



PARTNERSHIP EXPECTATION

FOLLOW UP

HOW IT STARTED



**Business Opportunity
Compensation Program
Products & Fulfillment Education,
Training & Business Tools**



SHOP

Convert Your
Buying Power



SHARE

Develop Customers
& Associates



**Business Training Available
Mentorship & Coaching
Business Seminars
Apps & Digital Media**



EDUCATE

Available for
Yourself & Others



**THE FOUNDATION OF
BWW EDUCATION**

THE 9 CORE STEPS



STEP 1. STP

(START THE PROCESS)



A LIST

Friends and family and those closest to you.

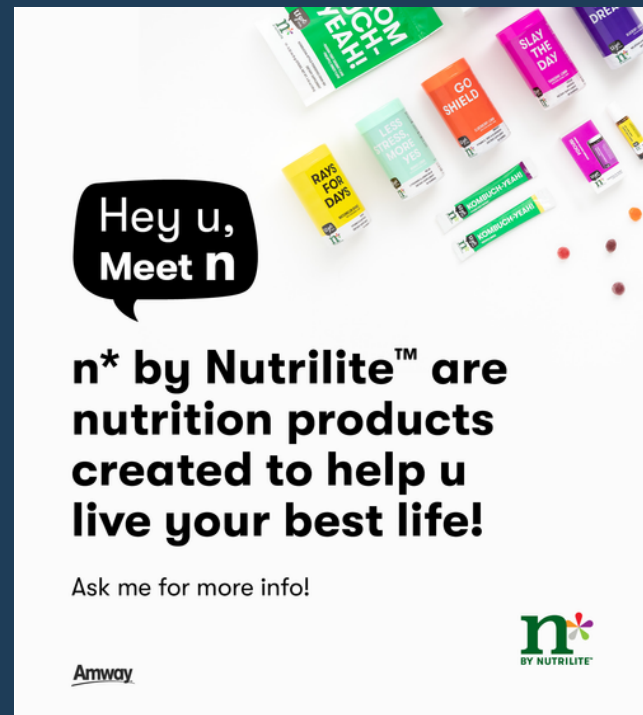
B LIST

Acquaintances like co-workers, mailman, bank teller, etc. People you see often but you don't really know well.

C LIST

Everyone else!



STEP 2. PERSONAL USE (SHOP!)

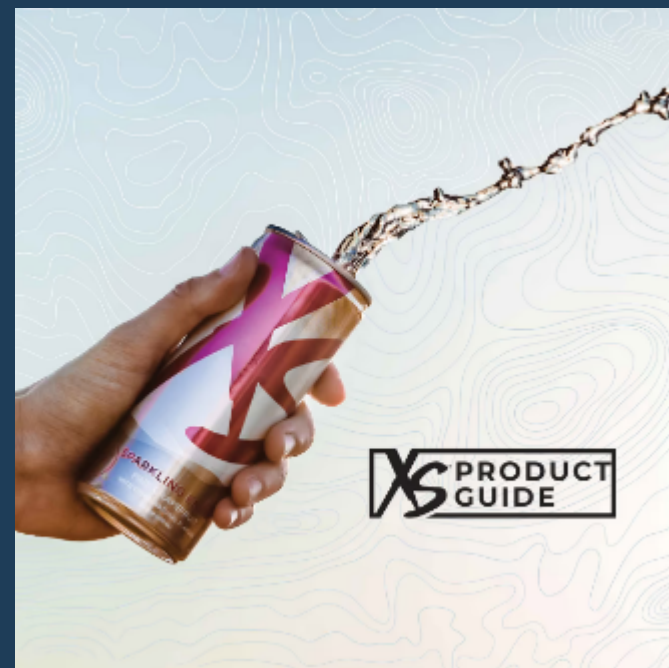


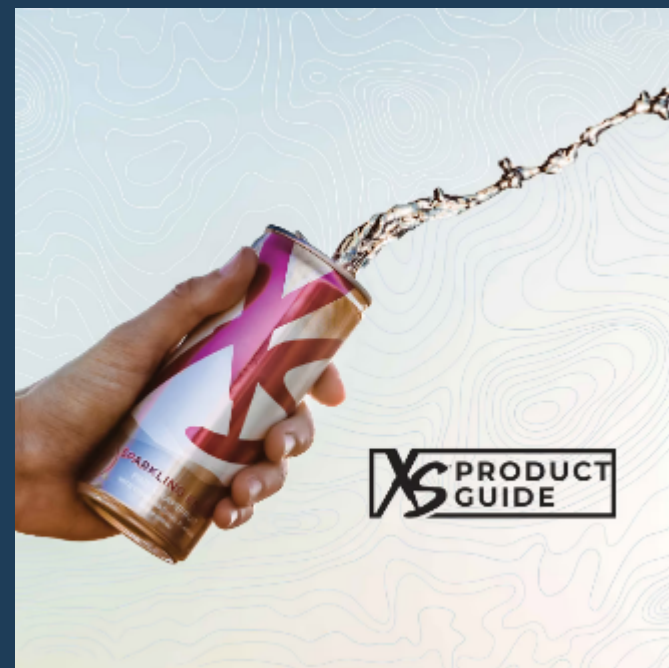
Hey u,
Meet **n**

n* by Nutrilite™ are nutrition products created to help u live your best life!

