

GOING INTERNATIONAL COLLECTION



Multiple Business

Amway

OUR AGENDA TODAY



Going International



Multiple Business

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Going International



Multiple Business

WHY GO INTERNATIONAL?

- Expanded reach
- More bonuses and pin qualifications
- Prestige, excitement and motivation



WHAT YOU SHOULD CONSIDER BEFORE GOING INTERNATIONAL

- International business takes time and effort.
- You build experience and income from the home business.
- Focusing on the home business may bring more long-term benefits.
- Check with your Upline for their advice.



Knowledge Check

An International Sponsor must personally know the Prospect they are attempting to sponsor.

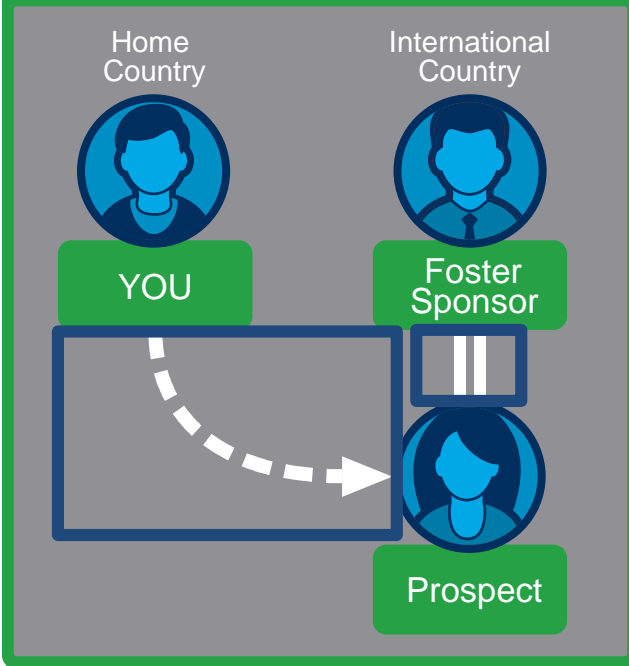
- A. True
- B. False

TWO OPTIONS FOR GOING INTERNATIONAL

1

International Sponsoring

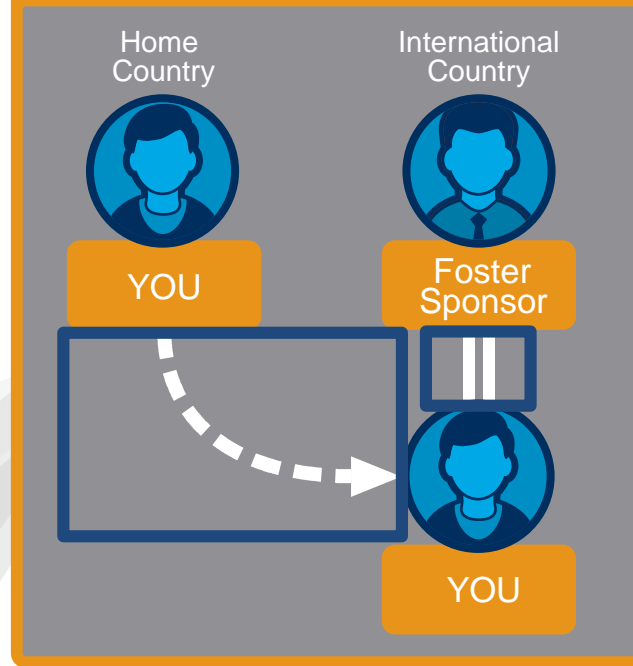
ABO in one country sponsors prospect business in another country.



