

Market Requirements for China

- 1) Regulation in China does not allow foreigners to conduct direct selling in the mainland China. As such, foreigners can only join Amway (China) as Privileged Customers and purchase Amway products for personal use.
 2) Multi-level marketing is prohibited in the mainland China. Amway (China) is a licensed direct selling company operated with a single level marketing mode. Its compensation plan is completely different from the other traditional Amway markets. If you have a lead who is a Chinese citizen and is interested in joining as a Direct Seller with Amway(China), please advise him/her to call Amway (China) National Hotline for details

		Description	Supporting documentation	Official contact information. (eg. Website, phone #, email address, etc)	Potential costs/Fees associated	Potential timeframe	Obtained by authorized agent allowed? (Y/N)
Legal Requirement	Citizenship Requirement	Only Chinese citizen aged above 22 can apply for signing up as a Sales Representative(SR). Anyone aged above 18 can sign up as a Privileged Customer(PC).					
	Residency Requirement						
	Local Address	When converting to an Authorized Agent(AA), one must have a fixed retail location and report to ACCL for file.					
	Visa Requirement						
	Business Requirement (ie. Tax implications)	SR should attend training, pass examination and obtain direct selling certification. AA should obtain: (1) a Business License issued by the Administrative of Industry and Commerce. (2) Tax Registration Certificate					
	Local bank account	SR and AA are required to provide valid bank accounts to ACCL. One can apply for the account with valid identity document.					
Business Entity	Who can be a distributor? (are corporations accepted?)	Only Chinese citizen aged above 22 can apply for signing up as a Sales Representative(SR). Meanwhile, the applicant should be graduate with education background of Junior high school or above in Chinese.					
	Minimum Age requirement	22					
	Restriction on # of applicants	2 people.					
	Who can register as a partner/applicant? (eg. Spouse, children, relatives)	Spouse only.					
	Registrants prohibited (eg. Student, government worker.)	Persons under age 22, with limited capacity for civil conduct or without capacity for civil conduct, full time student, teacher, medical personnel, government worker, army man in service, regular employee of ACCL, foreigners, persons who are legally prohibited to do part-time jobs, who have a criminal record, member of cults or illegal organization banned by Chinese Government.					
	Is an ABO able to register their Amway Business as a legal entity?	Only AA is legal entity.					
	Does Contract explicitly allow transfer of assets to trust, legal entity, etc.	Not allowed by Chinese laws and regulations.					
Amway Requirement	Amway business Requirement (eg. Must be at certain PV level of percentage level to earn a bonus)	400PV to earn 9% bonus; 1,000PV for 12%; 2,000 for 15%; 4,000 for 18%; 7,000 for 21%; 10,000 for 24%					
	Amway Limitations (eg. Frequency of visiting the market. Business advice from the market. Etc)	Not required.					
	Registration Fee Requirement	SR:70RMB for information service fee and 25RMB for starter kit. PC:65RMB for service charge and 5RMB for material cost.					
	Renewal Requirement	Anniversary renewal (based on registration date). Renewal fee is 70RMB.					
	Do you allow the sale of a distributorship?	Not allowed.					
Reference Materials	Cultural differences						
	Unique market characteristics (eg. Some products are not sold in this market.)	There are two major characteristics. 1. China only allows single-level marketing due to legal requirement. 2. Foreigners are not allowed to sign up as distributors.					
Do you provide any additional support from your market? What is it?							

If you have any further questions or concerns, please contact the company at 86-20-85198198, amway@amwaynet.com.cn