Employee Stock Option (right to buy)<sup>(1)</sup>

\$<mark>9.0</mark>4

## FORM 4

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

| STATEMENT OF CHANGES IN BENEFICIAL | OWNERSHIP |
|------------------------------------|-----------|
|                                    |           |

| OMB APPROVAL             |    |  |  |  |  |  |  |  |  |  |
|--------------------------|----|--|--|--|--|--|--|--|--|--|
| OMB Number: 3235-028     |    |  |  |  |  |  |  |  |  |  |
| Estimated average burden |    |  |  |  |  |  |  |  |  |  |
| hours per response.      | 05 |  |  |  |  |  |  |  |  |  |

| Section<br>obligat  | this box if no lo<br>n 16. Form 4 or<br>ions may contir<br>tion 1(b). | onger subject to<br>Form 5<br>hue. <i>See</i> | STATEN  |      |   |     |  | (a) of the Secur            |   |                            |   | SHIP   | Estimated a<br>hours per re   | average burden   | 0.5                                    |  |  |
|---|---|---|---|------|---|-----|--|-----------------------------|---|----------------------------|---|--|---|--|--|--|--|
|   |   |   |   |      | 2. Issuer Name and Ticker or Trading Symbol<br><u>NU SKIN ENTERPRISES INC</u> [ NUS ]<br>Director |     |  |                             |   |                            |   |  | 10% Owner   |  |  |  |  |
| (Last) (First) (Middle)<br>C/O NU SKIN ENTERPRISES, INC.<br>75 WEST CENTER STREET |   |   |   |      | 3. Date of Earliest Transaction (Month/Day/Year)<br>02/27/2004                                    |     |  |                             |   |                            |   | X Gincer (give the X below)<br>Regional Vice President- / Americas and<br>Europe   |   |  |  |  |  |
| (Street)<br>PROVO 84601   |   |   |   |      |   |     |  |                             |   |                            |   |  | 6. Individual or Joint/Group Filing (Check Applicable<br>Line)<br>X Form filed by One Reporting Person<br>Form filed by More than One Reporting |  |  |  |  |
| (City)  | (S  | tate)   | (Zip)   |      | Person  |     |  |                             |   |                            |   |  |   |  |  |  |  |
| 1. Title of Security (Instr. 3)<br>Date   |   |   |   |      |   |     |  | Code (Instr. 5)             |   |                            |   | ) or 5. Amount of 6. Ownership<br>4 and Securities Form: Direct<br>Beneficially (D) or Indirect                            |   |  | 7. Nature of<br>Indirect<br>Beneficial |  |  |
|   |   |   |   |      |   |     |  | ar) 8)<br>Code V            | Amount  | (A) or<br>(D)              | Price   | Owned Following (I)<br>Reported<br>Transaction(s)<br>(Instr. 3 and 4)  |   |  | Ownership<br>(Instr. 4)                |  |  |
|   |   |   | Table II - Der<br>(e.g                                      |      |   |     |  | quired, Disj<br>s, options, |   |                            |   | Owned  |   |  |  |  |  |
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)                               | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year)    | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | Code | 5. Number 6.  |     | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |                             | 7. Title and<br>of Securitie<br>Underlying<br>Derivative<br>(Instr. 3 and | es<br>Security             | 8. Price of<br>Derivative<br>Security<br>(Instr. 5) | 9. Number of<br>derivative<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 4) | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4)  | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |  |  |  |
|   |   |   |   | Code | v   | (A) | (D)  | Date<br>Exercisable         | Expiration<br>Date  |                            | Amount<br>or<br>Number<br>of<br>Shares              |  |   |  |  |  |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)</sup>                   | \$6.56  |   |   |      |   |     |  | 08/31/2001 <sup>(2)</sup>   | 08/31/2010  | Class A<br>Common<br>Stock | 5,000   |  | 5,000 <sup>(5)</sup>  | D  |  |  |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)</sup>                   | \$8.2   |   |   |      |   |     |  | 02/28/2002 <sup>(2)</sup>   | 02/28/2011  | Class A<br>Common<br>Stock | 5,000   |  | 5,000 <sup>(5)</sup>  | D  |  |  |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)(6)</sup>                | \$12.45   |   |   |      |   |     |  | 04/19/2003 <sup>(3)</sup>   | 08/31/2011  | Class A<br>Common<br>Stock | 12,500  |  | 12,500 <sup>(5)</sup>   | D  |  |  |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)(6)</sup>                | \$12.45   |   |   |      |   |     |  | 04/19/2003 <sup>(4)</sup>   | 08/21/2008  | Class A<br>Common<br>Stock | 10,000  |  | 10,000 <sup>(5)</sup>   | D  |  |  |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)(6)</sup>                | \$12.45   |   |   |      |   |     |  | 04/19/2003 <sup>(4)</sup>   | 08/31/2009  | Class A<br>Common<br>Stock | 7,000   |  | 7,000 <sup>(5)</sup>  | D  |  |  |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)</sup>                   | \$12.45   |   |   |      |   |     |  | 04/19/2003 <sup>(2)</sup>   | 04/19/2012  | Class A<br>Common<br>Stock | 12,500  |  | 12,500 <sup>(5)</sup>   | D  |  |  |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)</sup>                   | \$12  |   |   |      |   |     |  | 09/03/2003 <sup>(2)</sup>   | 09/03/2012  | Class A<br>Common<br>Stock | 12,500  |  | 12,500 <sup>(5)</sup>   | D  |  |  |  |