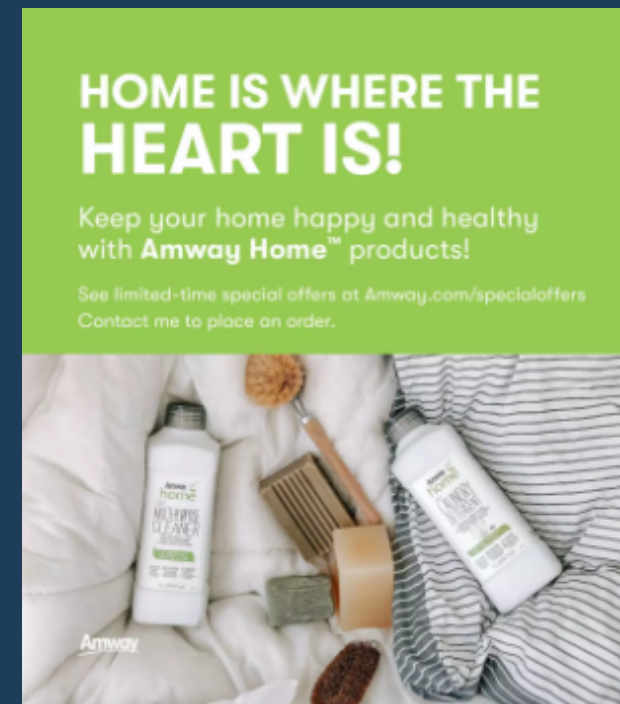
Ask me for more info!






XS PRODUCT GUIDE




HOME IS WHERE THE HEART IS!

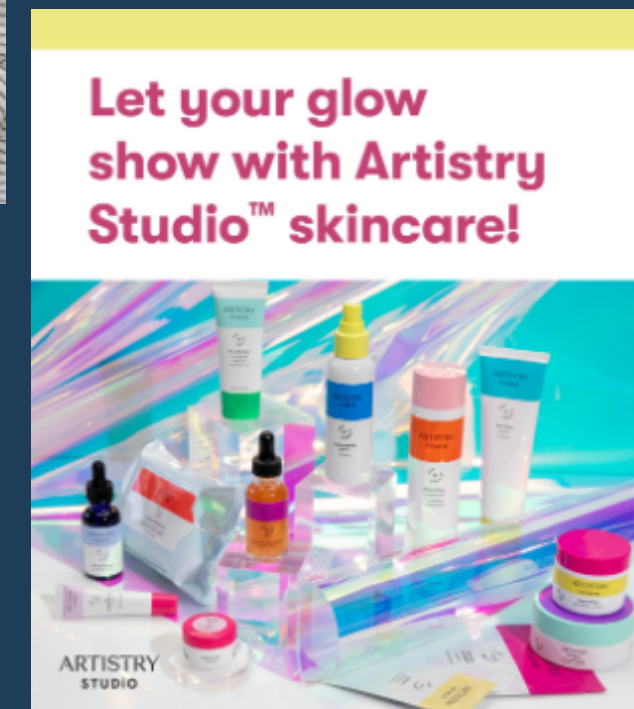
Keep your home happy and healthy with **Amway Home™** products!

See limited-time special offers at [Amway.com/specialoffers](https://www.amway.com/specialoffers)
Contact me to place an order.






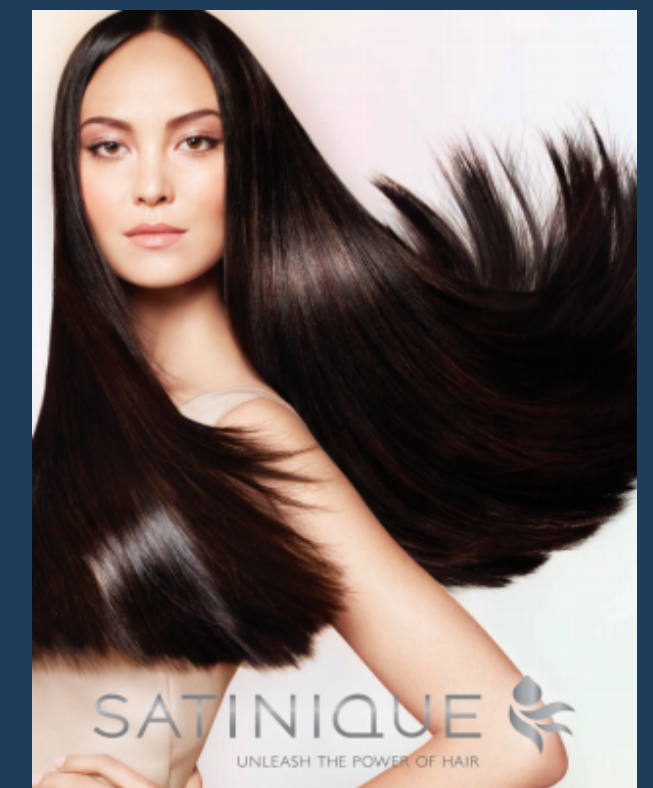
STEP 3. CUSTOMER VOLUME (SHARE!)

