says Wayne. Nine months later, in September of 1997, Wayne duplicated the efforts of his upline and became a Blue Diamond. Five years later he officially joined the IBB partnership.

IBB places emphasis on the basics—recruiting, training and support—but more than that, they try to form a tight bond of friendship between all the members of their group. "The people we work with have become a family," Prudy says. "The greatest part of this job is getting to know people from all backgrounds and walks of life. Everything we do, we try to do as a team—it bonds us together and builds a rapport that you can't get anywhere else. It's important to understand that new Distributors aren't joining a business, they're joining you—you



Wayne and his wife love to go skiing.

need to make them feel like they're part of a family."

As Team Elite members, each partner continues to work the business. IBB maintains a conference center on Long Island where all three conduct weekly business briefings and monthly training. "There is always new information," says Prudy. "It is our feeling that we can keep learning and benefiting from attending all business events. We encourage our organization to incorporate this practice in their businesses as well."

"As we look toward the future," says Wayne, "what we really see is the opportunity to use our leadership position to help improve life for those who may have financial, nutritional or quality of life challenges. We believe in being a force for good, and through Nu Skin Enterprises there are opportunities to do good all around us."

The others feel the same way. "The best thing about this business is that you achieve your own goals by helping other people achieve theirs," says Amy. "That's the key to making it all work. It's absolutely wonderful."

Congratulations, Prudy Ferrone, Amy Lefkowitz, and Wayne Wertheim on your new Team Elite status!



Amy and Prudy pose with Steve Lund, Sandie Tillotson, and Blake Roney in Hawaii.

New Team Elite Member



Rich Furlanic



Grand Master

If you want to be the best you have to learn from the best, and in the world of karate that means learning in Japan. Rich Furlanic, a dedicated practitioner of karate, moved to Japan in the summer of 1983 to hone his skills and prepare himself for the World Championships. “When you first start something it can be very intimidating,” says Rich, “especially when you compare yourself to the best. A novice in karate is called a White Belt, and a White Belt can feel pretty hopeless next to a Grand Master. What I realized, though, is that it’s all about commitment—in the end, a Grand Master is just a White Belt who never gave up.”

Although he was only planning to stay for the summer, Rich loved Japan so much that he moved there permanently. “My Japanese friends joke that I’m more Japanese than they are.” Rich started a business teaching English, and eventually met and fell in love with his future wife, Miko. True to his word he never gave up and never stopped training, and ten years later in 1992 he competed and won a silver medal in the Karate World Championships.

“About that same time I started hearing about a business opportunity called Nu Skin,” says Rich. “My English teaching business was getting larger and harder to deal with; I had partners and others

helping me, but I could never take time off or the business would fall apart. I was certainly open to new opportunities, but I was a little leery of network marketing because I’d tried it before and lost thousands of dollars. Even as my friend was pitching Nu Skin to me, I had the other company’s products sitting useless in my closet.” Rich was convinced that nothing could get him to try another network marketing business, but the more he learned about Nu Skin the more he realized that the company didn’t have the same problems he’d dealt with before. Thanks to the confidence he received from his upline, Rich became a Nu Skin Distributor in 1992.

“I could speak Japanese conversationally,” says Rich, “but I wasn’t confident enough to train anyone in Japanese. I started telling the people I recruited to buy a certain book that would tell them what to do—ironically, the introduction to this book told them not to sign up under a foreigner because I wouldn’t be able to train them correctly. I was doing everything wrong, but I finally realized that if I wanted to succeed I would have to find leaders—people who were as strong or stronger than I was, who were willing to do whatever it took to be successful with or without me. That eventually became my primary strategy,



Daily karate practice at home.

and I still do it today no matter where I am in the world.”

Rich established a fairly stable business, but he was still only doing it part time in 1994, along with his English teaching. At that point, nature stepped in and changed his life forever. “I lived in Kobe,” says Rich, “and my house was more or less right on top of the epicenter of the Han-Shin earthquake.” The Han-Shin earthquake was the strongest Japan had seen in decades, and reduced much of Kobe and the surrounding area to rubble in a matter of seconds. “I literally crawled out of my collapsed house. Everything I had was gone, my English teaching business was destroyed, my home was in ruins, and I had nothing but the pajamas I was wearing—and my fledgling Nu Skin business. It wasn’t

tied to a brick and mortar foundation, so it survived completely intact; I learned a lot from that. I’m actually grateful that life removed all other obstacles to Nu Skin.” Rich remembered his philosophy on karate and found that they applied perfectly to business as well—no matter how hard it gets, you can make it if you keep going and refuse to quit. “A member of Team Elite is just a new Distributor who never gave up.”

Rich returned to the United States a few weeks after the earthquake, leaving his Japanese business in the capable hands of the leaders he’d worked to establish. In



Everything you see . . . is from NSE.

America, Rich started at square one building a new area of business. He’s had success using the Internet and other forms of advertising, but insists that nothing can replace a strong group of leaders. “Sometimes it’s as simple as word of mouth,” says Rich. “I approach a person and say, ‘I’m looking for leaders, this is what I’m doing: who do you know?’ Not everybody is a leader, but everybody knows someone who is a leader, or is looking for a new opportunity. Everybody knows people who are at the right point in their lives to make a change.”

Miko always supported Rich and loved the products, but it took her a while to realize the potential of a Nu Skin business. “When we got married and I came to the United States,” says Miko, “Rich was earning next to nothing. I hadn’t

caught the vision of Nu Skin, but I had caught the vision of Rich—I knew that he would be successful because that’s what he had committed to do. People follow committed people. Once the checks started to come in, however, I finally understood the business potential for myself.” A lack of support from a spouse is one of the biggest reasons people give up the business, but Rich counsels everyone to keep going. “If they see that you’re really determined,” says Rich, “your spouse will get out of the way and let you work. Once they see the results of that work, your spouse will support you one hundred percent.”



Rich and Miko at the beach near their home.

Today Rich’s business extends all over the world. Although his oldest and strongest group is the one he started in Japan, a lot of people are surprised to learn that he does any serious business there. “There is a myth that if you don’t explode into action right when a market opens, you’ve missed out on all the good opportunities. Other people were doing very well in Japan, but my Japanese business didn’t make any serious money until four years after the market opened and that blows that myth away. It doesn’t matter when you start because it’s never too late.” In other words, even a White Belt can become a Grand Master.

Congratulations to Rich Furlanic, who never gave up on his dream and made it to Team Elite! 🎉

New Team Elite Member



John McLelland



The Most Rewarding Part of Life

“Most of us can look back on a time when we had an aversion to network marketing,” says John McLelland, “and we can remember pretty clearly the moment when our perception changed.” For John and his family, that change in perception came from his neighbors, who introduced the products to John’s wife, Ruthanne. “They were very smart,” John says, “because they got her hooked on the products and then started talking to me about the business.”

It was 1989, and John was looking for a new business. He had just sold his medical equipment company and wanted an opportunity that would let him work from home, work internationally, and

control his own hours. Nu Skin seemed like the perfect business, but John wanted to make sure so he took his question straight to the source: he hopped on a plane and flew to Utah to talk to Blake Roney in person.



The McClelland clan.

“Blake was very accommodating,” John says, “and answered every question I had. The business sounded great, but I wasn’t completely convinced. Finally I asked him a question: ‘Knowing that I have a lot of business experience, and that I’m looking for a solid, challenging opportunity, do you honestly think that I should start a Nu Skin business?’”

John was expecting Blake to say something about money, but the real answer surprised him. “He looked at me and said, ‘I’m convinced that this will be the most difficult thing you’ve ever done, but also the most rewarding.’ I was really surprised by his honesty and his insight—he focused on what is truly the heart of the business. I signed up a

short time later, and discovered that Blake was absolutely correct: this has been at times the most difficult and the most rewarding part of my life. I have truly found financial and time freedom.”

John’s approach when he started the business is the same approach he uses today: “I try to bring professionalism and the proven techniques of traditional business to the world of network marketing. A lot of people look at this as a numbers game, where you talk to a thousand people so that one will sign up. You can’t look at it that way. This is a business of people—take time to get to know people and find ways to help them. If you do it right you’ll find that you can recruit more people even when you’re talking to fewer.” Helping people, according to John, is the core of why this business works. “You can wake up in the morning and say, ‘today I’m going to reach my goals,’ and by doing so you’re helping everyone else in your organization reach their goals as well. It’s teamwork. That doesn’t happen in traditional business, and it’s the reason network marketing works.”

At the beginning, the goals John set for himself were simple. He knew that he wanted to be a Blue Diamond and earn a certain amount per month, so he set up a realistic timetable of when those goals could be achieved and got to work. “I measured my results against my timetable every month,” John says. “Sometimes I was ahead of schedule and everything was great; sometimes I was behind and had to recommit myself to work hard and get everything done.” When he became a Blue Diamond he still hadn’t reached his income goal and worried that he had miscalculated. “What I came to realize is that residual income takes longer to build. In time, my income reached and then far exceeded the goal I set for myself. Once you have that

momentum, it can take you further than you ever expected.”

In the mid-90s John took advantage of an opportunity to sell his Nu Skin business and retire with his family. He spent the time landscaping his home in Arizona, adding four waterfalls, 200 trees, and an extensive sound system with the help of his son. A few years later he heard about Pharmanex and the old excitement came back. “It appealed to my medical background,” John says, “particularly the level of information available—Distributors in this company have free access to so much knowledge about health and science, it’s worth signing up for that alone.” John called his former upline and got back to work, this time setting his goal for Presidential Director. It wasn’t long before he reached that goal as well.

