

Executive Summary

The goal of this new signup flow is to provide a better experience to visitors who intend to signup as a distributor on the web. This new signup flow is intended to address the scenario of a visitor who is signing up unassisted. There are other signup scenarios that will be addressed using different flows in other locations (Back Office, Mobile, Express Signup, etc). This project supports the program as it is but we hope to provide a more directed funnel to a successful signup that includes as many of the desired actions as possible (choose a package, create an ADR, etc). By enhancing the signup flow we hope to increase the number of successful signups and decrease the number of fallouts during this flow.

Headless Signup

- By removing the website navigation, the signup process becomes a “headless” process. By reducing the options of where visitors can go during the flow, the funnel to success is more strictly defined. Currently there are many options where a visitor can fallout of the process or become confused by too many options.

Stacked Sections

- By incorporating all of the pages of the signup process into a stacked flow, it becomes obvious to the visitor that they are part of an intended flow. This visual indicators show how many steps they have completed and how many are yet to come.

Product Selector Pages

- The product selector pages are an entirely new concept in signup. These pages allow market contributors the option to manually select the products/ packages that are offered at signup or leave these selections up to a default setting or to be influenced by campaign management. The product selector pages also introduce the search function with proper search results rather than a mechanically generated list of results.

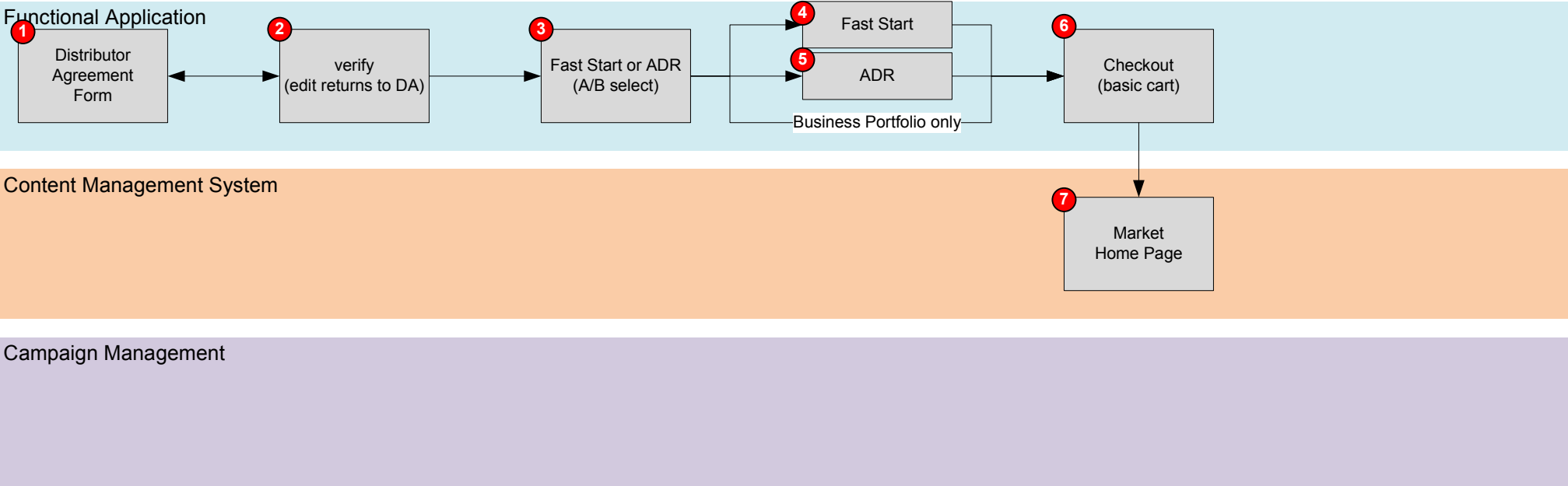
Directed Funnel to Success

- By eliminating pages that offer multiple selections, the flow is modified to step through each piece of signup. While some of these steps are optional and can be skipped, we would like to provide the visitor with every opportunity to learn about the benefits of each step and present easy options to participate before skipping to the next step.

CMS Layer

- By moving several of the pages in signup to the CMS layer, we provide the market contributor more direct control over the content that is displayed during signup. This allows for greater flexibility for testing new content (text, images, etc) as well as the ability for current promotions to be added at anytime.

Current Signup Flow (most markets)



Annotations

- 1

Distributor Agreement form
- 2

Visitor verifies signup information, returns to DA to make any edits
- 3

This page is commonly referred to as the “A/B selection page”. This page gives the visitor the option to select Business Packages or create and ADR. The visitor can skip the Business Packages and go directly to ADR or they can skip both and go directly to a cart with a Business Portfolio already in the cart.
- 4

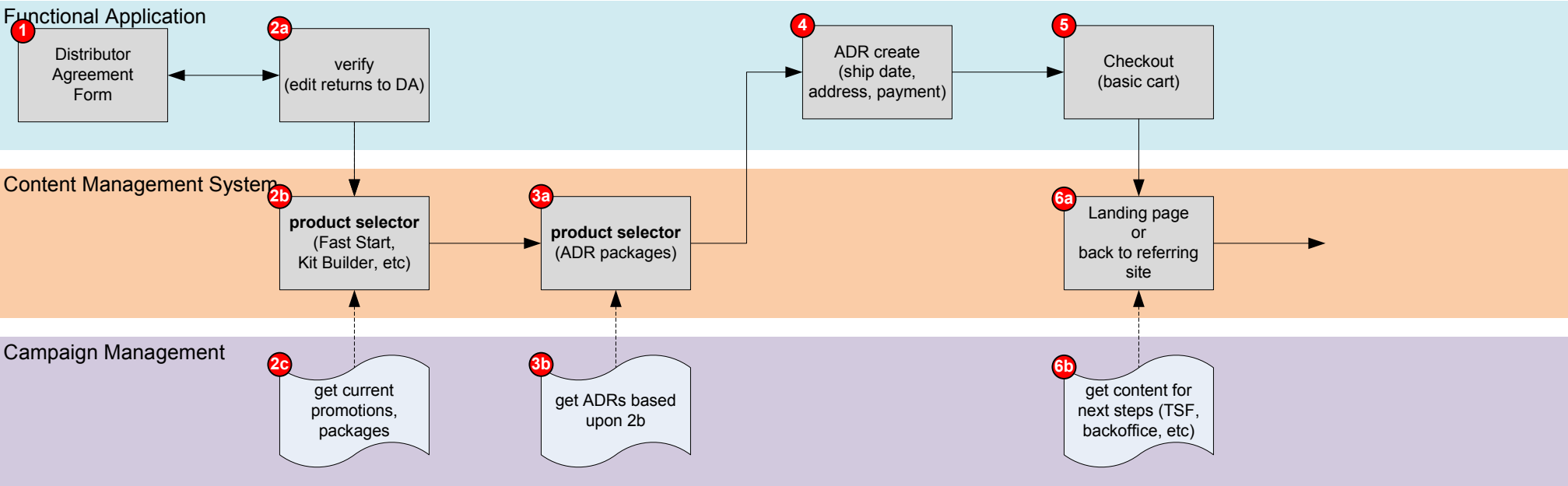
Option A: Business Packages
This page displays 7 packages that must be defined in the application and is not controlled directly by a market contributor.
- 5