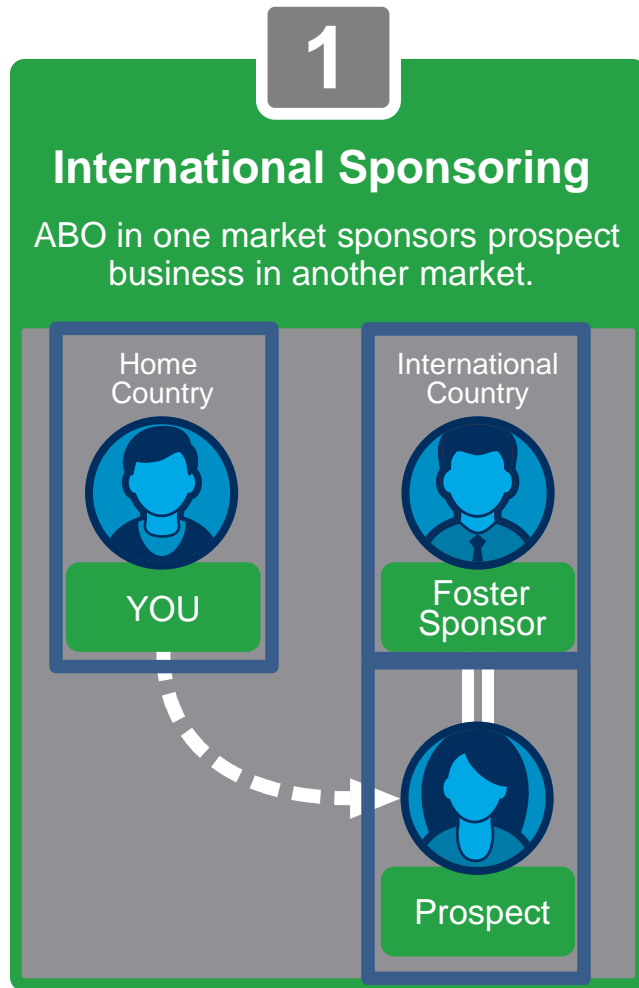
2

Multiple Business

Set up another business of your own in another country linked back to your existing business.



OPTION 1: INTERNATIONAL SPONSORING



- Involves **three** people
 - **Business Owner** introduces the business opportunity to the Prospect
 - **Prospect** needs a Foster Sponsor in their country
 - **Foster Sponsor** appropriately supports the Prospect
- International Sponsoring is covered in a different session

OPTION 2: MULTIPLE BUSINESS

- Involves **two** people
 - The **Business Owner** establishes an Amway business in a foreign country
 - The **Foster Sponsor** in that other country is the local sponsor for the Business Owner



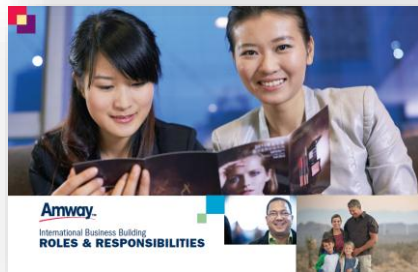
COMPARING YOUR OPTIONS FOR GOING INTERNATIONAL

	INTERNATIONAL SPONSORING	ESTABLISHING A MULTIPLE BUSINESS
RECOMMENDED PARTICIPANT	<ul style="list-style-type: none"> Any pin 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 pin 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"> Act as daily business operator Locally grow the business in that market Adhere to the legal requirements of that market 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) 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 PIN 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 pin 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)

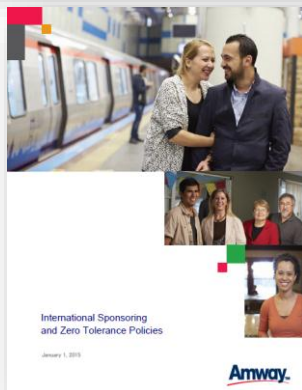
KEY RESOURCES TO CHECK BEFORE GOING INTERNATIONAL



- International Business Building Principles



- International Business Building Roles & Responsibilities



- International Sponsoring and Zero Tolerance Policies

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OUR AGENDA TODAY



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Multiple Business

MULTIPLE BUSINESS COULD BE A GOOD OPTION FOR YOU IF...

- ✓ You are Emerald Bonus Recipient or above (minimum qualified Platinum).
- ✓ Your target country allows you to have Multiple Business.
- ✓ You meet target country/Amway requirements (such as citizenship or residency).
- ✓ You travel frequently to target country.
- ✓ Your home business is well established.
- ✓ You are experienced with the product lines.
- ✓ You have a strong network in another country.
- ✓ The option aligns with your personal goals.
- ✓ You can sustain the investment.

BENEFITS – BONUSES

MULTIPLE BUSINESS

- Receives ALL bonuses and awards in that country as a local business owner

HOME BUSINESS

- Receives same bonuses and awards as any International Sponsor
- Plus, is eligible for more FAA benefits



INTERNATIONAL LEADERSHIP BONUS (ILB)

WHEN

Internationally Sponsored Business Owner reaches 21% leadership percent

WHAT

2% ILB to International LOS

(2% Leadership Bonus to Foster LOS)

HOW

Flows to first international Business Owner who is eligible to receive the bonus

HOW MUCH ILB CAN YOU EARN?