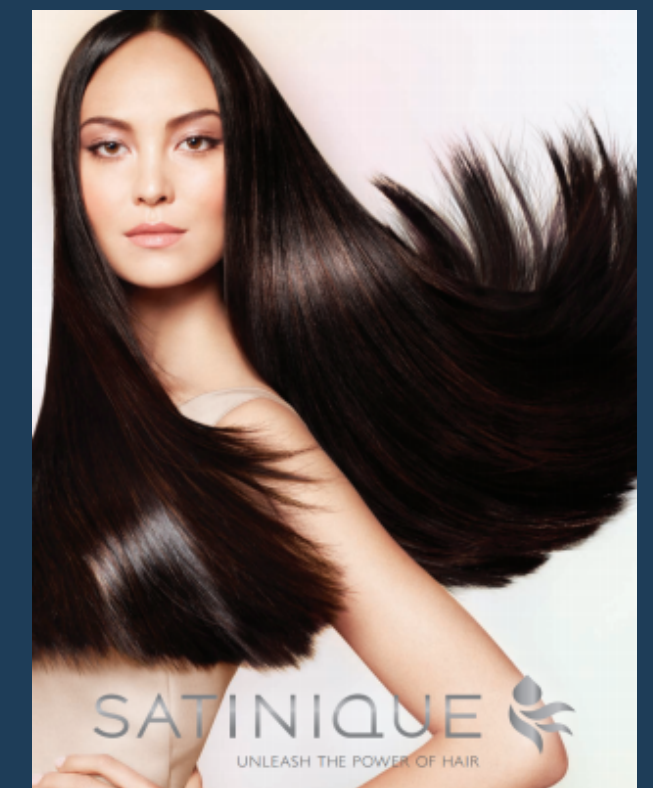


Let your glow show with Artistry Studio™ skincare!



ARTISTRY STUDIO



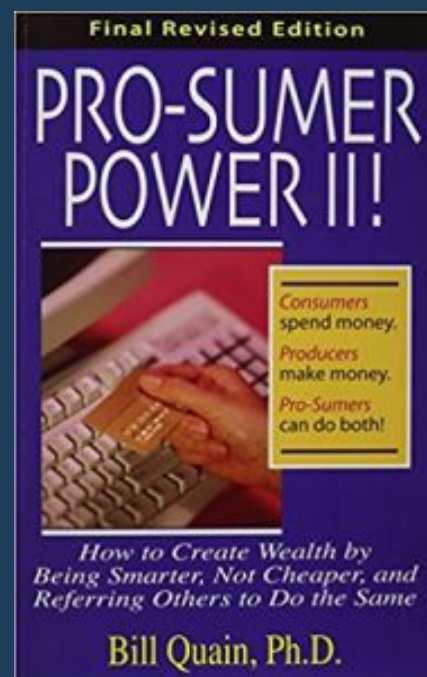
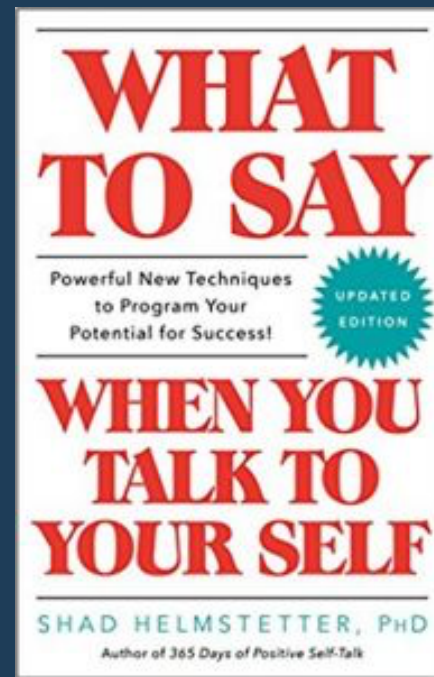
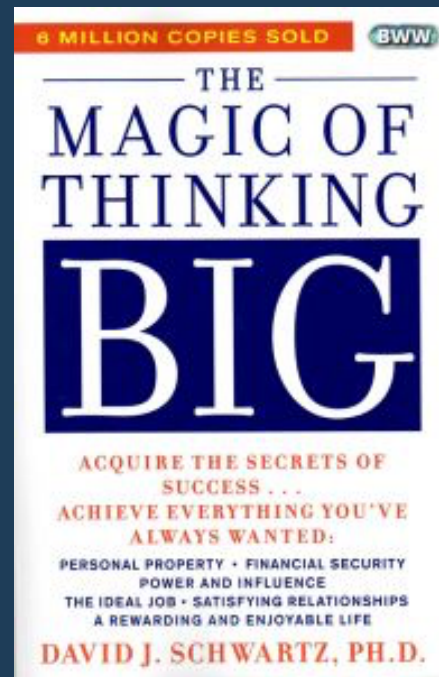


SATINIQUE
UNLEASH THE POWER OF HAIR

STEP 4.
LISTEN DAILY
(BSM APP)



STEP 5.
READ DAILY
(PMA BOOKS)



STEP 6.
BWW TECHNOLOGY
(SUBSCRIBE)



STEP 7.
ATTEND ALL
ASSOCIATIONS

STEP 8.
MENTOR
REGULARLY

STEP 9.
ACCOUNTABILITY &
INTEGRITY



1. START THE PROCESS
2. PERSONAL VOLUME
3. CUSTOMER VOLUME

Builds the Asset

4. LISTEN DAILY
5. READ DAILY
6. BWW TECHNOLOGY

Builds You

7. ATTEND ALL ASSOCIATIONS
8. MENTOR REGULARLY
9. ACCOUNTABILITY & INTEGRITY

Defines You

9 CORE STEPS



BREAKING DOWN THE BUSINESS

New IBOs are also eligible for upto \$100 a month Fast Track Bonus upto three times during their first six months on qualifying personal VCS.