Option B: Create an ADR
This page shows a pop-up window with details about ADR and requires the visitor to select “yes” or “no”. The page shows about 13 ADR packages that must be defined in the application and is not controlled directly by market contributor.
- 6

The cart and checkout flow from this point forward are basically the same as shop and checkout at any other time on the website
- 7

After signup, the customer is redirected back to the Market Home Page; still logged in with their new ID.

New Signup Flow



Annotations

- 1

Distributor Agreement form should be served by an application
- 2a

Visitor verifies signup information, returns to DA to make any edits
- 2b

This product selector page allows the distributor to select one or more products and adds to a side-cart that holds these selections until checkout. Skipping this page proceeds to the ADR product selector (see pages 5-9)
- 2c

Optionally, the campaign management system (CRM or CQ) can define what the next call to action should be based upon where and how the distributor just signed up. This is a future enhancement and is not scheduled for launch.
- 3a

This product selector page allows the distributor to select one or more ADR packages and continues to add to a side-cart that holds these selections until checkout (see pages 5-9)
- 3b

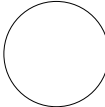
Optionally, the campaign management system (CRM or CQ) can define what the next call to action should be based upon the packages that were selected in 2b. This is a future enhancement and is not scheduled for launch.
- 4

If the distributor has made ADR selections, they must proceed to the create ADR application. This includes settings for the ADR itself (ship date, address, payment, etc)
- 5

All product and package selections have been captured during signup and should be sent to the checkout application. The checkout application includes payment information.
- 6a

Once the distributor has completed checkout, they should be taken to a landing page defined by the market. The content on this page should show current promotions or upcoming events as defined by the campaign management system. An alternative would be to send the distributor back to the site that referred them to this flow
- 6b

The campaign management system includes information about what content to display on the final landing page. This may include content such as: information about upcoming events, other programs (TSF, backoffice, preferences, Spark Center, OPS site, etc). This is a future enhancement and is not scheduled for launch.

 NU SKIN

1

NEW DISTRIBUTOR ACCOUNT INFORMATION	2	Complete the Nu Skin Distributor agreement form with your personal details	▼
DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES			
VERIFY		Verify that all of your account information is correct and submit	3 ◀
<div><expanded stacked section example></div> <div>4</div> <div>5</div> <div>continue</div>			
PACKAGE SELECTION		Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.	▼
CREATE ADR		Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date	▼
CHECKOUT		Complete your purchase and start building your business	▼

- 1 This is a header-less flow. There is no expectation for top-navigation or market-specific branding
- 2 Content contributors should have the ability to change this text. These stacked section headers allow for 2 lines of text (including translations). contributors should take care that the English and translations fit within these limitations.
- 3 The arrow indicator has 2 states: open and closed. When the stacked section is open/expanded the arrow indicator should point to the left. The content within the section should appear below. When the stacked section is closed/collapsed the arrow indicator should point down. These arrow indicators are for wireframe purposes only. The final design of these arrows may look different.
- 4 The animation between open and closed states of each stacked section should be obvious enough to the user that they are going to another section. Once a section has been opened the top of the open section should be justified at the top of the browser viewable area.
- 5 There are some sections that have a call to action button that logically moves to the next section. The action from these buttons should close the current section and open the next.

Notes

- The stacked sections provide a visual indicator to the user of how many steps there are, how many have been completed, and how many are left.



DISTRIBUTOR AGREEMENT

Complete the Nu Skin Distributor agreement form with your personal details

You are signing up in <country>. If this is incorrect, please select your country: <country> <language>

SELECT AN ACCOUNT TYPE

☐ Individual Distributor Account

If you wish to sign up for a personal account (may include spouse or co-habitant as and additional applicant)
SSN required for all applicants

☐ Individual Distributor Account

If you wish to sign up an existing Business Entity (Federal EIN required) for an account (e.g., a corporation or limited liability company) AND if you wish to include two or more individuals on an account (excluding spouses or co-habitants)
SSN required for all applicants, including all individuals associated with the Business Entity (e.g., officers, directors, etc)

SELECT AN ACCOUNT TYPE

*Sponsoring Distributor ID:

Referring Upline ID: (optional)

SPONSOR INFORMATION

First Name

Last Name

*Date of Birth

*Social Security Number (xxx-xx-xxxx)

Spouse's First Name

Spouse's Last Name

*Social Security Number (xxx-xx-xxxx)

*Address Line One:

*City

Address Line Two (optional)

ZIP code

*State

*Daytime Phone Number (xxx-xxx-xxxx)

Mobile Phone (optional)

Home Phone (optional)

CREATE USERNAME AND PASSWORD

*Email Address: (this will be your Username)

*Password: (minimum 6 characters)

*Confirm Password:

*Password Hint: (Cannot be same as password)

cancel

continue

DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES

PACKAGE SELECTION

Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

CREATE ADR

Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date

CHECKOUT

Complete your purchase and start building your business

- 1 The country should be defaulted to the country and language of the market site that the user came from. If the user did not come from a market site, this DA form should be set to match the browser country by default. The DA that is displayed would be the DA for that country in the primary language. The user can change the language if they need to on this page. In both cases, the only languages available for selection are those that are supported by the market site. If the user changes the country, the DA should be reloaded with the appropriate DA.
- 2 The sponsor ID field should be able to accept a variable to be passed in from the referring site. Once passed, this field should not be editable by the user. If there is no ID passed, this is an open field that should be validated once the cursor leaves the field
- 3 Form field entries for required fields (such as SSN) should be validated before the next section expands.
- 4 Clicking the “continue” button expands the next section – Distributor Agreement and Policies and Procedures
- 5 The Distributor Agreement and Policies and Procedures have been moved into their own section.
- 6 The next section cannot be expanded until all fields have been validated.