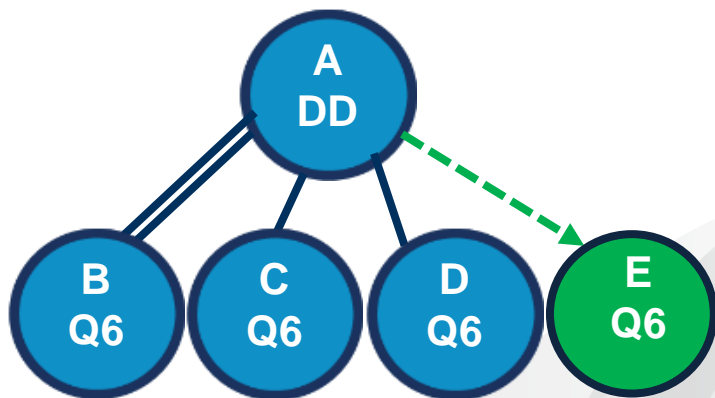
Number of ILBs:	Your Leadership Percent:	You Keep:
1 or more	21%	All
2 or more	Less than 21%	Some
1	Less than 21%	None

EMERALD AND DIAMOND BONUSES

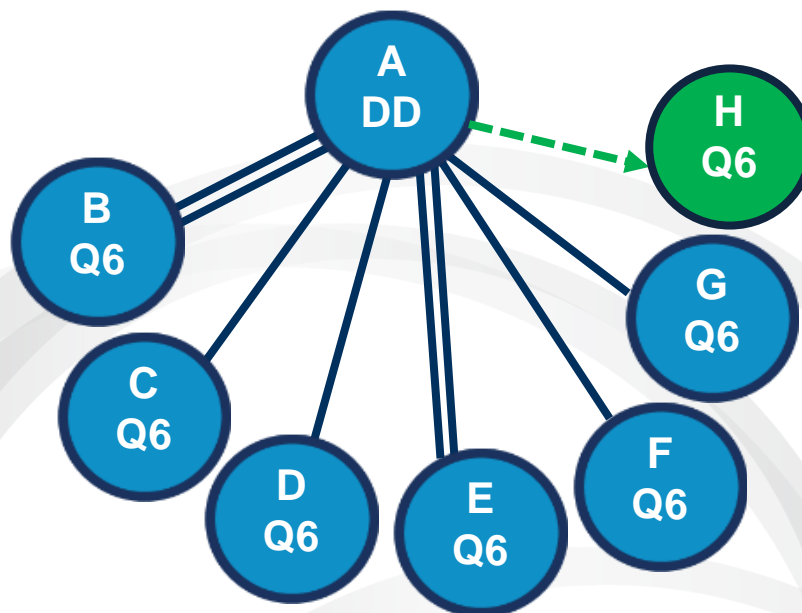
Internationally qualified legs count toward Emerald and Diamond bonuses when qualification is achieved based on....

- In-market (personally or foster) qualified legs first.
- Then international qualified volume contributes.

Emerald Bonus Recipient



Diamond Bonus Recipient



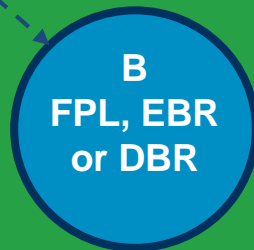
FAA BONUS – COMPARISON

International Sponsoring

Market 1



Market 2



- Maximum points International Sponsor A can receive from B is 0.5 FAA points.

Multiple Business

Market 1



Market 2



- Multiple Business Owner A1 is eligible for:
 - 1 FAA point if A2 reaches FPL
 - 1.5 FAA points if A2 reaches EBR
 - 3 to 6 FAA points if A2 reaches DBR

BENEFITS – HIGHER AWARD QUALIFICATIONS

International legs can help achieve higher award qualifications (Emerald and above or Pearl and above, where applicable).

- International legs do not contribute to Silver, Gold or Platinum award qualifications in home market.
- You must be qualified Platinum in home market to count legs towards Emerald award qualification.
- You must be Emerald Bonus Recipient in home market to count international qualified legs for Diamond and up qualification.