Class A Common Stock

03/10/2013

12,500

03/10/2004<sup>(2)</sup>

12,500<sup>(5)</sup>

D

|   | Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned   (e.g., puts, calls, warrants, options, convertible securities) |  |   |   |   |  |     |  |                    |   |  |  |  |   |  |
|---|--|--|---|---|---|--|-----|--|--------------------|---|--|--|--|---|--|
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)             | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security  | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 4.<br>Transaction<br>Code (Instr.<br>8)<br>5. Number<br>of<br>Derivative<br>Securities<br>Acquired<br>(A) or<br>Disposed<br>of (D) (Instr.<br>3, 4 and 5) |   | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |     | nd 7. Title and Amount<br>of Securities<br>Underlying<br>Derivative Security<br>(Instr. 3 and 4) |                    | 8. Price of<br>Derivative<br>Security<br>(Instr. 5) | 9. Number of<br>derivative<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 4) | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |   |  |
|   |  |  |   | Code  | v | (A)  | (D) | Date<br>Exercisable  | Expiration<br>Date | Title   | Amount<br>or<br>Number<br>of<br>Shares   |  |  |   |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy) <sup>(1)</sup> | \$11.5   |  |   |   |   |  |     | 09/02/2004 <sup>(2)</sup>  | 09/02/2013         | Class A<br>Common<br>Stock                          | 12,500   |  | 12,500 <sup>(5)</sup>  | D |  |
| Employee<br>Stock<br>Option<br>(right to<br>buy)                | \$19.15  | 02/27/2004                                 |   | A   |   | 10,000   |     | 02/27/2005 <sup>(2)</sup>  | 02/27/2014         | Class A<br>Common<br>Stock                          | 10,000   | (7)  | 10,000 <sup>(5)</sup>  | D |  |

## Explanation of Responses:

1. Previously reported.

2. Becomes exercisable in four equal annual installments beginning on the date indicated.

3. 25% is currently exercisable, 25% will become exercisable on 4/19/2004, 25% on8/31/2004, and 25% on 8/31/2005.

4. Fifty percent is currently exercisable and fifty percent will become exercisable on 4/19/2004.

5. Represents number of shares beneficially owned as of February 27, 2004.

6. Issued as part of an Option Exchange Offer.

7. Price not applicable.

Remarks:

D. Matthew Dorny as Attorneyin-Fact for Mark. A Wolfert 03/02/2004

\*\* Signature of Reporting Person Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

 $\ast$  If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.