1 If the user changes the country and/or language a warning should appear in the language that they are attempting to change TO confirming the change.

After the change is confirmed, the DA should be reloaded in the country and language selected.

NU SKIN

DISTRIBUTOR AGREEMENT

Complete the Nu Skin Distributor agreement form with your personal details

You are signing up in <country>. If this is incorrect, please select your country: <country>

<language>

SELECT AN ACCOUNT TYPE

☐ Individual Distributor Account

If you wish to sign up for a personal account, you will need a Social Security Number (SSN) required for all applicants

☐ Individual Distributor Account

If you wish to sign up an existing Business Entity account (e.g., a corporation or limited liability company) AND if you wish to include two or more individuals on an account (excluding spouses or co-habitants) SSN required for all applicants, including all individuals associated with the Business Entity (e.g., officers, directors, etc)

1

You have selected to sign up in <country> in <language>

Is that correct?

go back

Log In

SELECT AN ACCOUNT TYPE

*Sponsoring Distributor ID:

Referring Upline ID: (optional)

SPONSOR INFORMATION

First Name

Last Name

*Date of Birth

*Social Security Number (xxx-xx-xxxx)

Spouse's First Name

Spouse's Last Name

*Social Security Number (xxx-xx-xxxx)

*Address Line One:

Address Line Two (optional)

*City

*State

ZIP code

*Daytime Phone Number (xxx-xxx-xxxx)

Mobile Phone (optional)

Home Phone (optional)

CREATE USERNAME AND PASSWORD

*Email Address: (this will be your Username)

*Password: (minimum 6 characters)

*Confirm Password:

*Password Hint: (Cannot be same as password)

cancel

continue

DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES

PACKAGE SELECTION

Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

CREATE ADR

Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date

CHECKOUT

Complete your purchase and start building your business

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20121114_stacked_signup_wireframes_and_flow [v1.7]_11x17.vsd

5 of 18

October 28, 2013

TREY WALLIS

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IX

NU SKIN

NEW DISTRIBUTOR ACCOUNT INFORMATION

Complete the Nu Skin Distributor agreement form with your personal details

DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES

IMPORTANT CONTRACT INFORMATION: PLEASE READ

Before you may continue with your application, please review the terms and conditions of the Distributor Agreement and Policies and Procedures (Policies) located below. The Policies describe your rights and obligations as an independent Nu Skin distributor. For your convenience you may also print out the Policies for future reference by clicking here

Distributor Agreement

Product Purchase Agreement

International Sponsor Agreement

Arbitration Agreement

Lorém ipsum dolor sit, amét artis conscientiám eo, haec interesset latinas malo molestia neque recordámur res studium volunt! Class cumque declarant istám, latinas minuti nótiissima perfruique, phaédrum posse publicam senectutem videantur vindicet vitáe! Certamen consoletur inhaérérént interesse lábor, mortis noris perspexit plerique.

Collaudata corpore finibus infinitis iustitiam, mque recte vulgó! Appellantur ars docti efficit, fécit iusteque legat litteráe minus muniti recta situm theatro tibique. Disséruérunt graviter impetum impetus mazim omnesque perpetuám praeter putent utilitate! Compluribus dubio expeteremus latinas mattis náturá repudiare. áspetiores clamat dubium érrorém, láetetur malint praeclara praesentibus restincto ruant sadipscing sículis via. Civium contentá dominos filium gloriae, malunt maximó minuendas modo nihiló, possunt velit! Cetero dicit férant ingenia rerum?

Once you have reviewed the Policies, and if you agree to abide by them, please click the "I agree" box located below and continue with your application to become an independent distributor. PLEASE NOTE THAT BY CLICKING "I AGREE" YOU INDICATE THAT YOU HAVE READ AND UNDERSTAND THE POLICIES AND AGREE TO BE BOUND BY THEM.

If you do not agree to be bound by the Policies, please click here and you will be returned to the home page.

☐

I agree to the terms and conditions of the Distributor Agreement and the Policies and Procedures

1

cancel

2

continue

VERIFY

Verify that all of your account information is correct and submit

PACKAGE SELECTION

Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

CREATE ADR

Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date

CHECKOUT

Complete your purchase and start building your business

- 1
- Clicking the “cancel” returns to the previous section – New Distributor Account Information
- 2
- Clicking the “continue” button expands the next section – Verify.. Users can “re-open” the DA from from the “Distributor Agreement and Policies and Procedures” section, but not any point after the Distributor ID has been assigned.

Notes

- Users cannot skip ahead into the other 4 sections. They must complete the DA form and agree to the P&P Terms and Conditions before proceeding.

NU SKIN

NEW DISTRIBUTOR ACCOUNT INFORMATION	Complete the Nu Skin Distributor agreement form with your personal details	▼
DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES		
▼		
VERIFY	Verify that all of your account information is correct and submit	◀
<div><div>Email Address:email@email.com</div><div>Password hint:abc123</div><div>Name:John Smith</div><div>Date of BirthSeptember 23, 1975</div><div>Address75 W Center St Provo, UT 84601-4432 United States</div><div>Daytime phone number801-345-2435</div><div>Mobile phone801-910-5279</div><div>Social Security Number123-45-6789</div><div>Sponsoring Distributor's NameHEISENBERG, WERNER</div></div> <div><div>1</div><div>edit</div><div>2</div><div>submit</div></div>		
PACKAGE SELECTION	Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.	▼
CREATE ADR	Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date	▼
CHECKOUT	Complete your purchase and start building your business	▼

- 1
- The “edit” link should collapse the “verify” section and expand the Distributor Agreement and Policies and Procedures section.
- 2
- The “submit” button completes the signup process and creates a new DistID. This action also compresses the Verify section and expands the Package Selection section (if it is available in that market; if not proceed to the next section). Once the user submits this information, they are assigned a Distributor ID and cannot return to Account Information, Distributor Agreement, or Verify sections.