John believes that his experience with Nu Skin and Pharmanex has improved not only his business skills but his personal skills and his relationships with others as well. “This business offers a lot of teamwork and a lot of opportunity for family involvement.



John volunteers as a coach for his son’s basketball team.

When I’m trying to write an email or phrase a contact statement, my kids love to help out. We get to spend a lot of time together, and it’s made us a stronger family.”

Congratulations, John McLelland, and welcome to Team Elite! 🐾



John is also a landscaper, and installed over 200 trees and four waterfalls in their backyard.

New Team Elite Members



Scott and Nancy Schotter



Double Your Efforts

In 1988, Scott Schotter worked as the Vice President of a small telecommunications company. When a man called one morning with a question about voice mail, Scott thought that he wanted an entire system and thus took the call himself rather than handing it off to a salesperson. It quickly became clear that the client only wanted a voice mail account, not a full system, but there was something about the man's energy and enthusiasm that caught Scott's attention.

"I asked the man why he was so happy," Scott says, "and he told me that he'd just sold his business and started a new one with a lot of potential. He told me that he was trying to

"This business is not about selling, it's about sorting and sifting—finding people who resonate with the business. You don't have to force people, you just have to get the message out there."

establish a branch of his business in Philadelphia, where I lived, and asked if I would be interested in learning more. Of course I said yes—I liked my telecommunications business, but this idea had so much more potential. I was attracted to the idea of a business that I could expand without capital and without employees. We talked for over an hour, and I was hooked."

At one point in the conversation, the man on the other end of the phone started talking about the future. "Wouldn't it be funny," the man said, "if years from now, you and I were walking on the beaches of the world, together with our families, earning strong, residual income?" That man

was John Sexsmith, and Scott says that his prediction has come true many times over. “We had no idea at the time how literally our plans for the future would turn out,” says Scott, “but we had the hope and excitement to give it our best, and all of that work has paid off.”

Scott says that the business has changed his life in a number of ways. “Our quality of life has improved dramatically,” Scott says. “I’m not extravagant, but I can provide for my family.” Scott is also grateful for the impact the products have had on his life. “I use the nutrition products every day, and I feel young and healthy. It’s the only way I can keep up with my three kids.” Scott and his family eventually moved from Philadelphia to Florida, where they love to play on the

“This is not a haphazard business—it’s all part of a plan, and everybody works together to carry out the plan.”

beach. Scott is also a voracious reader and a talented saxophone player.

Scott’s approach is to make the business fun, and he always makes sure to prospect pleasant people. “I like to talk to people and get to know them,” Scott says, “and the question I always ask is whether or not they feel their financial situation is satisfactory. If it isn’t, then I tell them I have a business that will offer a fresh financial future.” Scott also likes to make good use of

technology, using telephones and the Internet whenever possible. “This business is not about selling, it’s about sorting and sifting—finding people who resonate with the business. You don’t have to force people, you just have to get the message out there.”

“I love to work through groups,” Scott says, “because they expand your opportunities so much. If you know 200 people, and each one of them knows 200 people, your circle of contacts is enormous. The wonderful thing about network marketing is the ‘Six Degrees of Separation’ principle—virtually everyone in the world is a friend of a friend of a friend.” Scott has used his network of friends to extend his business across the world. “Everyone in my downline knows that if they get good contacts anywhere in the world, I’ll fly out and work those contacts with them. It helps them develop their own businesses, which of course helps mine. This is not a haphazard business—it’s all part of a plan, and everybody works together to carry out the plan.”

No plan is without its obstacles, however, and Scott has faced his fair share. “One thing that everyone has to deal with is self-doubt,” Scott says. “We look at people who have advanced farther or more quickly than we have, and we start to wonder if we can ever reach our goals. When tough challenges come up, like losing Distributors and leaders within your organization, you can really get discouraged.” It takes a

“I love to work through groups, because they expand your opportunities so much.”

“Would other people out there want to receive the same benefits that you do from these wonderful products? Of course they would, and they’re waiting for you to find them.”

lot of energy and commitment to rebuild, but Scott has a few tricks you can use to make it easier. “First, always talk to your upline and share in their excitement—that’s what they’re for. Second, you need to believe that the company is long-term, and this is a real business. Third, use the products and really think about them. Would other people out there want to receive the same benefits that you do from these wonderful products? Of course they would, and they’re waiting for you to find them.”

Scott has one last piece of advice to help others stick with the business. “The most important thing is to double your efforts. Anytime you get discouraged, drop everything and get to work, harder than before. Dig deep, and you’ll find the desire and commitment you need.”

Congratulations to Scott and Nancy Schotter, proud new members of Team Elite! 🐾

New Team Elite Member



Lon and Sheryl Wardrop



The Greatest Day of My Life

Two years ago, Lon Wardrop got a sneak peek at the technology that would eventually change his life. “My friend called and told me about something called the BioPhotonic Scanner, which was set to revolutionize the world of nutrition and health care. I found out which company had the technology—a place called Pharmanex—and the more I learned about it the more impressed I was. The company has 76 scientists, 150 affiliated scientists, and a 38 million dollar lab. They’re the only company in the market to have a lab at a major university. I knew that with technology and support as amazing as this, it was an opportunity I couldn’t pass up.” Lon signed up as a Distributor just as the scanner was becoming available, and

rose through the ranks very quickly—so quickly, in fact, that in 60 days he became the fastest qualifying member of Team Elite in the history of the company. “When I started I asked my upline what the top position was in the company,” says Lon, “and he told me about Team Elite and what it takes to reach it. That’s the only thing I aimed at: I focused all of my work on that goal.”

People who know Lon will tell you that he’s bursting with energy and excitement for the business. “When anyone asks me how I am, I tell them that I’m having the greatest day of my life,” says Lon. “Take one day at a time, and focus on that day. Every day you should be learning more, achieving more, and working with

better people. If you’re always improving yourself and your situation, then every day really is the greatest day of your life.”

Another thing Lon is bursting with is advice—when he’s not working on his own business, he’s helping other people improve theirs. “One thing I always tell people is to not procrastinate, to get it done right now. Our business is networking, but we have a tendency to spend our time net-thinking, net-wishing, net-complaining, or net-analyzing—anything but networking.” Lon defines working as talking to new people. “I do my planning late at night or early in the morning, to make sure I give myself the maximum amount of time during the day to talk to people.”



The Wardrop men and their new shirts.

“Everyone faces obstacles in their businesses,” says Lon. “We face hundreds of them every day. The trick is to have goals that are bigger than your obstacles.”

When Lon started his business he based his goals around what he calls the Seven Magic Questions. “The first is ‘What do you want?’,” says Lon. “Next comes

‘Why do you want it?’ Once you’ve answered those you should ask yourself ‘Who else has done it?’ and make those people your mentors.” The next step, of course, is to ask ‘How did your mentors do it?’” says Lon, “and ‘What were their obstacles?’ This is a perfect system, because if you’re doing the same thing then you’re going to face the same obstacles, and that makes the next step so much easier: ‘What were their solutions?’” A large part of the business is duplication, but duplicating other people’s solutions helps you avoid duplicating their mistakes. After following the first six steps, the last is to ask, ‘What are the rewards?’ “It’s important to make sure that the reward is com-

mensurate with the activity,” says Lon.

Out of all this advice, however, what does Lon consider to be the most important? “Have fun,” says Lon. “You need to like the people you work with, and have fun working with them.

Look for positive people with good attitudes, who don’t focus on setbacks



Lon enjoys the outdoors.

or negatives. We have incredible products, an unparalleled company, and the people I work with are so fun that I don’t even feel like I’m working.” If that’s not the description of an ideal job, then nothing is.

Congratulations, Lon and Sheryl Wardrop, welcome to Team Elite! 🐾



The Wardrop family.

New Team Elite Members



Derrick & Naomi Winkel



Stronger Every Year

In the early 1980s, Derrick Winkel worked as a bellman at the Salt Lake City Marriot. He loved the job because it gave him the chance to meet people with different backgrounds from all over the world, but he knew that he needed something more. “I’ve always wanted to be free,” Derrick says, “and I’ve always wanted to travel. More than anything, I’ve always wanted to not have a normal life.”

Fortunately for Derrick, a multitude of opportunities presented themselves. “I met a lot of multi-level marketers at the hotel,” Derrick says. “One of the groups did weekly meetings there, so I

got to know some of them pretty well. They kind of pushed me into it, but the company wasn’t very strong and fell apart soon after I started.” Derrick liked the style of business and the potential of network marketing, but he knew that he needed a solid, honest foundation to build on. That’s when his girlfriend told him about Nu Skin.

Derrick started by using the products, and when he found that they really were as good as they claimed he quickly signed up as a Distributor. He spread the products to his friends and family, and they liked them too. “I was starting pretty slowly,” Derrick says, “because I

didn’t have a lot of business experience. Even when I became an Executive, it was still hard work. I used to want the company to go out of business so I could quit and it wouldn’t be my fault—but I’d made a long-term commitment, and I promised to keep that commitment no matter what. Instead of going out of business, the company got stronger every year, and my own business skills improved with it.”