Knowledge Check

International Qualified legs count for international sponsor for Silver Producer, Gold Producer or Platinum.

- A. True
- B. False

Knowledge Check

International legs can count towards Emerald Bonus Recipient when_____

- A. A Multiple Business Owner has only one international leg per country
- B. A Multiple Business Owner has earned two International Leadership Bonuses
- C. The home country business has achieved Platinum level or above and has at least three in-country qualified legs for six or more months

Knowledge Check

A Multiple Business Owner always earns ALL of the International Leadership Bonus.

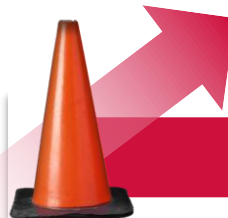
- A. True
- B. False

COST AND RISKS



COSTS

- Set-up and legal expenses
- Ongoing operational expenses
- Travel and residency expenses



RISKS

- Return on investment usually lower
- Time-consuming setup and operation
- Different culture and language

- ✓ Recommended for qualified Emerald and above.
- ✓ ABOs are encouraged to follow the same LOS as their home market where possible.

PROCESS

1



Decide to pursue a Multiple Business in another country

2



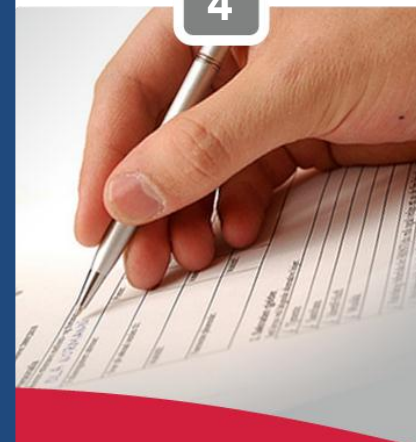
Be qualified Platinum or above

3



Find a Foster Sponsor preferably in your own LOS

4



Submit application and designate as a Multiple Business

RESPONSIBILITIES

Multiple Business Owner

- Internationally sponsor self
- Locally grow the business in your new country
- Adhere to legal requirements of new country
- Provide and make arrangement for routine coaching and support to Downlines