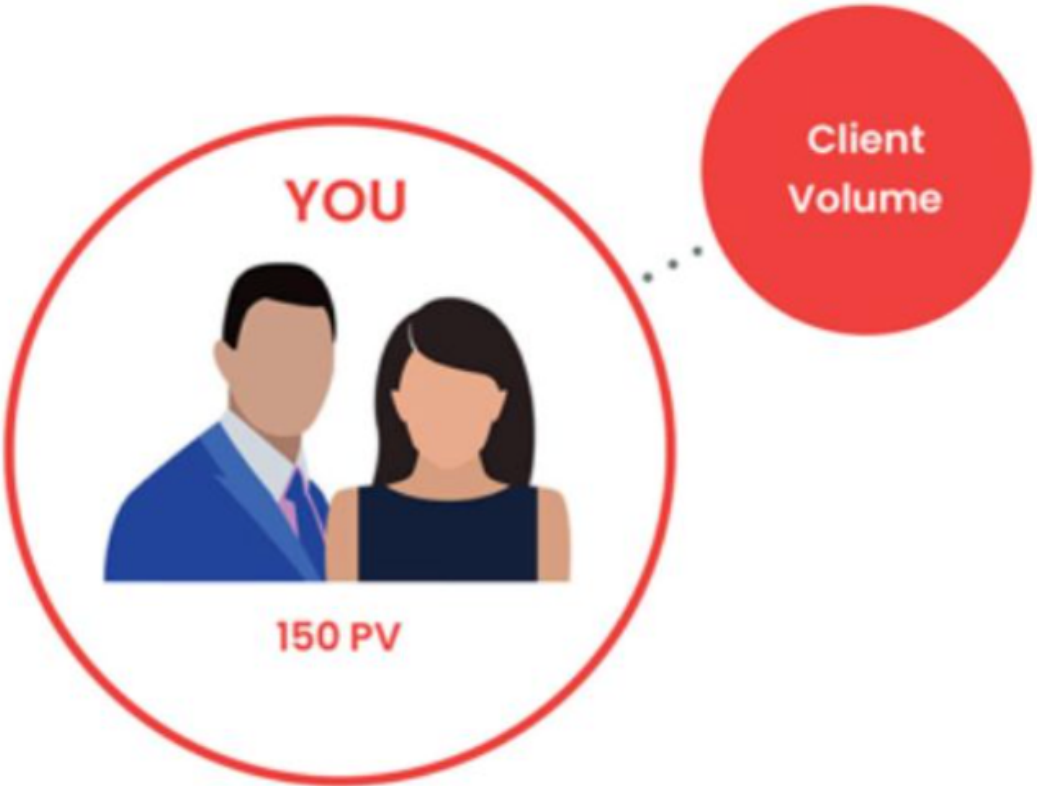
PERFORMANCE BONUS SCHEDULE

7500 PV = 25% of BV
6000 PV = 23% of BV
4000 PV = 21% of BV
2500 PV = 18% of BV
1500 PV = 15% of BV
1000 PV = 12% of BV
600 PV = 9% of BV
300 PV = 6% of BV
100 PV = 3% of BV
1 PV = 3 BV

150 PV/450 BV (VCS 75 PV/225 BV)

Retail Profit = **\$25.00**
3% Perf. Bonus = **\$14.25**
Customer Sales Incentive = **\$17.50**

MONTHLY INCOME = \$56.75
ANNUAL INCOME = \$681.00




SHOP


SHARE


EDUCATE

The Average Monthly Gross Income for "active" IBOs was USD \$207 (in the USA)/CAD \$186 (in Canada). Approximately 48% of IBOs in the US and 52% of IBOs in Canada were "active".