Derrick built a strong business in the U.S., and when Nu Skin expanded into Hong Kong he was excited about the new opportunities. “I didn’t know anyone in Hong Kong, and I knew that

starting cold would be too difficult. Fortunately for us, we sponsored someone who sponsored someone who had an exchange student from Hong Kong. It's really a testament to the power of network marketing—even if you don't have the right skills or connections for a given situation, there's bound to be somebody in your organization who does. When everyone is working together like that, just one contact benefits the entire group." Derrick and his group use the same strategy each time they expand into a new country, always starting with a contact in Salt Lake City. Today his organization extends across the globe to Australia, Japan, Hong Kong, Mexico, and Europe.

Derrick uses a very simple, product-based approach to his business; even as a member of Team Elite, he still likes to do home demos. "I don't like to start a contact by telling someone how much money I make, or what a great business opportunity I have—I talk about the products. It's important to recruit for the business, but the products are what will really hook people. I also make an effort to learn about the people I talk

to. I try to get to know them, and I look for the people who could really use this in their lives."

Thanks to great support from the company and other Distributors, Derrick says that the business can be done much more easily today. Even so, he says that the key to success is still hard work and dedication. "Sometimes we think about the business so much that we never take action. A training meeting doesn't count as work—you have to go out and talk to people." Derrick recommends that an Executive who gets too complacent should pretend to put in another LOI "It gives you more energy and excitement. If you're not excited, you can't work hard enough to meet your goals."

"You have to believe in yourself," Derrick says. "If you think of yourself as someone who earns \$2,000 a month, then that's what you earn. You need to break out of those patterns and see yourself as energetic and successful." We want to congratulate Derrick for being an energetic and successful member of Team Elite! 🍀



Derrick in China during the Nu Skin grand opening.



Derrick with Ken Belnap and Victoria Summers in front of one of the new storefronts in China.

New Emerald and Executive Director



Nu Skin Emerald Executives, Pharmanex Executive Directors, and Big Planet Executive Directors have successfully helped 6 or 7 of their frontline members achieve the title of Executive.



Janice A. Mercurio
Douglas Edward Drexler
UT, February, NS

New Ruby and Managing Director



Nu Skin Ruby Executives, Pharmanex Managing Directors, and Big Planet Managing Directors have successfully helped 4 or 5 of their frontline members achieve the title of Executive.



Robert J. Balleseadis
Jean Blaine-Balleseadis
NY, January, BP



Fredrick R. Bowman
UT, January, NS



Peng-Peng Lin
FL, February, BP



Zhanping Lu
Jing Su
TX, January, NS



Charles Raccioppi
Stephanie E. Raccioppi
NY, February, BP



Paige A. Riffle
CA, January, PX



Kelly Thayer
Kellie Thayer
UT, January, PX



Xian Jin Wang
WA, January, NS

Picture not available

Karl Lieske
MN, January, PX

Frank Sybrandt
Dan McCormick
OR, January, PX

New Lapis and Senior Director



Nu Skin Lapis Executives, Pharmanex Senior Directors, and Big Planet Senior Directors have successfully helped 2 or 3 of their frontline members achieve the title of Executive.



Kim Bey
Douglas Bey
KS, January, PX



Loren A. Jensen-Carter
John Z. Carter, M.D.
AZ, February, PX



Marc L. Castor
Leann M. Castor
ID, February, BP



Jan L. Cleveland
TX, January, PX



Jeanne Ehrhart
Thomas Ehrhart
UT, February, PX



Richard J. Ellis
CA, January, PX



Hong Yuan Hu
TX, February, NS



Tina Isono
Soon Young Ko
HI, January, NS



Sean M. Kay
ID, January, PX



Mun Bok Kim
Grace Y. Kim
HI, January, NS



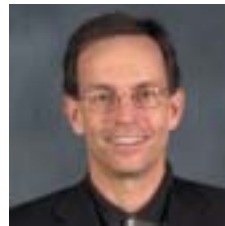
Peggy J. Krock
CA, January, PX



Cathy J. LaDow
CO, February, NS



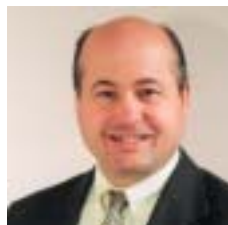
Hongyan Li
Zihong Zheng
WA, February, NS



Aida A. Marshall
Gregg P. Marshall
VA, January, NS



Bret Peterson
UT, January, PX



William D. Styles
UT, January, PX



Jing Xu
TX, January, NS



Lan Yao
WA, January, NS

Mi Sook Chung
NY, January, PX

Bridget Nahan
CA, February, PX

Sumi Ford
Elijah C. Ford
Janet S. Nass
WA, January, PX

Jaime Rey
CA, February, PX

Dawn Johnson
Randy Johnson
CO, February, NS

Jie Sun
WA, February, NS

Sookyong Kim
VA, January, NS

Brent H. Undhjem
Barbara Undhjem
UT, February, PX

Chang W. Lee
Ok Su Bang
NC, January, NS

Agnes Yang
NY, January, NS

Arthur Tan Lo
HI, January, PX

Alex Zagrean
CA, February, PX

Picture not available

Janet I. Ackerson
UT, January, NS

Sung Mi Bang
NY, January, PX

Man Li Chen
Pan Min Xan
OR, January, NS

Lisa Antonelli
UT, February, BP

Wes Blatter
CO, February, PX

Homony Cheung
CT, January, BP

Stewart S. Avis
VA, February, PX

New Gold and Director



Nu Skin Gold Executives, Pharamtex Directors and Big Planet Directors have successfully helped 1 of their frontline members achieve the title of Executive.



William J. Ayotte
FL, January, PX



Doug K. Bagley
UT, January, PX



Wendy H. Blessing
John A. Blessing
TX, February, PX



Randolph H. Burton
Karen M. Burton
FL, February, BP



Loren A. Jensen-Carter
John Z. Carter, M.D.
AZ, January, PX



Tina S. Chang
WA, January, NS



Alice C. Devito
NY, February, BP



Henrique Dos Santos
Anita Dos Santos
CA, January, PX



Mike L. Evertson
CA, February, PX



Kaoru Fukuda
CA, January, PX



Jean C. Hess
HI, January, PX



Thena C. Holmen
CA, February, PX



Hong Yuan Hu
TX, February, NS



Dillon Hutchins
UT, February, PX



Robert Hydeman
Judy R. Hydeman
Joel Ray
TX, February, PX



William R. Johnson
CA, February, PX



Shu-Hui Wan Kirkpatrick
FL, January, PX



Yolande V. (Ginger) Klein
TX, February, BP



Peggy J. Krock
CA, January, PX



Dr. Jonathan Limpert
Blair O. Decker
TX, February, BP



B. Wade Lovell
Suzanne L. Lovell
CA, January, NS



Donna L. Manley
FL, February, NS



Vicki Matsumonji
CA, January, PX



Roisann Mikel
TX, February, BP



Cliff Nordyke
AZ, January, PX

New Gold and Director *continued...*



Nu Skin Gold Executives, Pharmedex Directors and Big Planet Directors have successfully helped 1 of their frontline members achieve the title of Executive.



Joel O'Berry
TX, February, BP



Patricia A. Osborne
CA, February, PX



Ashley R. Patterson
TX, February, BP



Bret Peterson
UT, January, PX



Dr. Wesley B. Reiss
Gene M. Golus
NY, January, PX



Todd Shapiro
FL, February, PX



Kelly Anne Smith
Cory Smith
ID, February, PX



Christi R. Solomon
TX, February, BP



Craig Swapp
Keith L. Barton
UT, February, PX



Jerry Tenison
TX, February, NS



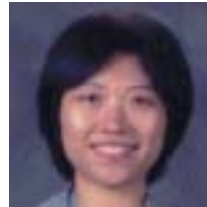
Steven Trepeck
Beth Trepeck
FL, January, PX