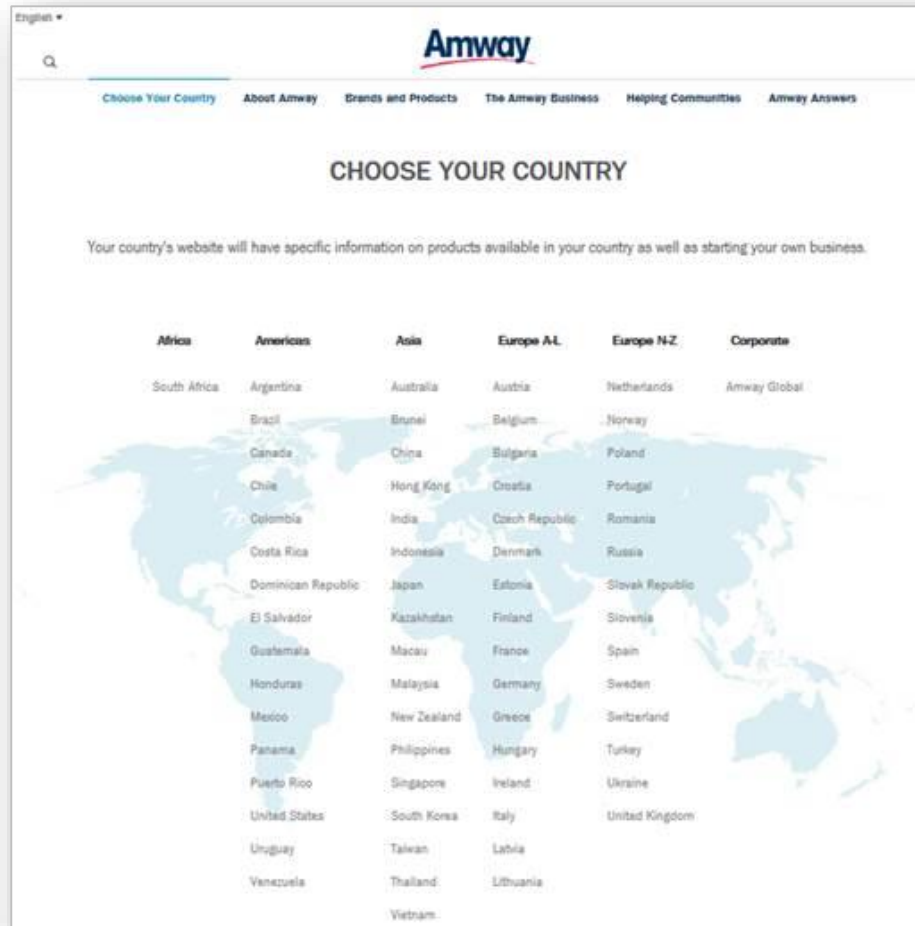


Foster Sponsor

- Guide on cultural and legal requirements
- Provide day-to-day coaching and support to Multiple Business Owner
- Provide day-to-day coaching and appropriate support to Downlines, if arrangements are made, when Multiple Business owner is absent




MEETING TARGET COUNTRY REQUIREMENTS



Amwayglobal.com

OTHER REQUIREMENTS: THINGS YOU MUST DO

- ✓ Must be Qualified Platinum or above. Check legal requirements in the other country first
- ✓ Meet all eligibility requirements
- ✓ Comply with local laws and Amway Affiliate business requirements
- ✓ Buy a Starter Kit (where applicable)
- ✓ Complete local application
- ✓ Link preferably to home business via International Sponsorship/ Multiple Business
- ✓ Be able to support Downlines
- ✓ Renew the business annually

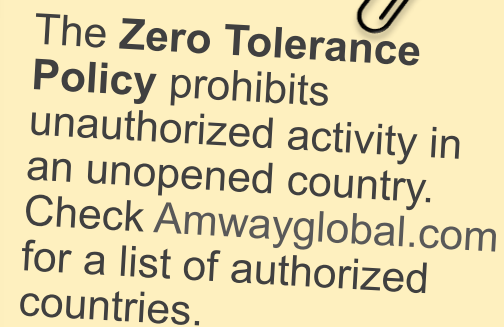


Countries where foreign residents are not allowed to open a Multiple Business:

- China
- Malaysia
- Singapore
- Thailand
- Vietnam
- Indonesia
- India

OTHER REQUIREMENTS: THINGS YOU MUST NOT DO

- ❌ Open business in an unopened country
- ❌ Ship or commercially export products or literature
- ❌ Conduct mass prospecting
- ❌ Neglect home business
- ❌ Set up more than one business per country
- ❌ Solicit other ABO's Downlines in other countries (See International Sponsoring Policies)



The **Zero Tolerance Policy** prohibits unauthorized activity in an unopened country. Check Amwayglobal.com for a list of authorized countries.



Knowledge Check

Which is a recommended practice when establishing a Multiple Business?

- A. Become a Foster Sponsor before setting up a Multiple Business in another country
- B. Expand via International Sponsoring before setting up a Multiple Business in another country
- C. Become an Emerald Bonus Recipient in home country before setting up a Multiple Business
- D. Avoid traveling to the Multiple Business country to keep costs low and save time

Knowledge Check

Who is ultimately responsible for running the daily business operations of a Multiple Business?

- A. Multiple Business Owner
- B. Foster Sponsor
- C. Amway Headquarters
- D. Local Amway Affiliate



THINGS YOU MUST NOT DO: CROSS-LINE SOLICITATION EXAMPLE

Cross-line solicitation for the purpose of expanding a business internationally is not allowed.

*That sounds so exciting!
Please take me with you!*

Come with me to start a new business in this country.

She invited my Platinum to come with her...

Knowledge Check

Which of the following is **prohibited** for Multiple Business Owners by Amway principles and policies?

- A. Exporting products or literature to other countries for resale
- B. Personally sponsoring a Downline within one Single LOS
- C. Establishing a Multiple Business within the same LOS
- D. Contacting the international Amway Affiliate before the Multiple Business is established

Knowledge Check

A husband and wife can each set up their respective Multiple Business in the same country.

- A. True
- B. False

Knowledge Check

Which of the following is a violation of the Cross-Line Solicitation policy?