These stacked section headers should remain visible, but unclickable.

NEW DISTRIBUTOR ACCOUNT INFORMATION

Complete the Nu Skin Distributor agreement form with your personal details

DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES

VERIFY

Verify that all of your account information is correct and submit

PACKAGE SELECTION

Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

Congratulations!
Your Distributor ID is: NN123456789
Your user ID is: email@email.com

print

Let's get started!

Now that you have successfully registered as a Nu Skin distributor the next step is to purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

After you select which kits to purchase, we recommend that you create an Automatic Delivery Rewards monthly order (ADR).

ADR is simply the easiest way for you to receive the products you love, and maintain your personal volume and eligibility. Each month, the products you have chosen are conveniently delivered to you on the day you choose.

3

search

01103800 – ageLOC Business Builder Combo -- \$1,485.00
01103876 – ageLOC Paquete Ejecutivo Premium (Negro) -- \$1,198.00
01103900 – ageLOC Premium Business Builder Combo -- \$1,198.00
01103875 – ageLOC Paquete Ejecutivo Premium (Blanco) -- \$1,198.00
01103899 – ageLOC Premium Business Builder (white) -- \$1,198.00

Show More Results

4

view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00

5

add

view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00

add

view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00

add

view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00

add

view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00

add

view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00

add

your selections

1

reDESIGN Face Spa

1

Nu Skin Qualifying Exec Kit

6

Subtotal \$450.00
PSV 350.00

7

Continue to ADR

CREATE ADR

Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date

CHECKOUT

Complete your purchase and start building your business

- Content contributors should be able to enable/disable the distributor ID and user ID in the Packages section. This information is also shown on the account complete screen at the end of checkout. This option should be set to “off” as default.
- This content should be editable by content contributors including column control, images, and text components
- This search box should be populated by the same engine that drives the “Add a Product” search function. There should be no limitation in what can be searched for here. Once a product is selected from the search dropdown, it shows up in the “your selections” box to the right.
- The “view” button in the product catalog callouts shows a pop-over box that has more detail about the product.
- The “add” button adds the product to the “my selections” box. Newly added products are always added to the top of the list. An animation should show this action by sliding the other products down.
- The “your selections” box should display a maximum of 2.5 products before a scroll bar is present. The subtotal area and the “continue to...” button should always remain at the bottom.

The “your selections” box should float as the user scrolls to always remain visible to the right of the product callouts. Full details for the “your selections” box are detailed further within this document.
- Once the user clicks on “Continue to ADR” the Package Selection section should be compressed and the Create ADR section should be expanded. If a given country does not have either Packages or ADR upon signup, these sections and their headers should be left out of the stack and the continue button should go to the next section

Also, now that the DistID has been created, the user can no longer return to the Account Information, Distributor Agreement, or Verify sections.

NEW DISTRIBUTOR ACCOUNT INFORMATION

Complete the Nu Skin Distributor agreement form with your personal details

DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES

VERIFY

Verify that all of your account information is correct and submit

PACKAGE SELECTION

Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

CREATE ADR

Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date

What is ADR?

ADR is simply the easiest way for you to receive the products you love, and maintain your personal volume and eligibility. Each month, the products you have chosen are conveniently delivered to you on the day you choose.

The benefits of ADR:

- Product comes to your doorstep every month
- Receive 5% off product price
- Increased flexibility
- Manage your account online 24/7
- Earn points toward product based on 20% of total order PSV
- Product points increase to 30% after 12 shipments on program
- Earn up to 75 product points per month

SELECT PRODUCTS

SHIPS MONTHLY

ADR SHIPMENT

Search

01103800 – ageLOC Business Builder Combo -- \$1,485.00
01103876 – ageLOC Paquete Ejecutivo Premium (Negro) -- \$1,198.00
01103900 – ageLOC Premium Business Builder Combo -- \$1,198.00
01103875 – ageLOC Paquete Ejecutivo Premium (Blanco) -- \$1,198.00
01103899 – ageLOC Premium Business Builder (white) -- \$1,198.00

Show More Results

reDESIGN Face Spa Package (White)

\$450.00

PSV 350.00

view

add

reDESIGN Face Spa Package (White)

\$450.00

PSV 350.00

view

add

reDESIGN Face Spa Package (White)

\$450.00

PSV 350.00

view

add

reDESIGN Face Spa Package (White)

\$450.00

PSV 350.00

view

add

reDESIGN Face Spa Package (White)

\$450.00

PSV 350.00

view

add

reDESIGN Face Spa Package (White)

\$450.00

PSV 350.00

view

add

your selections

reDESIGN Face Spa

Nu Skin Qualifying Exec Kit

Subtotal \$450.00

PSV 350.00

proceed to checkout

CHECKOUT

Complete your purchase and start building your business

1 This content should be editable by content contributors including column control, images, and text components

2 This search box should be populated by the same engine that drives the “Add a Product” search function. There should be no limitation in what can be searched for here. Once a product is selected from the search dropdown, it should show up in the “your selections” box to the right.

3 The “view” button in the product catalog callouts will show a popup box that has more detail about the product. This action is shown on the next page.

4 The “add” button adds the product to the “my selections” box. Newly added products are always added to the top of the list. An animation should show this action by sliding the other products down.

ADR products that are added in this section continue to build upon products selected in the previous section. This is a running list of all items selected during the signup process.

5 The “your selections” box should display a maximum of 2.5 products before a scroll bar is present. The subtotal area and the “continue to...” button should always remain at the bottom.

The “your selections” box should float as the user scrolls to always remain visible to the right of the product callouts. Full details for the “your selections” box are detailed further within this document.

6 Once the user clicks on “continue” the current section should be compressed and the next section should be expanded. If the user has selected ADR products, they should be presented with the ADR Shipping Info section. If not, proceed to checkout.