James B. Trump
Sharren L. Trump
UT, February, PX



Karen L. Whiten
IN, January, BP



Jing Xu
TX, January, NS



Chi Chen*
Keith Urban*
CA, July 2002, BP

Picture not available

Lisa Antonelli
UT, February, BP

Xiaping Q. Cui
WA, February, NS

Eric L. Gardner
CA, February, BP

Kim Jackson
Tim Jackson
UT, January, PX

Angela Lee
Eugene Lee
NY, January, NS

James Balch
Robin Balch
CA, February, PX

Michael T. Davis
CA, January, PX

Paul E. Goo
HI, January, PX

Dawn Johnson
Randy Johnson
CO, January, NS

Heidi Lee
IN, February, NS

Wes Blatter
CO, January, PX

May T. Dockstader
Doriann G. Stubbs
AZ, February, PX

Shayne Michael Guthrie
HI, January, PX

Dwight Johnson
TX, February, PX

Huiching Lee
NY, February, NS

Buildable Enterprises
CA, January, PX

Ydalia Dominguez
FL, February, PX

Daniel D. Ham
HI, February, NS

Jung A. Kang
AZ, February, PX

Suk Ja Leeoh
NJ, February, NS

Kin Chan
MA, January, BP

Yutaro Ebata
CA, February, PX

Scott D. Harper
UT, February, PX

Marsha Klopfenstein
CA, February, PX

Ping Liang
CA, January, NS

Waichan Chang
CT, January, NS

Brooks T. Ehrhart
UT, February, PX

Shirley A. Hicks
MN, January, BP

Elaine Krieger
Lois Traub
David Krieger
NY, February, PX

Yueh Lan Liao
NY, January, PX

Homony Cheung
CT, January, BP

Ronald K. Fielding
Darrel L. Ross
Elouise E. Fielding
UT, February, PX

Sung Ho Hong
NY, January, NS

Dea H. Lim
CO, February, BP

Annie Chou
CA, January, NS

Zeng Gul Huang
CT, February, NS

**We apologize to Chi Chen and Keith Urban for publishing an incorrect picture in the July–September 2002 issue.*

New Gold and Director *continued...*



Picture not available

Geon Hyum Lim
CA, February, PX

Steve A. Pasko
PA, February, BP

Debbie Rogge
ID, February, PX

Jie Sun
WA, January, NS

Jane B. Wong
NJ, January, PX

David R. Linn
FL, January, BP

Nansea M. Patton
Philip Patton
AZ, January, BP

Chang Geor Shim
AL, February, NS

Dewayne Talley
Patricia Scott
FL, January, PX

Ning Xia
WA, January, NS

Gang Louis Liu
WA, January, NS

Ana Liza B. Perez
GA, February, PX

David Shue
FL, January, PX

Chase M. Thayer
UT, February, PX

Agnes Yang
NY, January, NS

Mei Juan Terry Liu
CA, January, NS

Yuho Pi
Wen Rei Wu
CA, January, NS

Skin Revival Solutions
CA, January, PX

Lois G. Tolley
Gus G. Tolley
CA, February, PX

Alex Zagrean
CA, January, PX

Jeff Mercer
CO, February, PX

Florence Marlene Rennie
VA, February, BP

Matthew Smith
CA, February, PX

Suh J. Tseng
TX, January, NS

Jie Zhang
NY, January, NS

NDI, Inc.
UT, January, NS

Jaime Rey
CA, January, PX

Travis Smith
UT, February, PX

Randy L. White
Bob Lilly
Robert L. Lilly
TX, February, PX

Huan-Tong Zhou
FL, February, BP

Bridget Nahan
CA, February, PX

New Executives



Jun Adachi
IL, January, PX



Michael Allison
CT, February, NS



Jacqueline B. Aronstein
NY, February, PX



William J. Ayotte
FL, January, PX



Doug K. Bagley
UT, January, PX



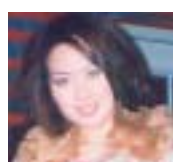
Teresa D. Baldwin
KS, February, BP



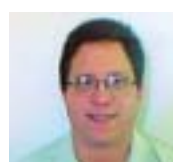
Jill H. Barbour
TX, February, PX



Wendy H. Blessing
John A. Blessing
TX, February, PX



Rosa Chen
NY, January, NS



Dean A. Comoletti
UT, February, PX



Mickey Esparza
David L. Esparza Jr.
CA, January, PX



Mark S. Crowe
IL, January, BP



Nancy C. Cullinan
CA, January, PX



Gaylen Cumberland
NE, February, PX



Alice C. Devito
NY, February, BP



Henrique Dos Santos
Anita Dos Santos
CA, January, PX



Allen Emmons
NJ, February, PX



Wendy Eng
MA, January, NS

New Executives *continued...*



Mike L. Evertson
CA, February, PX



Ying Fan
MN, January, NS



Bill Fitzgerald
NY, January, BP



Maria Guadalupe Gomez
CA, February, NS



Angela Gonzalez
NY, February, BP



Brandon Hiatt
UT, January, NS



Jon J. Hill
CA, February, NS



Keishi Hirano
CA, February, PX



Penny C. Humphreys
Larry R. Humphreys
UT, January, PX



Robert B. Hydeman
Judy R. Hydeman
Joel Ray
TX, February, PX



Brad J. James
CA, February, PX



Kyoko Johnson
Mitsuko Mask
UT, January, PX



William R. Johnson
CA, February, PX



Shirley S. Lee
Edward B. Lee
CA, January, PX



Chungqing Li
WA, February, NS



Dr. Jonathan Limpert
Blair O. Decker
TX, February, BP



Jim A. Loreto
Janette Loreto
CA, January, PX



Qiang Lu
MA, January, NS



Yumiko T. Mahoney
Thomas N. Mahoney
CA, January, PX



David John McMillan
IL, January, BP



Douglas McOmber
CA, January, PX



Beverly M. Monical
NC, February, NS



Barbara J. Morris
NJ, February, PX



Cliff Nordyke
AZ, January, PX



Joel O'Berry
TX, January, BP



Patricia A. Osborne
CA, January, PX



Troy L. Owenby
MI, February, BP



Elizabeth Perkins
UT, February, PX



M. Katherine Ramos
FL, February, NS



Dr. Wesley B. Reiss
Gene M. Golus
NY, January, PX



Holly Reiter
HI, February, PX



Jesse D. Rivera
HI, January, PX



Todd Shapiro
FL, January, PX



Jerry D. Shepherd
UT, February, PX



Bobbie Smith
OH, January, BP



Jill A. Smith
CO, February, NS

New Executives *continued...*



Miki Sugano
CA, January, PX



Craig Swapp
Keith L. Barton
UT, February, PX



Shauna Thoreson
ID, February, PX



Keiko Toma
Wakizo Toma
CA, February, NS



Laurie Tossy
CO, February, PX



Steven Trepeck
Beth Trepeck
FL, January, PX



James B. Trump
Sharren L. Trump
UT, January, PX



Shiliang Lance Wang
TX, January, NS



Debra Whiten
IN, January, BP



Jiwon Yoo
Myeong Ja Yoo
CA, February, NS

Picture not available

Christine R. Antonelli
UT, February, NS

Wes Blatter
CO, January, PX

Tina W. Chan
CA, February, PX

Duck Y. Choi
VA, January, PX

Alex De Martini
Carol A. De Martini
CA, January, PX

Ju Ling Fu
CA, January, PX

Lisa Antonelli
UT, February, BP

Kristina Booth
CA, February, PX

Michael Alexander Chang
CO, January, PX

Hee Jin Choi
NY, January, NS

May T. Dockstader
AZ, February, PX

Doli Gagnon
TX, February, PX

Liz Armstrong
TX, February, BP

Elizabeth A. Bosch
CA, February, BP

Shi-Ming Chang
Jun Chang
CA, January, NS

Yi Jun F. Chow
Wai Yip Chow
MA, January, NS

Ydalia Dominguez
FL, February, PX

Susan C. Golus
Joseph D. Thomas
PA, January, NS

Seth A. Avis
NC, February, PX

Tim Boucher
CA, February, PX

Benjamin Chavez
UT, January, PX

James E. Collins
Diane C. Collins
AZ, January, BP

Elisabeth A. Donati
CA, January, PX

Paul E. Goo
HI, January, PX

Merry C. Backstrom
James N. Backstrom
IL, January, BP

Shellae Branson
ID, January, PX

Edwina Chen
VA, February, PX

Angela Y. Corrigan
WA, February, NS

Xuefei Dong
CA, February, NS

George C. Grogan
Suzanne Grogan
AZ, February, PX

William G. Barrow
OH, February, PX

Billy Don Brown
TX, February, BP

Lu Chen
NY, February, NS

Rie I. Crockett
William G. Crockett
CA, January, NS

Kiran Dulai
NM, January, PX

Shayne Michael Guthrie
HI, January, PX

Kathleen Bender
OH, January, BP

Frank Brown
TX, February, PX

Nancy Chen
NY, January, PX

Ronald H. Crouch
NV, February, PX

Yutaro Ebata
CA, January, PX

Daniel D. Ham
HI, January, NS

Tyler Bennet
CO, February, NS

David K. Burton
TX, January, BP

Xin Rong Chen
CT, January, NS

Lan Cui
WA, February, NS

Chuanyun Feng
TX, January, PX

Esther Hammon
AZ, February, NS

Mike Berta
UT, January, PX

Taeko Byrne
CA, January, NS

Shu Chen Chi
TX, January, PX

Xiaping Q. Cui
WA, January, NS

Joyce Feng
CA, January, NS

Craig M. Hammond
Mark A. Hammond
CA, January, PX

Ismael Betancourt Jr.
NY, January, NS

Luis Candelario
CA, February, PX

Lorna C. Chin
MA, February, NS

Michael T. Davis
CA, January, PX

Mingye W. Feng
NJ, February, NS

Sharon S. Hancock