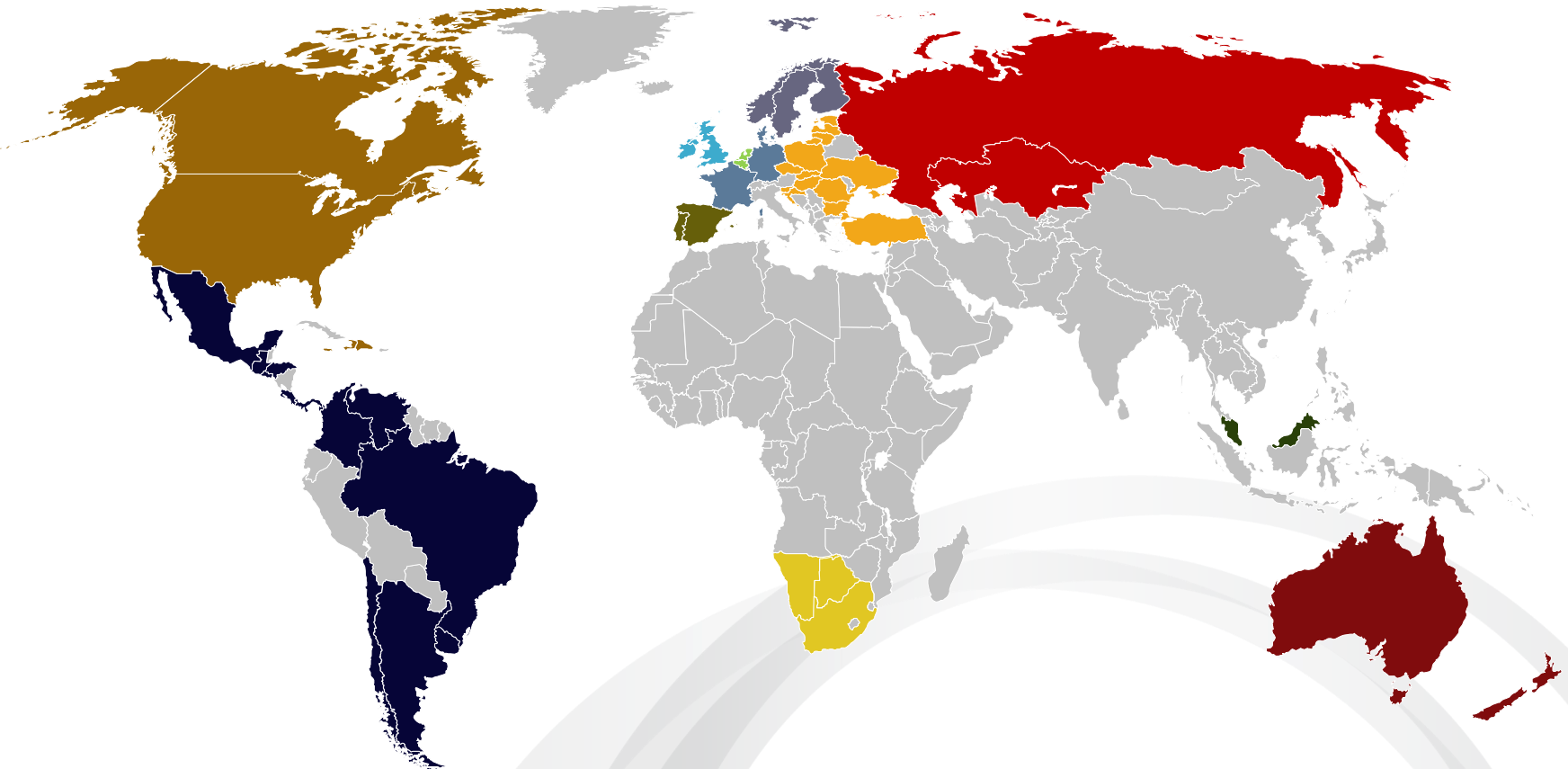
- A. Establishing a Multiple Business in a Single LOS market
- B. Soliciting another ABO's Downline to sign up under him in an international market
- C. Soliciting immediate frontlines to sign up under him in an international country
- D. Asking your Upline for a referral to a foster sponsor for you in the target country

Knowledge Check

Which is true of Multiple Businesses versus International Sponsoring?

