

GOING INTERNATIONAL—COMPARISON TABLE

	INTERNATIONAL SPONSORING	ESTABLISHING A MULTIPLE BUSINESS
RECOMMENDED PARTICIPANT	<ul style="list-style-type: none"> ■ Any award level 	<ul style="list-style-type: none"> ■ Emerald Bonus Recipient and above
HOW IT WORKS	<ul style="list-style-type: none"> ■ You sponsor a local resident in another country 	<ul style="list-style-type: none"> ■ You set up an additional business in another country. It is recommended you link it back to your home business.
BENEFITS	<ul style="list-style-type: none"> ■ Opportunity to earn income from countries you may not be able to access otherwise ■ More potential award qualifications 	<ul style="list-style-type: none"> ■ May increase income, qualification with higher FAA points for international and home business
ROLES AND RESPONSIBILITIES	<ul style="list-style-type: none"> ■ Introduce the opportunity to the Prospect ■ Help Prospect locate Foster Sponsor ■ Motivate, stay in touch with Prospect ■ Stay in touch with Foster Sponsor to provide support and ensure Prospect's needs are being met ■ Travel to support the Downline in a foreign country only to the extent allowed by law and Amway rules and policies 	<ul style="list-style-type: none"> ■ Internationally sponsor oneself ■ Locally grow the business in that country ■ Adhere to the legal requirements of that country ■ Support the Downlines ■ Ensure the MULTIPLE BUSINESS designation is in place with Amway
REQUIREMENTS	<ul style="list-style-type: none"> ■ Know the Prospect personally ■ Introduce the Amway business to the Prospect ■ Be listed as International Sponsor on the Prospect's application 	<ul style="list-style-type: none"> ■ Check first the legal requirements in the other country ■ Meet all local eligibility requirements ■ Comply with local laws and Amway requirements ■ Buy Starter kit (where applicable) ■ Complete application form <ul style="list-style-type: none"> • Indicate one of your existing businesses (preferably your home business) as International Sponsor of Number 2 Business ■ Renew annually
COSTS AND RISKS	<p>LIKELY LOW:</p> <ul style="list-style-type: none"> ■ Minimal international travel; can encourage Prospect from home country ■ No need to understand culture or language; Foster Sponsor handles day-to-day interaction 	<p>LIKELY HIGH:</p> <ul style="list-style-type: none"> ■ Set-up and legal expenses necessary to establish an international business ■ Ongoing operational expenses ■ Travel and residency expenses ■ Return on investment likely lower ■ Setup and operation more complex and time consuming ■ Working in a different culture and language takes longer
BONUS AND AWARD QUALIFICATIONS	<ul style="list-style-type: none"> ■ Count annual volume from international leg, once Emerald at home ■ Receive 2% International Leadership Bonus once business is at 21% ■ Eligible for 0.5 FAA point from an international leg per country 	<ul style="list-style-type: none"> ■ Multiple Business eligible for same bonus and award benefits as an in-country business ■ Number 1 Business in home country receives same bonuses and awards as the International Sponsor ■ Number 1 Business receives more FAA points (up to 6; except in Vietnam and Indonesia, maximum of 3)