

Market Requirements for Panama

It is not necessary to have citizenship to start a business. ABOs are responsible for comply with any local tax payments if applicable. Doing business by a foreigner includes but is not limited to selling products, receiving bonuses and sponsoring.

1. A Single Person ABO (we recommend this option), or
2. A legal Entity ABO (S.A. – sociedad anonima or S.R.L. – sociedad de responsabilidad limitada)

	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					
	Residency Requirement	Abo should have residency in Panama	A public service invoice in his name (water, electricity or phone service)			
	Local Address					
	Visa Requirement			Please check the following website for visa requirements and information: www.panamatramita.gob.pa		
	Business Requirement (ie. Tax implications)	obtain the taxpayer number	Copy of your Passport's front page If you want to do business through a S.A. or S.R.L., you will need to provide a copy of the company's Articles of Incorporation.			
	Local bank account	CITIBANK or BAC (Bank of Centralamerica)	CITIBANK: 1. Original and copy of their passport. 2. An email from the Citibank executive in charge of their Citibank account in the country of origin. Citibank Panama will contact the Citibank executive to confirm the bank records. 3. Be present when the bank account is opened to complete and sign the bank application. 4. If the Citibank executive in the country of origin confirms that this person has a good bank record, the opening of the account could be completed the same day. BAC (Bank of Centralamerica): 1. A presence is required in the US (BAC Florida Bank) 2. Original and copy of their passport 3. Two reference letters from different banks in the country of origin 4. Proof of income 5. Letter to the bank explaining the purpose of the bank account 6. Be present when the bank account is opened to complete and sign the bank application 7. If the person currently has a bank account with BAC, they only need one bank reference letter 8. The requirements of the BAC are the same as other Panamanian or Latin banks.	www.latinamerica.citibank.com/panama/homepage.html	\$50 is the minimum to open the saving account.	
Business Entity	Who can be a distributor? (are corporations accepted?)					
	Minimum Age requirement	18 or older				
	Restriction on # of applicants	2 people				
	Who can register as a partner/applicant? (eg. Spouse, children, relatives)	Spouse				
	Registrants prohibited (eg. Student, government worker.)	No restriction				
	Is an ABO able to register their Amway Business as a legal entity?	An ABO can choose to be an owner of a legal entity ABO (LE). In this case, it is necessary to open a Panamanian S.A. or S.R.L. company.	The Registration form must be submitted and processed in the individual name(s) of the ABO. The ABO can then request the transfer of ownership to the Corporation or LLC through the affiliate. Please note the sole purpose of the Corporation or LLC must be the operation of the Amway business. No other business activity can be conducted through the Corporation or LLC.		Lawyer and accounting costs Additional fees for translating, notary and maintenance costs.	
Does Contract explicitly allow transfer of assets to trust, legal entity, etc.	The ABO can then request the transfer of ownership to a LE through the affiliate.					
Amway Requirement	Amway business Requirement ((eg. Must be at certain PV level of percentage level to earn a bonus)					
	Amway Limitations (eg. Frequency of visiting the market. Business advice from the market. Etc)					
	Registration Fee Requirement	Buy a local starter kit to be sponsored (payment in local currency)				
	Renewal Requirement	annual renewal, From September to August				
	Do you allow the sale of a distributorship?	yes				
Reference Materials	Cultural differences					
	Unique market characteristics (eg. Some products are not sold in this market.)					
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 507-236 4515, or amarillis.llanes@amway.com