OK, January, PX

Paul Bigard
MI, January, PX

Michael R. Capuano
OH, February, NS

Chang Ho Choi
Hyun S. Choi
VA, January, PX

John Carl Day
Susan Lee Day
TX, January, BP

Daniel Fields
HI, February, PX

Scott D. Harper
UT, January, PX

John H. Bigler
Louis B. Bigler
UT, February, PX

Karston J. Carr
UT, January, PX

Salina L. Chan
Peter K. Chan
CA, January, NS

Chinsiu Lee Choi
VA, January, NS

Carole J. Ford
David B. Mass
TX, February, PX

Cory W. Haynes
ID, February, PX



Alan F. Holt MN, February, BP	Jung Won Kim NY, January, PX	Ping Li CT, January, NS	Millie P. Newsom CA, January, PX	Skin Revival Solutions CA, January, PX	Li-Tang Wang NY, January, PX
Sung Ho Hong NY, January, NS	Kyung Sook Kim Chan W. Kim CA, February, NS	Puxuan Li CT, January, NS	Kenneth R. Noble OR, January, PX	Glen R. Smith WA, January, PX	Xiang Zhen Wang WA, January, NS
Anet Hsieh CA, January, NS	Young Mi Kim CO, January, NS	Stone Li CA, January, PX	Gwan Pak NY, February, NS	Travis Smith UT, February, PX	Jim Watson FL, January, PX
Susan Hutson Lee Hutson CA, January, BP	Klassic Kuts OH, February, NS	Zhao Gan Li CT, February, NS	Young Sook Park IL, February, PX	Kory J. Sneed Penny C. Sneed AZ, February, PX	Randy L. White Bob Lilly Robert L. Lilly TX, February, PX
Connie Shy-Yu Hsu CA, February, NS	Kenneth Klinger WA, February, NS	Daniel R. Licon TX, February, NS	Hannah Pasko PA, February, NS	Bill Solomon TX, February, BP	Ming Whitelock FL, January, PX
Min Yi Hu CT, February, NS	Marsha Klopfenstein CA, February, PX	Dea H. Lim CO, February, BP	Sonja Riffle UT, February, NS	Marc Sorenson UT, January, PX	Chung Siu Wong CA, January, PX
Xiao-Xia Huang TX, January, NS	Linda Kornder ID, February, NS	Geon Hyum Lim CA, February, PX	Cheong Soo Ro NV, February, PX	Michelle R. Starr IA, February, BP	Jane B. Wong NJ, January, PX
Xiaoyan Huang MA, January, PX	Tiffany N. Kroner TX, February, NS	I-Ching Lin CA, January, NS	Steve R. Rypka NV, January, PX	Daniel P. Sternberg UT, January, PX	Diane Wu WA, February, NS
Irene Y. L. Hwang NY, February, NS	Stuart L. Lanman IL, January, PX	I. Ping Liu NJ, February, NS	Greg S. Saunders MI, February, PX	Caroline Sundquist WA, February, PX	Danhua Yan WA, January, NS
Debbie Im NJ, January, PX	Huiching Lee NY, February, PX	Xiao Ming Liu CA, January, PX	Agostino Scarpa NY, January, PX	Allen P. Sutton PA, February, PX	Danny Yang NY, January, PX
Nancy Geneva Jaspersen Kim Bryce Jaspersen UT, February, PX	Joon Hyang Lee VA, January, NS	Yu-Ling Liu TX, February, NS	Craig A. Schultz Tracy Schultz UT, February, PX	Chase M. Thayer UT, January, PX	Dennis A. Yaskowski VA, January, PX
Lloyd Jenson UT, February, PX	Jeanette Lee CA, February, NS	Jennifer R. Long Philip Long MA, January, NS	Tamara Scott UT, February, NS	Jia-Maw Tiao Mei-Yueh Su CA, February, NS	Shizuko Yoshimura HI, February, NS
Li Jiang Yung Chih Liu FL, January, NS	Oi Kam Lee Kit Foon Lee OR, January, NS	Aston R. Lue Michelle A. Lue FL, February, BP	Maria T. Seiler FL, January, PX	Cynthia E. Tran VA, January, NS	Shan Yuh OR, January, NS
John E. Johnson Cathy N. Johnson VA, February, NS	Patricia Lee CA, February, BP	Raymond Vai Man Mak HI, January, PX	Richard G. Shafer Rosita A. Shafer NJ, January, BP	Jing Tsai CA, February, BP	Yully Yum HI, January, NS
Richard Johnston TX, February, BP	Rena Z. Lee TX, February, NS	Sean William McCarthy CO, January, BP	Robinson Shih CA, February, NS	Paul Tu Wei-Hong Luo NY, January, PX	Alex Zagrean CA, January, PX
Rieko Kambara NJ, February, NS	Sarah Park Lee NY, February, NS	Jeff Mercer CO, February, PX	Chang Geor Shim AL, February, NS	Gary I. Uyeno CA, February, PX	Paul Zemella, D.C. CA, January, PX
Florence Kay ID, January, NS	Sook Ja Lee Jinsun Kim VA, February, NS	Miasia, Inc. FL, February, BP	Jaekyung Shim AL, February, NS	Gordon J. Van Wechel CO, January, PX	Bao Zeng WA, January, NS
Duk Hee Kim HI, January, PX	Young Sook Lee NY, January, PX	Linda L. Montgomery CO, January, PX	Kwang-Soo Shin Yi-Kyung Kim FL, January, NS	Luis E. Vanegas FL, February, PX	Jie Zhang NY, January, NS
Hyun Joo Kim HI, February, PX	Yolanda J. Lepley WA, January, BP	Shane W. Murphy Shari G. Won Kretz CA, February, NS	Todd G. Singleton Nancy Singleton UT, January, NS	Phillip D. Walker Julie Ann H. Walker CA, January, PX	Xiaodong Zhang TX, January, PX
In Soon Kim HI, February, NS	Danyan Li WA, February, NS	Bridget Nahan CA, February, PX	Matthew Smith CA, January, PX		Hongwen Zhou CT, February, NS

Sponsor of the Month

Distributor who sponsors the most new Distributors in one month.



Keishi Hirano
CA, January

Picture not available

MTL Marketing
VA, January

William S. Landman
FL, February

PaceSetter Plus

Distributor who sponsors six or more Distributors in one month.



January

Dr. Dennis Black
Keishi Hirano

Jung Won Kim
Kam P. Lee

MTL Marketing
John P. Pratt

Ruth M. Pratt
Charles E. Scrymgeour

Karen P. Scrymgeour
Christopher White
Laura L. White

February

Lisa Antonelli
Jenny Bair
Lisa Marie Black
Leland Blatter
Chris Follmer
Steve Frost

Tobey L. Gaspar
Trent C. Harrison
Lois Krasilovsky
William S. Landman
Laurie Lehman
Marty Lehman

J. Scott Malone
Tammy Malone
Dr. Mike Milligan
MTL Marketing
Dr. Bas Nair, M.D.
Robert M. Olson

Bret Peterson
Lisa Reese
Greg S. Saunders
Glenn Henry Smith
Craig Swapp
Linda C. Taylor

David W. Webb
Charles R. Weber
Jeannie Weber
Kurt White
David Wisdom
Richard Wuerker

PaceSetter

Distributor who sponsors three, four, or five Distributors in one month.



January

Karen S. Ammerman
Susan Anderson
Thomas Anderson
Richard Arnoff
Patricia Baker
Keith L. Barton
Mark Beaupre
Jennifer D. Berry
Cory S. Blatter
Deborah K. Blatter
L. Alan Breen
Arthur Cain
Olivia H. Cain
Zheng Fu Chao
David Cho
Mi Sook Chung
Dean A. Comoletti
Alicia Cuento, M.D.
Ernesto Cuento
Nancy C. Cullinan
Alex De Martini
Carol A. De Martini

Kathy A. Denison
Doria Devare, M.D.
Elizabeth A. Dewitt
James T. Dewitt
Joann K. Dickhoff Carpenter
Kiran Dulai
Charlene L. Earl
Leif N. Edmunds
Debra L. Edwards
Timmy G. Edwards
Morton Ehrlich
Paula C. Ehrlich
Mike L. Evertson
Leticia C. Farmer
Randy D. Farmer
Stephen Fey
Elouise E. Fielding
Ronald K. Fielding
Richard D. Fischer
Carole J. Ford
Barbara A. Fraser
Winnie Brookwood Fraser

Dawna Gallagher
Alberto Gomez
Yang Guang
Jacqueline Guy
Shannon O'Kane Harris
Beth Higginbotham
Angel Hwang
Brad J. James
Ho Joong Jang
Jungsoon Jang
Harry L. Jenkins
William R. Johnson
Lawrence G. Knox
Martha C. Knox
Peggy J. Krock
Tiffany N. Kroner
Toby Kroner
Angela Lee
Edward B. Lee
Eugene Lee
Joan Lee
Shirley S. Lee

Suk Ja Leeoh
Hongyan Li
Hsiu-Lin Li
Dr. Tsung-Mi Li
Cheng-Han Alice Lin
Jin Liu
Yan Liu
Benjamin Lo
Helena Lusby
Raymond Vai Man Mak
Kathy J. Marshall
Deena Martetis
Mary Thompson
David B. Mass
Douglas McCluskey
Dan McCormick
Ronald W. McCoy
Ronald J. McNabney
Dana M. Miller
Dr. Mike Milligan
Beverly M. Monical
Margaret U. Moye

Judi Nolan
Robyn Openshaw-Pay
Carol Pace
Lee W. Pace
Anthony Pedela
Judith Pedela
Bob Ramstorf
Celeste Ramstorf
Colleen Read
Robert Rennaker
Edward C. Riedy
Mark A. Rogow
Darrel L. Ross
Alicia Sabo
Cathleen E. Sarkady
Greg S. Saunders
Todd Shapiro
Clyde Shores
Regina Smith
Rod Smith
Dennis Stewart
William D. Styles

Frank Sybrandt
Daniel R. Thompson
Yong Sun Thorson
Beth Trepeck
Mizue Trinidad
Peter Trinidad
Barbara M. Undhjem
Brent H. Undhjem
Geraldine A. Vena-Shores
Vera Manchick
Leslie Weinman
Gary Westfal
Sandra M. Westfal
Donnie Williams
Emilie J. Wise
Bryon Yang
Alice Kay Zook
Loren Edward Zook