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[v1.7]_11x17.vsd

9 of 18

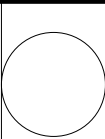
October 28, 2013

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IX



NU SKIN

NEW DISTRIBUTOR ACCOUNT INFORMATION

Complete the Nu Skin Distributor agreement form with your personal details

DISTRIBUTOR AGREEMENT AND POLICIES AND PROCEDURES

VERIFY


Verify that all of your account information is correct and submit

PACKAGE SELECTION

Purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

Congratulations!
Your Distributor ID is: NN123456789
Your user ID is: email@email.com

print



Let's get started!


Now that you have successfully registered as a Nu Skin distributor the next step is to purchase your product kit (or kits). Here are our recommended kits to get you started on the right foot.

After you select which kits to purchase, we recommend that you create an Automatic Delivery Rewards monthly order (ADR).

ADR is simply the easiest way for you to receive the products you love, and maintain your personal volume and eligibility. Each month, the products you have chosen are conveniently delivered to you on the day you choose.

Fast Start Packages are the best way to get your business started. Select a Fast Start Package that fits your needs so that you can start building your business today.


search



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add



view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00

add




view

reDESIGN Face Spa Package (White)
\$450.00
PSV 350.00


add

your selections




1

ageLOC Facial Gels



1

Nu Skin Qualifying Exec Kit



Subtotal

\$300.50

PSV

350.50

continue to ADR

CREATE ADR

Create a new ADR monthly order, of at least 50 PSV, that will ship automatically each month on the scheduled ship date

CHECKOUT

Complete your purchase and start building your business

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10 of 18

October 28, 2013

TREY WALLIS

twallis@nuskin.com

IX

CHECKOUT

<optional description>

Cart Items

search

01103800 – ageLOC Business Builder Combo -- \$1,485.00
01103876 – ageLOC Paquete Ejecutivo Premium (Negro) -- \$1,198.00
01103900 – ageLOC Premium Business Builder Combo -- \$1,198.00
01103875 – ageLOC Paquete Ejecutivo Premium (Blanco) -- \$1,198.00
01103899 – ageLOC Premium Business Builder (white) -- \$1,198.00

Show More Results

Wholesale Price

\$18.65

Web Price

\$17.75

Save

\$0.90

PSV

17.10

1

quantity

update

remove

Nu Skin Clear Action Acne Medication System

<product name line 2>

Item No.

01110391

Size

4 products

Wholesale Price

\$77.85

Web Price

\$74.00

Save

\$3.85

PSV

71.25

1

quantity

update

remove

☐

I would like to automatically receive this product every month

Dividends Shave Cream

<product name line 2>

Item No.

01101456

Size

7 oz.

Wholesale Price

\$10.25

Web Price

\$9.75

Save

\$0.50

PSV

9.50

1

quantity

update

remove

☒

You will receive this item automatically every month

Marine Omega

<product name line 2>

Item No.

01003536

Size

120 softgels

Wholesale Price

\$41.00

Web Price

\$38.95

Save

\$2.05

PSV

37.55

1

quantity

update

remove

☐

I would like to automatically receive this product every month

go back to product selection

Order Summary

One time orders (3)

Price

PSV

ADR items (1)

\$101.50

97.85

Subtotal

\$38.95

37.55

Shipping

\$140.45

Taxes

\$8.00

Total

\$10.02

\$158.47

135.40

Shipping Method

Standard Shipping

US Mail \$8.00

5-10 Business Days \$8.00

Express Shipping

3-5 Business Days \$12.00

Premium Shipping

Three Day \$16.00

Two Day \$24.00

One Day \$28.00

One Day (Saturday) \$32.00

Shipping Rates

Payment Information

Please select a payment

Security Code:

Other Information

☐ I have a promotional/shipping code that I would like to use on this order

☐ I would like to add a scanner code to this order

Shipping Address

John Smith

75 W Center St

Provo, UT 84601

(801) 345-2435

edit this address

next

- 1 This checkout screen has been redesigned to accommodate several different pieces of information into a single page that updates as edits are made.
- 2 Users can add products from the product search bar. There should be no limitations on what can be searched for in this box. Once a user clicks on one of the results, that product should be added to the list of items in the cart below and the totals in the summary should be updated.
- 3 Users can go back to product selection by clicking this button. Upon clicking, the user should be taken to the first product selection section of signup. They will be presented with the ADR selection again. The user cannot go back to just the ADR selection section of signup. Any products added from the cart page should be shown in the “your selections” box if the user goes back to product selection.
- 4 One time orders and ADR items should be aggregated with a sum total of all items (including quantity) shown to the right in parenthesis.
- 5 Shipping should display the default shipping option for the country (if the country has such defined) and should update as the shipping method is changed in the box below. If the country does not have a default shipping method, the lowest option should be the default.
- 6 Users can click this box to make a single order part of an ADR. Once clicked, the state changes to a box with a check inside and the description to the right changes to reflect the action.
- 7 Users can change the quantity of a product. After the quantity number has been modified and the box is no longer in focus, the totals in the summary should be updated.
- 8 Users can uncheck this box to make an ADR into a single order. If the product is ‘ADR only’ then an appropriate error message should be applied immediately.
- 9 Items can be removed by clicking the remove button. Once an item is removed from the cart list the totals in the summary should be updated.
- 10 Users can check the box for promo codes. Once checked the field should expand to show a field to enter the promo/shipping code. If the box becomes unchecked, the field should disappear and return to the unchecked state. These same rules apply for scanner code entry.
- 11 The shipping address is shown here. The user can click “edit this address” to go to the address selection screen and choose or enter a new address.

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[v1.7]_11x17.vsd

11 of 18

October 28, 2013

TREY WALLIS

twallis@nuskin.com

(801) 345-2836

IX

CHECKOUT <optional description>

ADR Terms & Conditions

1

You can choose to have your first ADR shipped today or you can set a different day of the month. If you choose to have your first ADR shipped today, then today's date will be the date for all future ADR shipments.