***VCS is VERIFIED CUSTOMER SALES (11% Uplift on PV/BV, 11% Retail Profit)**

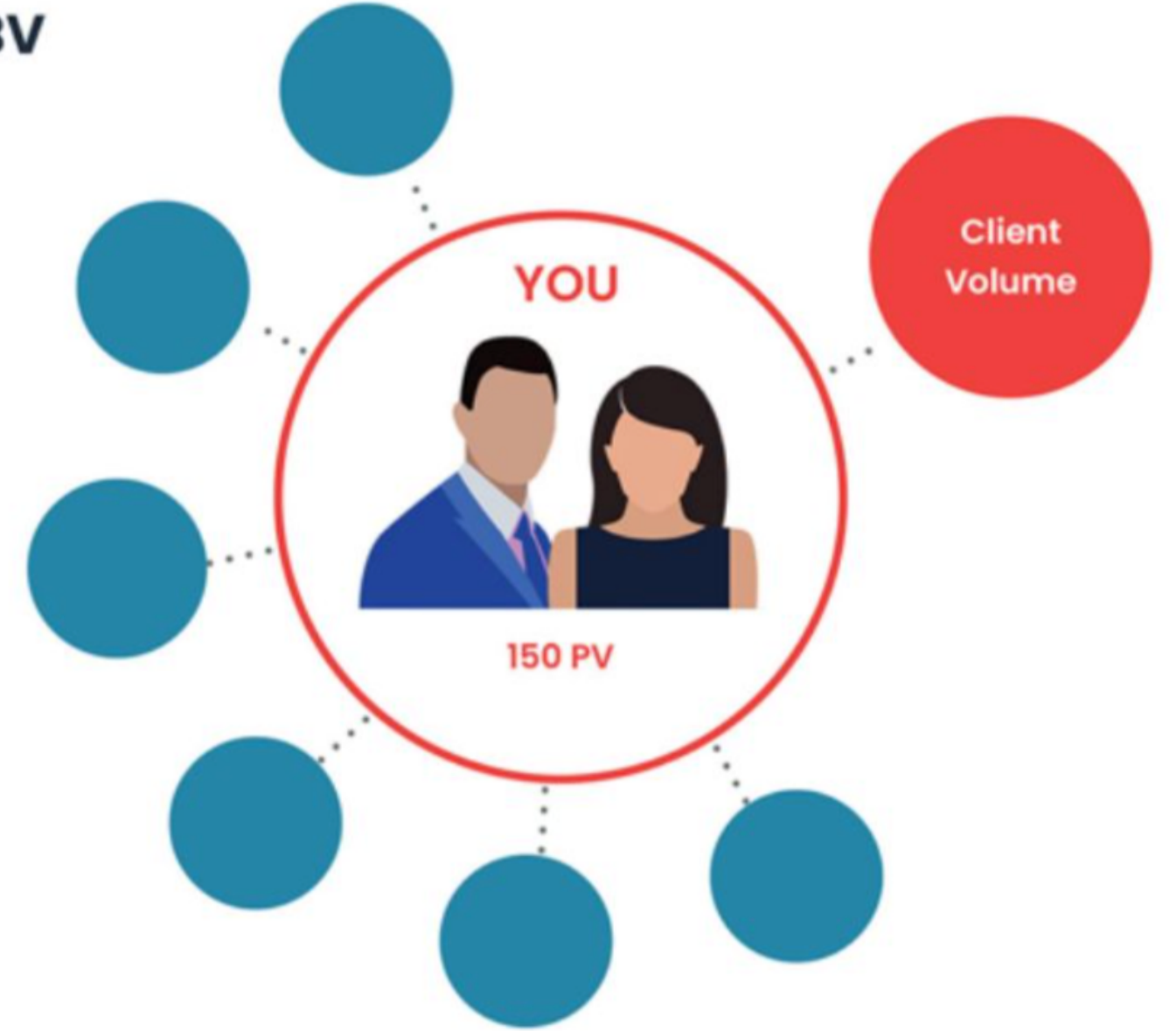
**PERFORMANCE
BONUS SCHEDULE**

7500 PV = 25% of BV
6000 PV = 23% of BV
4000 PV = 21% of BV
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1500 PV = 15% of BV
1000 PV = 12% of BV
600 PV = 9% of BV
300 PV = 6% of BV
100 PV = 3% of BV
1 PV = 3 BV

**150 PV/450 BV (VCS 75 PV/225 BV)
Group Total (7 IBOs) = 1,050 PV/3,150 BV**

Retail Profit = **\$25.00**
12% Perf. Bonus = **\$399.00**
Amount Paid Out = **(\$85.50)**

MONTHLY INCOME = \$338.50
ANNUAL INCOME = \$4,062.00



The Average Monthly Gross Income for "active" IBOs was USD \$207 (in the USA)/CAD \$186 (in Canada). Approximately 48% of IBOs in the US and 52% of IBOs in Canada were "active".