February

Shelley Abegg	Vincent Casey	Brian Frost	Si Soon Kim	Elizabeth C. Muss	Irving Sorrentini
Abbe Adise	Crystal Chen	Howard E. Glover	Peggy J. Krock	Betty Neal	Pattie Stallons
Michael Allison	Jessie Y. Chern	Irene Cua Go	Leah Lazari	Marsha Nowell	Judy D. Stanley
Kaylene Alsop	Misook Choi	Derek Greco	Van Amanda Le	Patricia A. Osborne	Mark Startup
Trent Anderson	Community Holistic Clinic	Jacqueline Guy	Eun Jeong Lee	James C. Parks	Bruce Stauffer
James Balch	Jay B. Conne	Sandy Hagopian	Hyun Joo Lee	Marty Perel	Stan Stott
Robin Balch	Dr. Kris Davis	Dale Hairgrove	Joan Lee	Bart R. Reed	Charlotte J. M. Tanaka
Rudney Z. Bartolome	Ronald L. Davis	George J. Hall	Ron L. Lieske	Nancy Rielly	James S. Trotter
Susan R. Bartolome	Royalene T. Davis	Beth Higginbotham	Jayne P. Lieske	Joan Roe	Delia Kuang-Hui Tsung
Brent V. Bell	Randall Depue	Keishi Hirano	Karl Lieske	Bobby Sanders	Steven Tsung
Vicki L. Bergstrom	Douglas Dreier	Eagle Holding	Artemis Limpert	Karen R. Sataloff	Miyuki Ueda
Brett Bird	Debra Durfey	Brad Jackson	I-Ching Lin	Sandra Schmitt	Yi Yi Steven Wang
Grace Black	Scott Durfey	Fred D. Jackson	Joan A. Lippre	Karollee Seeger	Marilyn G. Ward
Jerry Black	Debra L. Edwards	Joan C. Jerome-Conne	Benjamin Lo	Jose Sehas	Leslie Weinman
Rich Boggs	Timmy G. Edwards	Jason D. Johnson	Deena Martetis	Richard G. Shafer	Martin Weinman
Pati Brannon	Mike L. Evertson	Lori Johnston	Terry A. McCaffrey	Rosita A. Shafer	Darlene D. White
L. Alan Breen	Parker Fillmore	Richard Johnston	Vester McCormick III	Nancy L. Shaw	Wang Wi
Clark A. Brown	Richard D. Fischer	Sean M. Kay	Chad Mckay	Christopher S. Shunn	Chad Williams
Sandra L. Burkett	Daniel J. Fogel	Sang Suk Ki	William M. McLaughlin	Debra N. Shunn	Jihong Zhen
Xiaoli Cai	Mary A. Fogel	Yong Do Ki	Al Metcalf	John Skousen	Ie Wen Zhen
Kimberly M. Calder	Sherryl Sue Forbes	Duk Hee Kim	Hye Ran Mo	Michael J. Skousen	Robert Zveibil
Diana M. Cantrell	Amber Foster	Grace Y. Kim	Jeremy D. Morley	Matthew Smith	
Art C. Carvajal	Daniel K. Foster	Mun Bok Kim	Linda Morley	Norman Sorensen	

Privileged Member 50

*Distributor who has enrolled 50 Privileged Member Customers.
Bench marks are cumulative and not based on a specific time frame.*



Dr. Judith A. Ingalls

January

Privileged Member 25

*Distributor who has enrolled 25 Privileged Member Customers.
Bench marks are cumulative and not based on a specific time frame.*



January

Van Amanda Le
Joan A. Lippre
Jean C. McIntyre

February

Jennifer Helen Campbell, M.D.
Mi Sook Chung
Nancy C. Cullinan
Joann K. Dickhoff Carpenter
Priscilla R. Fallon

Heather Owczarzak
Francisco R. Rabadam
Grace B. Rabadam, M.D.
Kathleen B. Rickard
Wm. Marcus Spurlock

Privileged Member 10

*Distributor who has enrolled 10 Privileged Member Customers.
Bench marks are cumulative and not based on a specific time frame.*



January

Patricia Baker
Juliette Bartley
Spencer R. Bartley
Barbara Boston
Xiao Yan Chen
John G. Cini

Alicia Cuento, M.D.
Ernesto Cuento
Amanda L. Dehaas
Kathy A. Denison
Barbara J. Dickman
Richard D. Fischer

Carole J. Ford
Barbara Fraser
Winnie Brookwood Fraser
Dawna Gallagher
Maureen A. Gottesman
Walter E. Gottesman

Jacqueline Guy
Dean Heileman
Hong Yuan Hu
Rickie Koide
Faye Carlson Kotter
M. Jean Kuba

Michael J. Kuba
Faith N. Leibowitz
Hongyan Li
Deena Margetis
Kathy J. Marshall
David B. Mass

Privileged Member 10

*Distributor who has enrolled 10 Privileged Member Customers.
Bench marks are cumulative and not based on a specific time frame.*



January *continued...*

Robert J. McCurdy
Julianne Openshaw
Walter Owen Openshaw
Heather Owczarzak

Anthony R. Patterson
Leroy R. Patton
Margaret L. Patton
Ge Wen Qiu

Kathleen B. Rickard
Mark A. Rogow
Tamara Scott
Charles E. Scrymgeour

Karen P. Scrymgeour
Pamela Stedman
Elizabeth R. Walters
Tyrone Wicksman

Carolyn L. Wilt
John J. Wilt
Huan-Tong Zhou

February

Caesar Samonte Barangan
Dulce Valdes Barangan
Teri Beals
Cory S. Blatter
Deborah K. Blatter
Wes Blatter
Pamela C. Davis
Thomas G. Depuydt, M.D.
Diana J. Duke
Kiran Dulai

Jeanne Ehrhart
Thomas Ehrhart
Morton Ehrlich
Paula C. Ehrlich
Renee L. Glasbrenner
Scott A. Glasbrenner
Pash M. Gounder
Michael D. Hassen
Nancy P. Hassen
Mina S. Herkert

Richard H. Herkert
Keishi Hirano
Brad J. James
Ho Joong Jang
Jungsoon Jang
Lloyd Jenson
William R. Johnson
Harry Kelman
Edward B. Lee
Shirley S. Lee

Lifelink
Benjamin Lo
Ju Julia Luo
Dan McCormick
Denise J. Nielsen
Prema Pachayappan
Kathleen (Taffy) Clarke Pelton
Ross P. Pelton
Earnest K. Ragin
Maria V. Ragin

Frank Sybrandt
Shauna Thoreson
Susan L. Wellons
Donna M. Wheeler

Privileged Member 5

*Distributor who has enrolled 100 Privileged Member Customers.
Bench marks are cumulative and not based on a specific time frame.*



January

Michael Allison
Kenneth Bartash
Douglas Bey
Kim Bey
Emerson C. Bishop
Wes Blatter
John A. Blessing
Wendy H. Blessing
James S. Canada
Luis Candelario
Gaetano Cannata Jr.
Karston J. Carr
Mary P. Carroll
Kuei Fang Kathy Chen
Xin Rong Chen
Lorna C. Chin
Genevieve L. Cooley

Paul D. Cooley
Lan Cui
Nancy Dell-Cannata
Kiran Dulai
Darrell Erdos
Mike L. Evertson
Dennis Fitzpatrick
Carole J. Ford
Anatolli (Tony) I. Gancev
Virginia Lynette Gancev
Nora Golay
Randy Golay
Daniel D. Ham
Lilian Q. Hart
Richard J. Hart Jr.
Dean Heileman
Judy L. Hendricks

Wendi R. Hendricks
Keishi Hirano
L.T. Hudson
Brad J. James
Larry Jensen
Lloyd Jenson
Tami A. Kerensky
Hyun Joo Kim
Lifelink
B. Wade Lovell
Suzanne L. Lovell
Xiao Lin Ma
David B. Mass
Sean William McCarthy
Ronald J. McNabney
Charles Miles
Beverly M. Monical

Rowena C. Nguyen
Karen Nobles
Patricia A. Osborne
Heather Owczarzak
Carie Parkes
Nancy A. Parkhill
Anthony Pedela
Judith Pedela
Harold A. (Tony) Rose
Harold B. Rose
Greg S. Saunders
Penny C. Snead
Kory J. Sneed
Susan Sollecito
Christi R. Solomon
Pamela Stedman
Dirk M. Stevens

Sandy Stevens
Patty A. Stewart
David Lowell Stratford
Rachel Ann Stratford
Caroline Sundquist
Allen P. Sutton
Bill Telford
Shauna Thoreson
Miyuki Ueda
Carie E. Waack
Nancy Au Walker
Melissa Wilkes
Eileen Williams
Ted Williams

February

Brent Adams
Kaylene Alsop
Joseph F. Arme Jr.
Richard Arnoff
Doug K. Bagley
Nancy Lee Barnard
Keith L. Barton
Mika K. Barr
Mark Beaupre
William R. Bireley
Barbara J. Birsinger
Cory S. Blatter
Deborah K. Blatter
John W. Boleyn
Anita Budney
Robert Budny
Xiaoli Cai
Deanna M. Carlson
Mary Beth Carlson