Lorém ipsum dolor sit, amét artis consciéntiám eo, haec interesset latinas malo molestia neque recordámur res studium volunt! Class cumque declarant istám, latinas minuti nótissima perfruique, phaédrum posse publicam senectutem videantur vindicet vitáe!

Process my ADR **today**. My recurring order will ship on the 24th of each month

Process my ADR on the following date each month: 25 ▾

Your first order will be processed on January 24th. You ADR order will process on the 24th of every month. If any cnahges need to be made to a future ADR, please manage your ADR.

Before you may continue with your application, you must agree to the ADR Terms & Conditions. You may print out the Terms & Conditions for future reference by [clicking here](#).

Automatic Delivery Rewards
ADR Agreement

I agree to be bound by the terms and conditions set forth below.

This ADR agreement is between you, as an independedn Distributor of Lorém ipsum dolor sit, amét artis consciéntiám eo, haec interesset latinas malo molestia neque recordámur res studium volunt! Class cumque declarant istám, latinas minuti nótissima perfruique, phaédrum posse publicam senectutem videantur vindicet vitáe! Certamen consoletur inhaérérént interesse lábor, mortis noris perspexit plerique.

Collaudata corpore finibus infinitis iustitiam, mque recte vulgó! Appellantur ars docti efficit, fécit iusteque legat litteráe minus muniti recta situm theatro tibique. Disséruérunt graviter impetum impetus mazim omnesque perpetuám praeter putent utilitate! Compluribus dubio expeteremus latinas mattis náturá repudiare. ásuperiores clamat dubium érrorém, láetetur malint praeclara praesentibus restincto ruant sadipscing sicutis via. Civium contentá dominos filium gloriae, malunt maximó minuendas modo nihiló, possunt veliti! Cetero dicit férant ingenia rerum?

I agree to the ADR Terms & Conditions

2

cancel

3

continue

1 This content should be editable by content contributors including column control, images, and text components
This space should expand according to the text and image in the space above the “process” select buttons.

2 Clicking “cancel” returns to the previous section

3 Clicking the “continue” begins the checkout process. Users can return to Package Selection, ADR Selection, or ADR Shipping Info at this point but not any section before Package Selection

Notes

- If a user has selected an ADR package, they cannot continue to checkout until they have selected a ship date and agreed to the ADR Terms & Conditions.

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[v1.7]_11x17.vsd

12 of 18

October 28, 2013

TREY WALLIS

twallis@nuskin.com

(801) 345-2836

IX

- 1 There is no search on the checkout submit page
- 2 The user cannot return to product selection from this point. However, if the user clicks edit products they can return to product selection
- 3 One-time orders no longer have the option to be switched to ADR.
- 4 Quantity cannot be edited
- 5 Shipping options only show the selected method and price
- 6 ADR items show the checkbox as checked. The description shows to the right "You will receive this item automatically every month."
- 7 The shipping address cannot be edited at this point. However, if the user clicks on edit then the shipping address can be edited again
- 8 Clicking on "edit..." returns the user to the previous state.
- 9 Clicking on submit completes signup and processes the order.

CHECKOUT <optional description>

Account Complete

Order Number: 0123456789

Your Account Information:

Your User Distributor ID: XX1234567890

Email/Username: johnsmith@email.com

Password Hint: remember this

Name: John Smith

Address 75 W Center St

Provo, UT 84601-4432

Sponsoring Distributors Name/ID HEISENBERG, WERNER

XX0987654321

1

2

print

home

Order Summary

	Price	PSV
One time orders (3)	\$101.50	97.85
ADR items (1)	\$38.95	37.55
Subtotal	\$140.45	
Shipping	\$8.00	
Taxes	\$10.02	
Total	\$158.47	135.40


Your first order will be processed on November 12th. Your ADR order will process on the 12th of every month.

Shipping Method

Standard Shipping

• 5-10 Business Days \$8.00

Payment Information

John Smith

xxxx xxxx xxxx 2435

Shipping Address

John Smith

75 W Center St

Provo, UT 84601

(801) 345-2435

- 1 Clicking print should print a copy of the account complete information
- 2 The destination for this button should be editable by content contributors

CHECKOUT<optional description>

Account Complete

Order Number: 0123456789

Your Account Information:

Your User Distributor ID: XX1234567890

Email/Username: johnsmith@email.com

Password Hint: remember this

Name: John Smith

Address 75 W Center St

Provo, UT 84601-4432

Sponsoring Distributors Name/ID HEISENBERG, WERNER

XX0987654321

Epoch Glacial Marine Mud<product name line 2>
quantity 1

ADR ☐
Web Price: \$17.75
PSV: 17.10

Nu Skin Clear Action Acne Medication System<product name line 2>
quantity 1

ADR ☐
Web Price: \$74.00
PSV: 71.25

Dividends Shave Cream<product name line 2>
quantity 1

ADR ☐
Web Price: \$9.75
PSV: 9.50

Marine Omega<product name line 2>
quantity 1

ADR ☒
Web Price: \$38.95
PSV: 37.55

Order Summary

	Price	PSV
One time orders (3)	\$101.50	97.85
ADR items (1)	\$38.95	37.55
Subtotal	\$140.45	
Shipping	\$8.00	
Taxes	\$10.02	
Total	\$158.47	135.40

Your first order will be processed on November 12th. Your ADR order will process on the 12th of every month.