***VCS is VERIFIED CUSTOMER SALES (11% Uplift on PV/BV, 11% Retail Profit)**

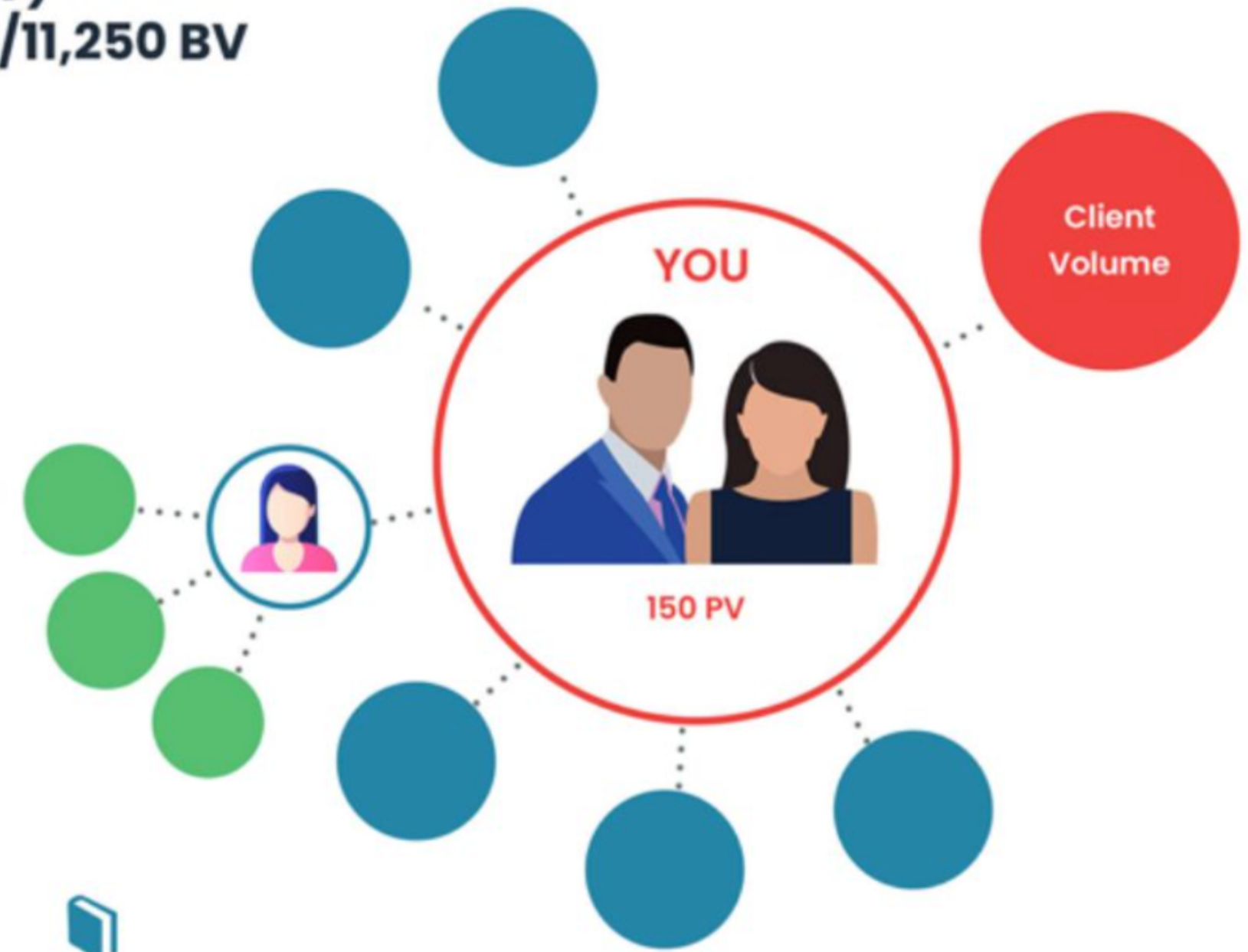
**PERFORMANCE
BONUS SCHEDULE**

7500 PV = 25% of BV
 6000 PV = 23% of BV
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 2500 PV = 18% of BV
 1500 PV = 15% of BV
 1000 PV = 12% of BV
 600 PV = 9% of BV
 300 PV = 6% of BV
 100 PV = 3% of BV
1 PV = 3 BV

**150 PV/450 BV (VCS 75 PV/225 BV)
 Group Total (25 IBOs) = 3,750 PV/11,250 BV**

Retail Profit = **\$25.00**
 18% Perf. Bonus = **\$2,137.50**
 Amount Paid Out = **(\$1,026.00)**

MONTHLY INCOME = \$1,136.50
ANNUAL INCOME = \$13,638.00



SHOP



SHARE



EDUCATE

The Average Monthly Gross Income for "active" IBOs was USD \$207 (in the USA)/CAD \$186 (in Canada).
 Approximately 48% of IBOs in the US and 52% of IBOs in Canada were "active".