Richard A. Carlson
Yen-Hua Chen
Yen Yen Cheng
Heung Sik Choi
Insook Choi
Jonathan Clifton
Annette I. Comella
Carol E. Crow
George A. Defabritis
David L. Dehaas
Wendy W. Dehaas
Susan K. Delong
Thomas G. Depuydt, M.D.
Alice C. Devito
Jeanne Ehrhart
Thomas Ehrhart
Samia Faiz
Joseph G. Follmer
Frank Fristensky

Eleni A. Galitsopoulos
Timothy Gilpin
Renee L. Glasbrenner
Scott A. Glasbrenner
Virginia Hamilton
Hayden Hansen
Trent C. Harrison
Jon J. Hill
Jason Hoffman
Joshua Hoffman
Jennifer M. Holmes
Cong Hu
Connie D. Hutchings
James D. Irvin
Heather D. Jenson
Christine Jeremica
In Soon Kim
Lawrence G. Knox
Martha C. Knox

Rena Z. Lee
Bob Lilly
Robert L. Lilly
Jin Liu
Yu-Ling Liu
Benjamin Lo
Denise L. Longley
Carol A. Marier
Frank A. Marier
Mark S. Webber, D.C.
Dale S. Marr
Dawn A. Marr
Pamela C. McAlister
Charles T. McKnight
Libbey McKnight
Douglas McOmber
Jeff Mercer
Joe Messinger
Angela M. Meyers

Preston B. Meyers
Beth A. Miller
Dr. Mike Milligan
MTL Marketing
Denise J. Nielsen
Dave L. Ostler
Elizzabeth A. Perkins
Linda L. Montgomery
John P. Pratt
Ruth M. Pratt
Allison L. Quach
Holly Reiter
Richard E. Rhodes
Edward C. Riedy
Leopoldo Rodriguez
Alicia Sabo
Kristi K. Sabo
Sandra Schmitt
Giselle Sexsmith

Privileged Member 5

*Distributor who has enrolled 100 Privileged Member Customers.
Bench Marks are cumulative and not based on a specific time frame.*



February continued...

John Sexsmith
Jennifer K. Shaw
Jerry D. Shepherd
Ishrat Sami Siddiqui

Francine M. Silva
Ian Silverberg
Janelle Skach
Carrie A. Smith

Scott Harold Smith
Marc Sorenson
Mark A. Sparks
Donald E. Spencer

Whitman C. Spencer
Daniel R. Thompson
Tony Vasquez Jr.
Linda Jean Weingart

Randy L. White
Margarita Zingg

Nourish the Children Ambassadors



Ambassadors are recognized when there is a combined minimum of at least 8 VitaMeal™ purchases on a monthly basis through the Automatic Delivery Program between themselves and their customers. Your own personal purchases of VitaMeals™ through the ADP program may count toward the 8 VitaMeals™ requirement.



Cynthia Alles
OH, February



Rickie Koide
CA, January



Patty A. Stewart
CA, January



Dale Hargadine
MN, January



Gary A. Lemerise
FL, January

Picture not available

Ann. F. Low
AZ, January

New Millionaire's Circle



Chou Ling International
Charlie & Betty Ling
Allen & Betty Chou
Thomas & Linda Chou



A Family Affair

When Lang Chou became a Nu Skin Distributor in 1988 he immediately began sharing the opportunity with his family. His sister Betty, a homemaker and Chinese painting teacher, immediately fell in love with the products and became a full-time Distributor. A year later their brother Allen and youngest brother Thomas became Distributors as well. In 1991 Betty, Allen, and Thomas decided to combine their resources and efforts into a single partnership, and Chou-Ling International was born.

The three of them and their families have found Nu Skin to be an exciting and rewarding way of life. "Besides having a profitable business," says Allen, "we have enjoyed the benefits of helping thousands of people develop their inner abilities and potential." Their international business has allowed them to take this spirit of helping across the world. "Our lives have grown full with people and experiences from all over the globe," says Thomas. "The company always used to say 'all of the good, none of the bad,' and we have tried to take that philosophy into our own lifestyles. We've changed our attitudes, habits, and perspectives to become a force for good."

"This business has given us a sizable income," says Betty, "but it's more than that. I've had a lot of fun, and I've become a better person—now I'm become more involved and caring. This business can change you inside and out." As more markets began to open worldwide, Betty, Allen,

and Thomas started traveling frequently to develop their Nu Skin business. Currently they divide their time between their homes in the United States and their commitments in Canada, Taiwan, Hong Kong, Japan, the Philippines, Thailand, Singapore, Malaysia, and China. "As opportunities open in other countries," says Allen, "we look forward to extending our travels even further and meeting many more wonderful people."

"We have all previously invested in several business attempts that yielded disappointing results," says Betty. "With Nu Skin we found that it was possible to avoid our previous pitfalls, thanks to the good-hearted nature of the company. Instead of struggling alone in the 'rat race' for resources and markets, we have a vast support group that gives us the tools we needed to be successful Executives. Nu Skin's emphasis on health and activity recharged our lives, so we are able to promote the business to others wholeheartedly."

As successful Nu Skin partners, Betty, Allen, and Thomas now strive to help others achieve the same financial and personal freedom that has enriched their own lives so much.

Congratulations, Chou Ling International, and welcome to the Millionaire's Circle!



New Millionaire's Circle



Rickie Koide



Happiness and Success

In 1993, Rickie Koide was a flight attendant looking for something new. "I was broke, I was paying rent, and I was struggling with a credit card debt," says Rickie. "I needed a change, and one of my friends told me about a new business opportunity called Nu Skin." Rickie's friend encouraged her to talk to the Kishimotos, then managers of Japan Airlines, who had gotten into Nu Skin themselves.

"I knew the Kishimoto's well," says Rickie, "and since they were both market analysts I trusted their opinions. They told me about the company's philosophy and vision for the future, and I was really impressed. Once I tried the products I was hooked." Rickie signed up under her friend, and her life hasn't been the same since.

"A lot of the time you can get caught up in yourself and lose sight of the important things," says Rickie, "but it's important to remember that you were born into the human race. Nu Skin provides me with a solid income, but more than that it allows me to dedicate my time to helping others. As I grew more successful I began to contribute money to charities, but now I take it a step further: I contribute myself to give direct help wherever it's needed."

Rickie's business covers the globe, which makes sense for someone with worldwide experience as a flight attendant.

She's quick to point out, however, that you don't have to travel a lot in order to meet people from other countries. "Our business is about talking to people," says Rickie, "and when you talk to people you make new friends and expand your circle of influence. Just keep doing what you're supposed to be doing, and you'll be amazed at who you'll get connected to."

Because Rickie focuses so much on getting to know people, she's kept her business at a one-on-one, face-to-face level. "It's not hard, once you get over the initial shyness," says Rickie. "Just go places, meet people, and talk to them. I like to talk with interesting people who might know something I can learn. It's a wonderful process where we all become better people."

Though business and life can be full of challenges, Rickie approaches them with a relaxed, positive attitude. "You have to keep peace in your heart," says Rickie. "When you deal with negative people, don't react to them or let them get to you—just move on. Lots of bad things can happen, but they're temporary. Spend your time and energy focusing on the good things that happen. Remember that if you're happy, you're successful in life."

Congratulations, Rickie Koide, and welcome to the Millionaire's Circle!



New Millionaire's Circle



Richard Sokoloff & Marina Meerburg



Richard Sokoloff says that Nu Skin is like a bank account: you invest hard work early and reap the benefits later. Throughout their 13 years with Nu Skin, Richard and Marina have invested a great deal of hard work, and their work has matured with interest. Today they are able to enjoy some impressive benefits.

Richard and Marina were first introduced to Nu Skin by Richard's friend, who came out of early retirement to start a Nu Skin business. Richard was intrigued by the leverage opportunity and felt that the timing was perfect for that point in his life. Marina was harder to convince, but once she tried the products she fell in love with them. Richard signed up as a Distributor in 1990, and Marina joined him full-time shortly thereafter.

The two of them work as a team and complement each other's strengths. Richard is business oriented, always keeping an eye out for new leaders and Distributors who can help the business grow. "Strong people down the line—even so far down that you don't get commissions from them—can solidify your entire organization," says Richard. "A successful business needs good people at every level, and the uplifting effect of a strong leader is especially helpful in this type of business."

Marina, on the other hand, is product oriented. "I love all the products, from all the divisions, but my greatest love is Nu Skin. Everybody needs good skin care, so

there's always a demand for the products." Together, Richard and Marina present a powerful, balanced approach to success. "You have to have both sides or it doesn't work," says Marina. "You need to look for leaders and customers at the same time—people who fit the business, and people who fit the products."

"You have to believe in the company," says Richard, "and you can't do that until you've seen it for yourself."

Richard suggests that everyone go to the company conventions in Salt Lake City, Utah, in order to meet the leaders and get to know the company firsthand. "After meeting the corporate leaders we found that we could really align with the values of the company," says Marina, "and that makes the experience so much better."

These days Richard and Marina live in a small mountain resort in Virginia with their two children. "We're involved in a lot of charities," says Marina, "including Nourish the Children, Habitat for Humanity, and the Fresh Air Fund. We try to give back as much as we can, to show gratitude for everything we have. It's a delightful life, and it wouldn't have been possible without Nu Skin."

Congratulations, Richard Sokoloff and Marina Meerburg and welcome to the Millionaire's Circle!



New Millionaire Club

“We have formed lasting relationships in all the places we’ve traveled, and we have earned substantial income while doing it.”