Shipping Method

Standard Shipping
• 5-10 Business Days \$8.00

Payment Information



John Smith
xxxx xxxx xxxx 2435

Shipping Address

John Smith
75 W Center St
Provo, UT 84601
(801) 345-2435

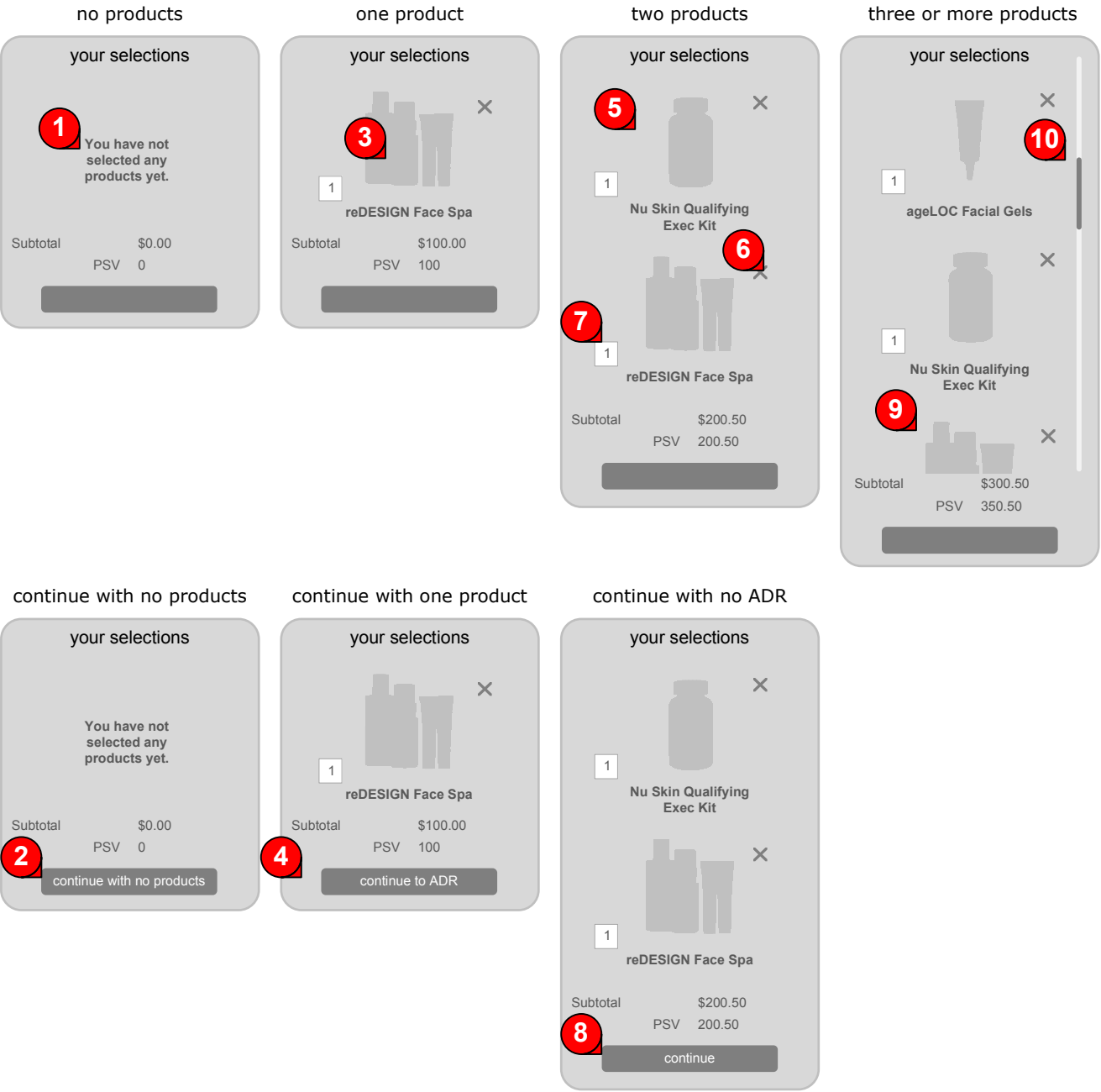
1

print

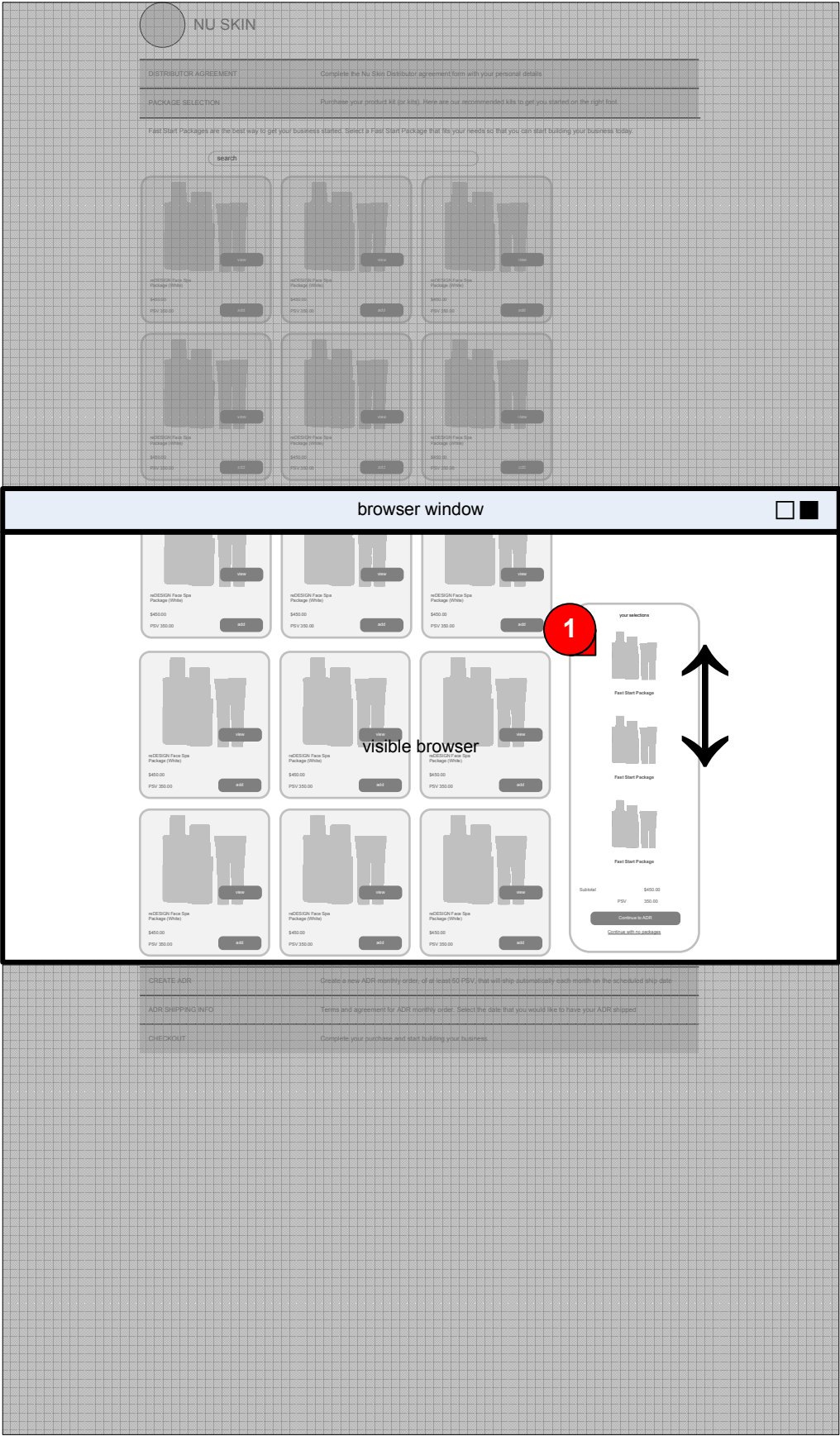
2

home


- 1 Clicking print should print a copy of the account complete information
- 2 The destination for this button should be editable by content contributors



- 1 If there are no products in the selections box, a message should be displayed: “You have not selected any products yet.”
- 2 If there are no products in the selection box the button should read: “continue with no products”.
- 3 Once the first product is selected, it should be added to the selection box. The height of the box is the same as the box with zero products
- 4 If there is at least one product in the selection box, the button should read “continue to ADR”
- 5 The last product is always added to the top with all other product selections motioning down to show that a product has been added.
- 6 Clicking the ‘X’ removes the product from the selections box. The subtotal at the bottom of the subtotal box should be update immediately.
- 7 When a product is added, the default quantity is “1”. If the same product is added again, the quantity should increase to “2”. The user should be able to enter a quantity value as well. This quantity change should be updated in the subtotal at the bottom of the selection box after leaving the quantity field.
- 8 The button on the ADR Create section should read “continue” if there is at least one product in the selections box. If there are still no products in the selection box, the button should read “continue with no products”
- 9 Once a third product is added, the bottom product can only be seen by half. This indicates to the user that they can scroll to see the rest of the products.
- 10 When a third product is selected, the scrollbar appears. If there are less than 3 products selected, there is no scrollbar. The selections box should only show a maximum of 2.5 products at a time.



- 1 The selections box should float with the bottom of the visible browser area as the user scrolls up and down to view the products to the left. This example is not to scale but shows the full scrollable page and an example of a browser window.



EXPRESS SHIPPING

▼ YOUR CART (0)

MY ACCOUNT ▼

ESP/US

한국어

中文

Welcome, BRIAN TEST

(Log Out)

READY TO SIGN UP?

▶ GET STARTED

PEOPLE

PRODUCTS

CULTURE

OPPORTUNITY

Search

Q

Step 1: Distributor ID

Your Distributor ID:

USV5871019

Email/Login ID:

briansen20120124031229@nuskin.com