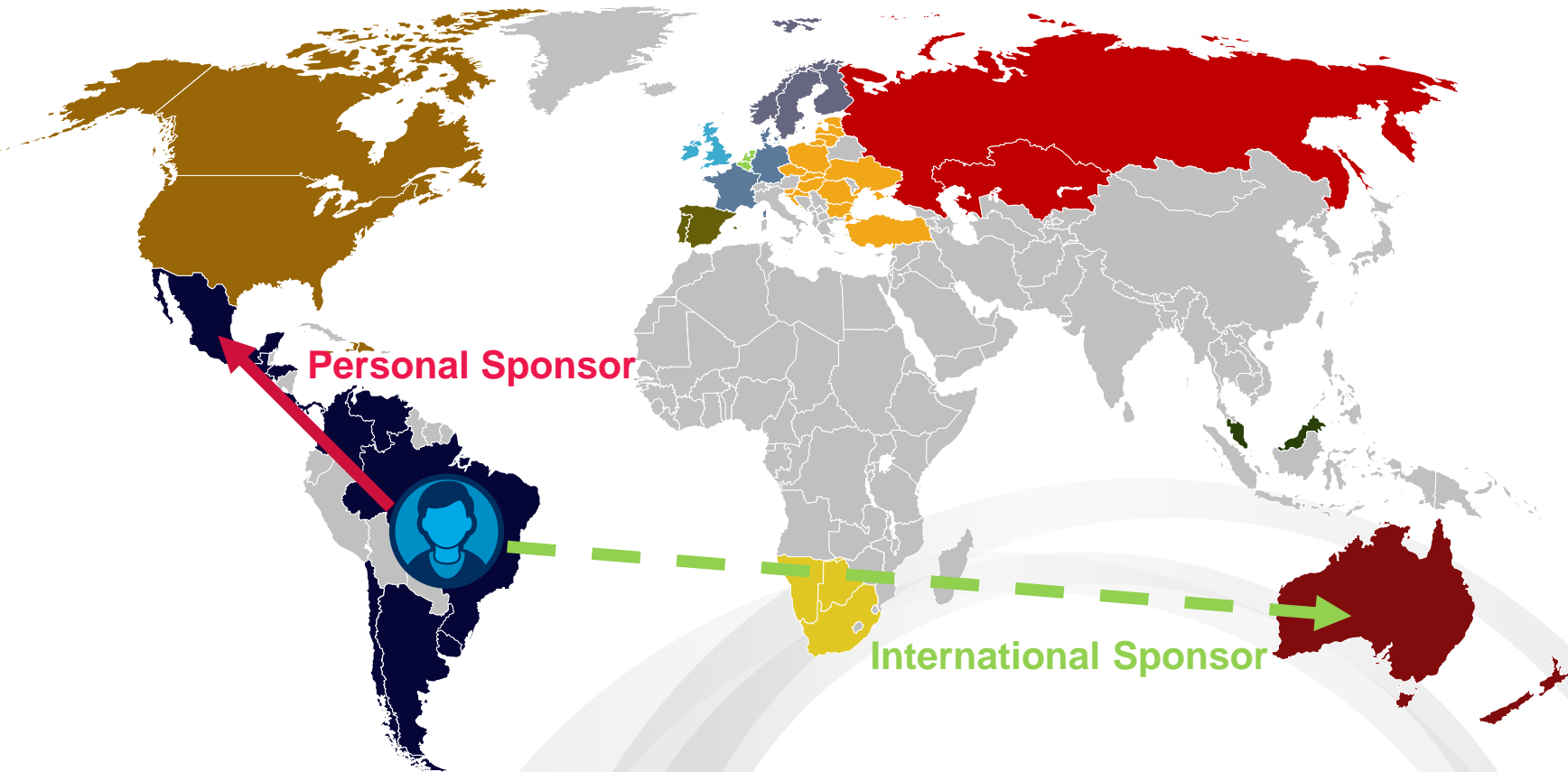
- A. The Multiple Business Owner is eligible to receive more FAA points than an international sponsor.
- B. The Multiple Business has the least risk and investment of the two options available for going international.
- C. The Multiple Business Owner does not require a Foster Sponsor in the foreign country.
- D. The Multiple Business is a recommended option for newer Amway Business Owners.

HOW DO CONSOLIDATED LINES OF SPONSORSHIP IMPACT INTERNATIONAL BUSINESS?



What is it? A grouping of multiple countries into a subregion (shown here in different colors).

HOW DO CONSOLIDATED LINES OF SPONSORSHIP IMPACT INTERNATIONAL BUSINESS?



You must **personally sponsor** within a Consolidated Line of Sponsorship.
You may **internationally sponsor** across Consolidated Lines of Sponsorship.