Most people are introduced to Nu Skin through a sales pitch, a product demo, or a business meeting, but there are other possibilities. Yoshie Nordling found the company when she was hired to translate some of its business material into Japanese.

“An Executive came to my son’s office 10 years ago and asked if he knew of anyone who could translate some documents for him,” says Yoshie. “I did a lot of freelance translating at the time, so he recommended me.” Translating text requires a lot of careful, repeated reading, so Yoshie got to know the documents very closely while she worked on them. “As I read them I talked myself into it. Nobody sold it to me, but the opportunity was so good it sold itself.”

Over the past 10 years Yoshie and her husband, David, have found Nu Skin to be an extremely rewarding experience, both personally and financially. “Nu Skin has given us the opportunity to meet and work with some tremendous people throughout the world,” says Yoshie. “We have formed lasting relationships in all the places we’ve traveled, and we have earned substantial income while doing it.” David, while not directly involved in the business, has a strong background in accounting that Yoshie says has been invaluable. “David has given me an incredible amount of help and support. I couldn’t have done it without him.”



David & Yoshie Nordling



Yoshie travels to Japan as often as four times a year, because most of her organization is there under the leadership of her son’s friend, Gen Kumagai. “I’m very nervous when giving speeches and talking in front of people,” says Yoshie, “but that’s mainly what I do these days. Nu Skin has helped me become stronger by forcing me to stay busy and do things that I wouldn’t normally do.” Yoshie says that she tries to meet her challenges head on—sticking with the business in good times and bad. “There will always be obstacles, both personal and external, but you have to be in this for the long-term. Set a goal, stick to it, and never quit. If you keep going even when the going gets tough, you’ll be able to reach any goal you set for yourself.”

Yoshie is now 70 years old, and she loves the fact that her business allows her to back off and relax while still earning residual income. “I like to garden,” says Yoshie, “and I like to travel a lot. Thanks to Nu Skin I’m able to do these things without worrying about my business—David and I have invested a lot of time in it, and now we have the chance to get that time back with interest. We have had so much support from our upline, our downline, and the entire Nu Skin organization, and we’re very grateful.”

Congratulations, David and Yoshie Nordling, and welcome to the Millionaire’s Circle.

Vision in Motion Trip Highlights February 19–22, 2003

Vision in Motion is for new Ruby Executives and Managing Directors. The next trip will be held August 14–16 for those who newly qualify with 4 front level Executives by June 1 of this year.



Janie Leroy and Teresa Manser chat with Eric Anderson at Daniel's Summit.



Rick Brantley tells Mark Crowe "It's your move."

Vision in Motion qualifiers:

Anne Au	Ron Lieske
Bethany Bejcek	Zhanping Lu
Katie Ellen Brand	Callie McDole
Marshall Brand	Janice Mercurio
Rick Brantley	Dan Moro
Doug Drexler	Julie Musser
Alice Hergenrader	John Pan, M.D.
Geoff Hergenrader	Katherine Pan
Laurie Lehman	Jing Su
Marty Lehman	Bill Toth
Janie Leroy	Elizabeth Yi
Helen Liang	Jonathan Yi
Jayne Lieske	



The whole group poses in front of the Nu Skin bigrise.

Vision in Motion guests:

Mark Crowe	William White
Teresa Manser	Alison Williams
Pepper Pierson	John Xu
Sherryl Schmitz	Kay Zook



Marty and Laurie Lehman, Rick Brantley, and Mark Crowe enjoy lunch with Scott Schwerdt.



Helen Liang and John Xu pose with Steve Lund.



Julie Musser, Kay Zook, and Janie Leroy get a warm welcome at the highrise.



Ron and Jayne Lieske greet Steve Lund and Truman Hunt.

“Vision in Motion was motivational, educational, and phenomenal! The trip made every bit of my hard work worthwhile because it confirmed that I am on the right track doing the right things. I am so grateful that my brand new Executive was able to go as my guest. She was so wowed by the experience that her volume last month jumped above 8,000 with 4 LOI’s!”

—Katherine Pan



Geoff and Alice Hergenrader, Bill Toth, and Pepper Pierson have lunch at the Marriott Hotel.



Bill Toth, Pepper Pierson, Jeremy Williams, and Bethany Bejcek are excited to be here.



Jing Su, Zhanping Lu, Anne Au, and Alison Williams have lunch with Eric Anderson.

“The trip was a small taste of the good things to come for those who are willing to improve themselves enough to deserve the very best. It gave me a glimpse of my future, and a powerful taste of the company’s love for and support of the Distributor force. I learned that the old adage is true: people will do more for a t-shirt than for money. People love to be recognized! Do whatever it takes to get there!”

—Bill Toth

“The trip was fun and worth all the hard work. I learned that we have an awesome company with tons of support. I also learned that I am heads above the crowd and can achieve anything my heart desires—for me, that’s Presidential Director status. The trip gave me huge posture and confidence in my business potential over the next 12 months.”

—Julie Musser



Callie McDole, Sherryl Schmitz, Teresa Manser, Julie Musser, Kate Brand, Kay Zook, and Helen Liang wow us with their karaoke skills.



Vision in Motion qualifiers, roll out!

“The Vision in Motion trip was a fabulous experience! You guys at corporate once again showed us how much you desire for the Distributors to be successful! Blake Roney, Steve Lund, and Truman Hunt answered any question we had, and that really impressed me. They really want to know what is going on in the field and how they can help us succeed. From the opening reception to the end, it was AWESOME!”

—Marty Lehman

“The incentive of attending the Vision in Motion trip really motivated us to reach Managing Director, and going on the trip motivated us even more to get to Presidential Director as soon as possible. We saw it as a significant step on our journey to Team Elite. The generous outpouring of genuine appreciation from everyone in the company will be something we always remember. We have told our downline to make going on the next trip a priority in their businesses. Also, coming from Texas and going snowmobiling was a real blast!”

—Geoff Hergenrader



New Rubies and Managing Directors get recognized at the Mission: Possible leadership conference.



“I didn’t expect the overwhelming generosity of the company and the overwhelming attention that we received. I was totally taken aback with Scott Schwerdt and being able to meet with Blake and Steve and Truman. All of you were incredible! It was almost as if we had already reached Presidential Director. It strengthened my commitment to make it to the top.”

—Callie McDole

It’s unanimous: snowmobiling is a blast!

“My wife and I were impressed to see and feel how much this company really appreciates all the hard work that their Distributors do. On this Vision In Motion trip we received almost “royalty” treatment. It was exciting to spend time with top Executives of the company and learn their vision as to where this company is heading. To get the “Big Picture” directly from these key people has helped me go home and tell the story even better to my new Distributors and to new people that I meet. All I can say is that you don’t want to miss your chance to participate and see for yourself what I mean. It was outstanding!”

—Ron Leiske

“The trip confirmed everything I thought about the company and it has made me more determined to succeed. I looked at it as just a step up the ladder, but the trip was incredible. I learned that the reward for success is worth the effort and also that I must step up my effort to go where I want to go. I am looking forward to being on a Team Elite trip with my spouse.”

—Rick Brantley



Elizabeth Yi and her son share a snowmobile with Katherine Pan.

Frequently asked questions & ANSWERS regarding *Accolades*

question:

Why are there duplicate pictures of people reaching different levels?

ANSWER:

If a Distributor reaches more than one title within the time frame that *Accolades* covers, they will be featured in each of those title sections. The month that they reached the title is written under their name. This is one way to show how quickly some Distributors are advancing. The highest level they are featured in is the highest level they achieved during that period of time.

question:

What is the difference between the VitalityLifestyle and Accolades magazine?

ANSWER:

VitalityLifestyle is a new Nu Skin Enterprises magazine that is published monthly for U.S. Distributors. It focuses on the most up-to-date information on health, wellness, and anti-aging, along with the best quality products and services that Nu Skin, Pharmanex, and Big Planet have to offer. VitalityLifestyle is produced with the hope of helping to educate Distributors with the latest and most current anti-aging trends as well as the best products to help you achieve success.

Accolades is the U.S. recognition magazine which highlights Distributors who achieve certain titles within the time frame that the magazine covers. Beginning in 2003, *Accolades* changed from a quarterly magazine (published four times a year) to a bi-monthly magazine (published six times a year). We made this change in order to make Distributor recognition more timely.

question:

Would it be possible to have the issues made available online more quickly following physical publication? I buy extra copies of the magazine to hand to prospects, but for long-distance recruiting I want prospects to be able to go online and look at it. For that reason, I think the online version should be in the Business Centers, outside My Office, where non-Distributors can get to it.

ANSWER:

All past issues of *Accolades* are available outside the My Office section. From the main page of www.nuskinusa.com, www.pharmanexusa.com, or www.bigplanet.com, click on *News* then on *Excellence in Action Recognizing Top Performers* and you'll be able to see the online version of *Accolades*. As soon as you receive the published *Accolades* in your mailbox, the PDF version should be available to view online. Additional copies are also available for sale over the order lines and online. The part number for each issue is on the back cover of the issue.

Email us with your questions or suggestions at:

recognition@nuskin.com,
recognition@pharmanex.com, or
recognition@bigplanet.com

Email us your picture for future recognition at loipicture@nuskin.com. Pictures should be at least 2"x 2" and 300 dpi or 2 mega pixel resolution, or higher.



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