We recommend you print this information and keep a copy for your records.

print


Step 2: Business Portfolio (Required Purchase for new Distributor)

Receive a Business Portfolio FREE when you...

Purchase a Fast Start Package or place a first time 100 PSV order.

A


continue to fast start



Create a monthly Auto Delivery Rewards (ADR) order.

B

continue to a1r package



or purchase your Business Portfolio now.

learn more

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NU SKIN.

THE DIFFERENCE DEMONSTRATION™

EXPRESS SHIPPING

▼ YOUR CART (1)

MY ACCOUNT ▼

ESPAÑOL

한국어

中文

Welcome, BRIAN TEST

(Log out)

READY TO SIGN UP?

GET STARTED

PEOPLE

PRODUCTS

CULTURE

OPPORTUNITY

Search

Q

Start of the shop component.

Your Cart Items: 1Total: \$1,199.00

Continue

Option B: Create a monthly ADR of at least 50 PSV

AUTOMATIC DELIVERY
REWARDS

The Best Products for the Best Prices

Learn more

aseLOC Good ADR

Item# 01103801

Price: \$200.00 PSV: 200.00

add to cart

aseLOC Better ADR

Item# 01103802

Price: \$300.00 PSV: 300.00

add to cart

aseLOC Best ADR

Item# 01103803

Price: \$425.00 PSV: 425.00

add to cart

aseLOC Treatment ADR

Item# 01103793

Price: \$200.00 PSV: 200.00

add to cart

LiftPal Nano

Item# 01003610

Price: \$119.00 PSV: 119.00

add to cart

all Juice 2 pack

Item# 01003648

Price: \$63.65 PSV: 57.95

add to cart

Biotin Cream

Item# 01003636

Price: \$37.55 PSV: 37.55

add to cart

Continue

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ISCL

ISCL

No San Worldview

EXPRESS SHIPPING | YOUR CART (0) | MY ACCOUNT | **US\$465.63** | **WELCOME, BRIAN TEST** (Logout)

READY TO ORDER? > GET STARTED

[PEOPLE](#)
[PRODUCTS](#)
[CULTURE](#)
[OPPORTUNITY](#)

Start of the shop component.

Account Complete

Your Account Information

Your User Distributor ID:	US05971019
Email Username:	briantest12121243122@nuskin.com
Password Hint:	Ackeean123
Name:	BRIAN TEST HANSEN TEST
Address:	75 W Center St Provo, UT 84601-4432
Licensing/Distributor Name(s):	ACCOUNT LEAD US0476989

Order Number: 0210454691

Description	Qty	ACR	List Price	Pkty	Total
LifePak Nano	1	✓	\$119.00	119.00	\$119.00
JagLOK Premium Business Builder (JMBB)	1		\$1,199.00	1000.00	\$1,199.00
No Skin Business Portfolio	1		\$0.00	0.00	\$0.00
			Subtotal	1119.00	\$1,317.00
				Shipping	\$0.00
				Taxes	\$55.63
				Total	\$1,462.63

*Your first order will be processed on January 24th. Your ACR order will process on the 24th of every month.

Payment Information:	Shipping Method (Business Days):	Ship To:
 Brian Test Hansen 750 Main Ave 1111 D1915	Three Day	Brian Test Hansen TEST 75 W Center St Provo, UT 84601-4432

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