***VCS is VERIFIED CUSTOMER SALES (11% Uplift on PV/BV, 11% Retail Prof)**

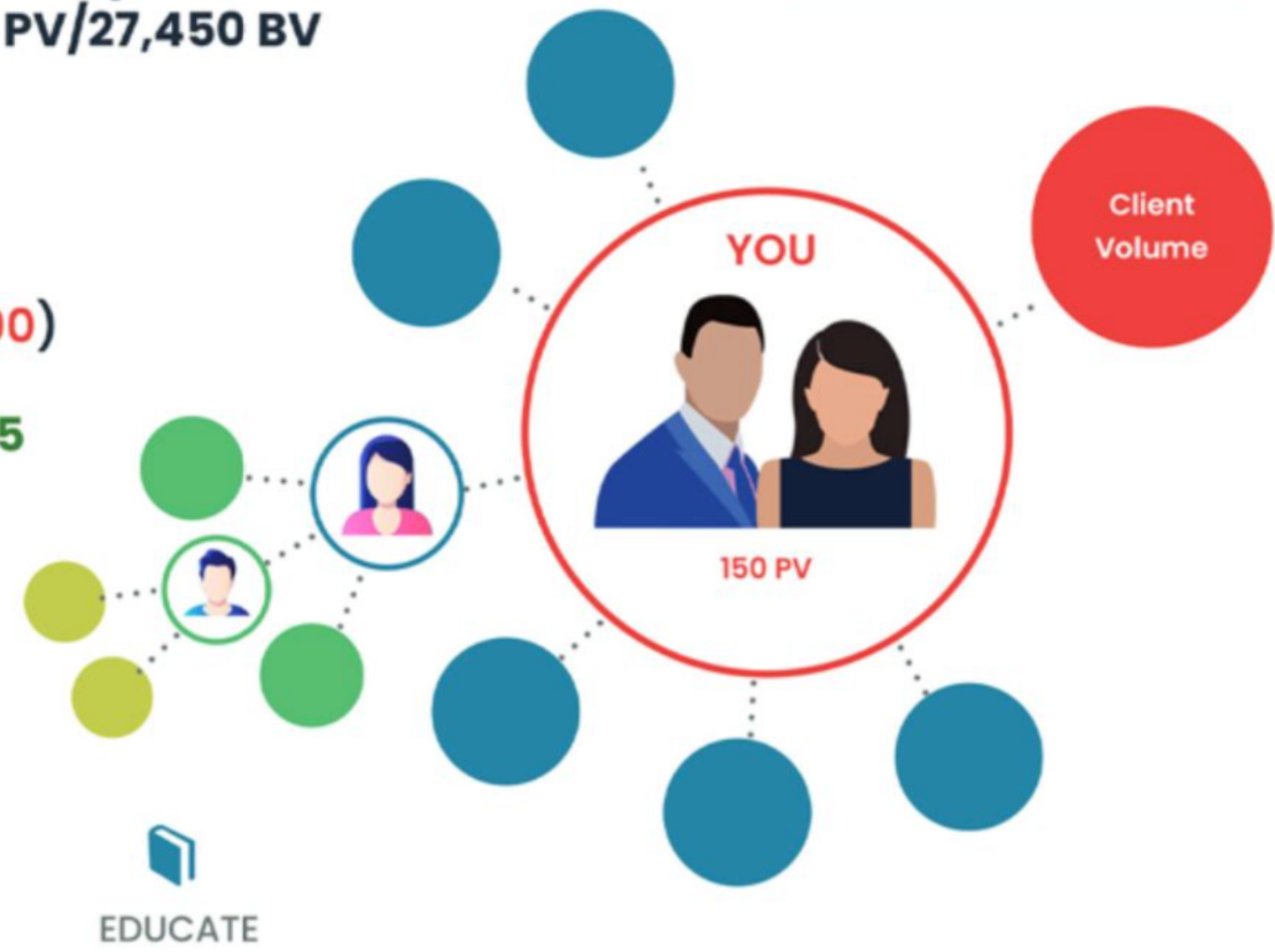
**PERFORMANCE
BONUS SCHEDULE**

- 7500 PV = 25% of BV
- 6000 PV = 23% of BV
- 4000 PV = 21% of BV
- 2500 PV = 18% of BV
- 1500 PV = 15% of BV
- 1000 PV = 12% of BV
- 600 PV = 9% of BV
- 300 PV = 6% of BV
- 100 PV = 3% of BV
- 1 PV = 3 BV**