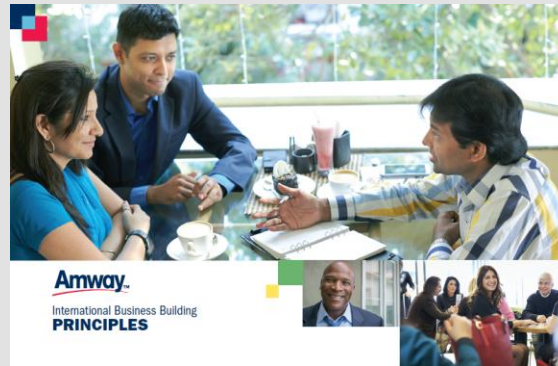
KEY TAKEAWAYS

- Amway Sales Plan allows expanding Amway businesses in the home country and internationally.
- Multiple Business is one option to expand business internationally.
- There are costs, risks and opportunities and responsibilities involved in setting up a Multiple Business.
- Carefully weigh and understand risks and benefits before proceeding and consult with your Upline.



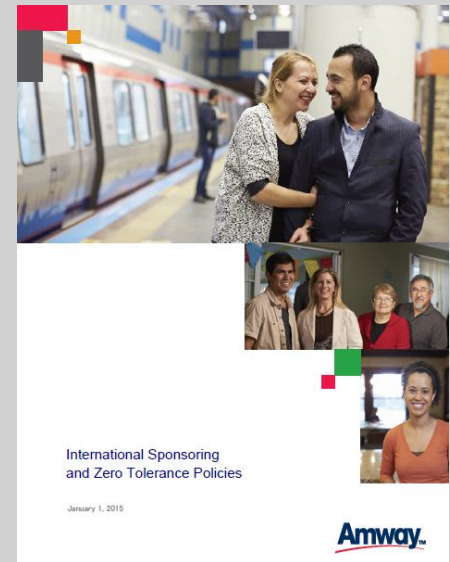
WHERE TO GET MORE INFORMATION

Amway International Business Building



International Business Building Roles & Responsibilities

International Sponsoring and Zero Tolerance Policies



WHERE TO GET MORE INFORMATION



Amway representative in Sales Group

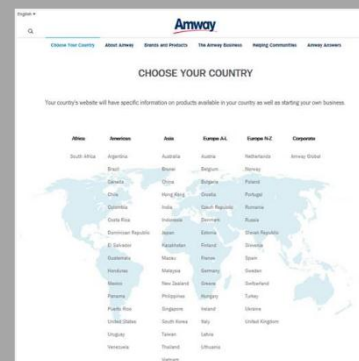
Business Tools

	INTERNATIONAL SPONSORING	ESTABLISHING A MULTIPLE BUSINESS
RECOMMENDED PARTICIPANT	<ul style="list-style-type: none"> Any job level 	<ul style="list-style-type: none"> Established Business Development 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 first start in your home business.
BENEFITS	<ul style="list-style-type: none"> Opportunity to earn income from countries you may not be able to access otherwise Many potential job opportunities Introduce the opportunity to the Prospect Help Prospect build their business Mediate, stay in touch with Prospect Stay in touch with your Sponsor to provide support and ensure Prospect's needs are met Travel to support the Candidate in a foreign country only to the extent allowed by law and Amway rules and policies 	<ul style="list-style-type: none"> May increase income, qualification with higher FAA profits for international and home business Act as daily business operator Locally grow the business in that market Adhere to the legal requirements of that market Support the Candidate Ensure the multiple business designation is in place with Amway
ROLES AND RESPONSIBILITIES		
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 and find 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 Include one of the following businesses (specify your home business) International Sponsor of Number 1 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 Charging 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 	<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 PIN QUALIFICATIONS	<ul style="list-style-type: none"> Count annual volume from international leg since launched at home Receive 2% International Leadership Bonus (cash bonus) of 21% Eligible for 0.5 FAA points from an international leg per country 	<ul style="list-style-type: none"> Multiple Business eligible for same bonus and pin awards as an in-country business Number 1 Business in home country receives same bonus and pin awards as the International Sponsor Number 1 Business receives more FAA points (up to 6, except in Vietnam and Indonesia, maximum of 3)

Amway home country affiliate



Target Country Requirements at Amwayglobal.com



Much Success in Your Business!