**150 PV/450 BV (VCS 75 PV/225 BV)
Group Total (61 IBOs) = 9,150 PV/27,450 BV**

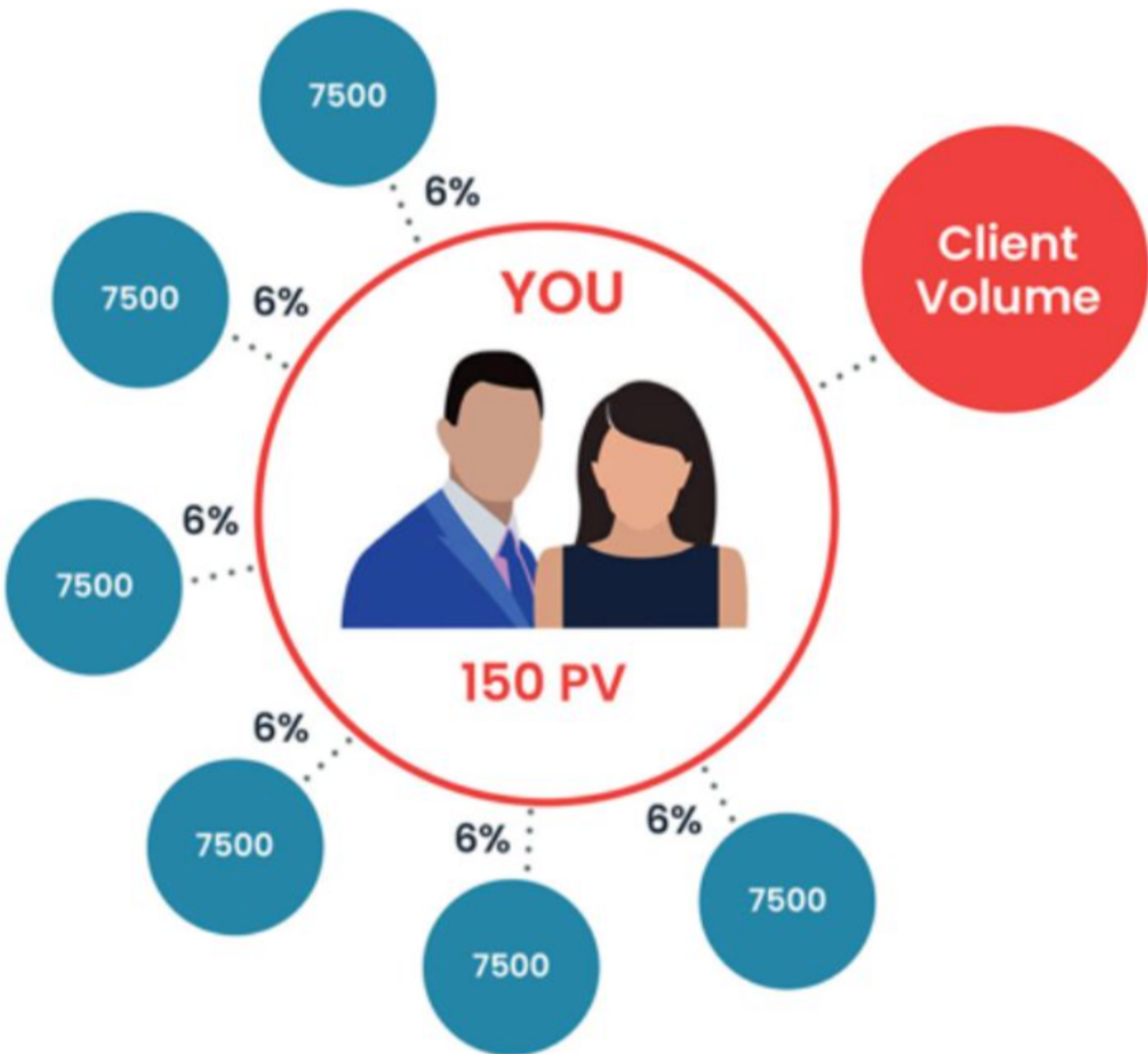
Retail Profit = **\$25.00**
 25% Perf. Bonus = **\$7,243.75**
 Amount Paid Out = **(\$4,275.00)**
MONTHLY INCOME = \$2,993.75

The typical annual income of a Q12 Platinum is \$53,400 and includes all-expenses paid trips to exclusive resorts and destinations.



The Average Monthly Gross Income for "active" IBOs was USD \$207 (in the USA)/CAD \$186 (in Canada). Approximately 48% of IBOs in the US and 52% of IBOs in Canada were "active".

***VCS is VERIFIED CUSTOMER SALES (11% Uplift on PV/BV, 11% Retail Profit)**



WAYS TO MAKE MONEY

RETAIL MARGIN

Customer Price
- Your Price
= Retail Margin

BONUSES

Your Points
+ Group Points
= Monthly Bonuses

INCENTIVES

Accumulated Points
= Extra Cash + Trips

LEADERSHIP BONUS PAYMENTS

6% = \$1,350 per month per business

The Average Monthly Gross Income for "active" IBOs was USD \$207 (in the USA)/CAD \$186 (in Canada). Approximately 48% of IBOs in the US and 52% of IBOs in Canada were "active".

IBOs were considered "active" in months in 2017 when they attempted to make a retail sale, or presented the Amway IBO Compensation Plan, or received bonus money, or attended an Amway or IBO meeting. If someone sustained that level of activity every month for a whole year, their annualized Gross Income would be \$2,484 (U.S.)/\$2,232 (Canada). Of course, not every IBO chooses to be active every month. "Gross Income" means the amount received from retail sales, minus the cost of goods sold, plus monthly bonuses and cash incentives. It excludes all annual bonuses and cash incentives, and all non-cash awards, which may be significant. There may also be significant business expenses, mostly discretionary, that may be greater in relation to income in the first years of operation. For the purposes of the calculation in Canada, individuals who were IBOs for less than the entire year in 2017 were excluded. The Amway Independent Business Owner Compensation Plan (IBO Compensation Plan) offers monthly and annual bonuses that IBOs can earn in accordance with their contract with Amway. IBOs also may qualify for the AMWAY™ Growth Incentives Program (GI Program), a collection of discretionary programs separate from the IBO Compensation Plan and that can vary from year to year. IBO eligibility for the GI Program is at Amway's discretion. The GI Program is available only to IBOs whose conduct demonstrated high ethical and business standards aligned with the goals and objectives of Amway and its related businesses. 1. Includes compensation from Amway IBO Compensation Plan and Growth Incentives (GI) Program during 2017. 2. Approximately 0.39% of IBOs in North America achieved at least Q12 Platinum status (but not Sapphire or higher) in the calendar year ended December 31, 2017. 3. Approximately 0.1% of IBOs in North America achieved at least Founders Emerald status (but not Founders Diamond or higher) in the calendar year ended December 31, 2017. 4. Approximately 0.03% of IBOs in North America achieved Founders Diamond or higher in the calendar year ended December 31, 2017. For average annual compensation and highest annual compensation at all IBO levels, go to amway.com and search for: Money and Rewards ©2020 Amway Corp. All rights reserved.

Build. Serve. Impact.