



# **WELCOME**

**Turn your electronic devices to silent mode.  
No audio or video recording is allowed.**

# WHY WE'RE HERE

*Today we will discuss the opportunity to own and operate your own business, provided and powered by Amway™.*

# TODAY'S AGENDA

**1. What is Amway™?**



**2. What is LTD?**



**3. How is money earned with Amway™?**



**4. What are the next steps?**



# Amway: Just the Facts

*Launched in 1959, Amway™ is a family-owned company and has had a successful business track record for over 60 years.*







OVER 350 HIGH-QUALITY,  
EXCLUSIVE PRODUCTS





# START YOUR BUSINESS



**IBO REGISTRATION**  
*complimentary!*



**NEW IBO STARTER STACK\***  
*from \$140.64-175.95*

*\*The Amway™ New IBO Product Stacks are optional, customizable, and have additional taxes and shipping costs.*



*Leadership Team Development, Inc. (LTD) is an Amway™ Approved Provider of Business Support Materials, offering*

- Product Education & Marketing Techniques
- Curriculum to Enhance Business Building Skills
- Seminars & Conferences
- Online & Mobile Productivity Tools
- Personal Business Training & Mentorship

OPTIONAL  
LTD MEMBERSHIP -  
COMPLIMENTARY 1ST  
CONTRACT YEAR!\*

*\*Participation with an Approved Provider and purchase of BSM are strictly optional and do not guarantee success.*



# How do I earn money?

*IBOs earn income by making Verified Customer Sales (VCS) and by building selling teams that do the same.*



## **RETAIL MARGIN**

*Selling to customers*

## **PERFORMANCE BONUSES**

*Bonuses calculated from business growth*

## **GROWTH INCENTIVES**

*Reaching key milestones in your business*

## 2023 U.S. Income Disclosure

The Amway™ business is based on product sales. As an Amway Independent Business Owner (IBO), you cannot earn money by merely sponsoring or recruiting others. You can earn money in the following two ways:

- 1. Retail markup on product sales to customers; and*
- 2. Sales commissions (sometimes called bonuses or incentives) based on your product sales and the product sales of those on your sales team.*

As with any other sales opportunity, the amount of money IBOs earn varies. Many IBOs want to earn some extra income, while some have other goals. For the calendar year 2023, the average income from Amway for all U.S. registered IBOs at the Founders Platinum level and below was \$841 before expenses. See [www.amway.com/income-disclosure](http://www.amway.com/income-disclosure) for details and the most up-to-date information. Earnings depend on many factors, including customer base, business experience, effort, dedication, and quality and performance of the downline sales team.

To review the most recent Income Disclosure, scan the QR code or go directly to [www.amway.com/income-disclosure](http://www.amway.com/income-disclosure).

The Income Disclosure is also available inside the DYS app and in print for your convenience.



# Start Creating Volume

LEARN ABOUT PRODUCTS AND BEGIN SELLING

150 PV

100 PV = \$343 BV



150 PV/3%

100 PV from Customer Sales (VCS) +  
50 PV from Personal Orders = 150 PV

## Performance Bonus Schedule

<i>If your Monthly PV is</i>	<i>Your Monthly Performance Bonus is</i>
7,500 or more	25% of your BV
6,000-7,499	23%
4,000-5,999	21%
2,500-3,999	18%
1,500-2,499	15%
1,000-1,499	12%
600-999	9%
300-599	6%
100-299	3%

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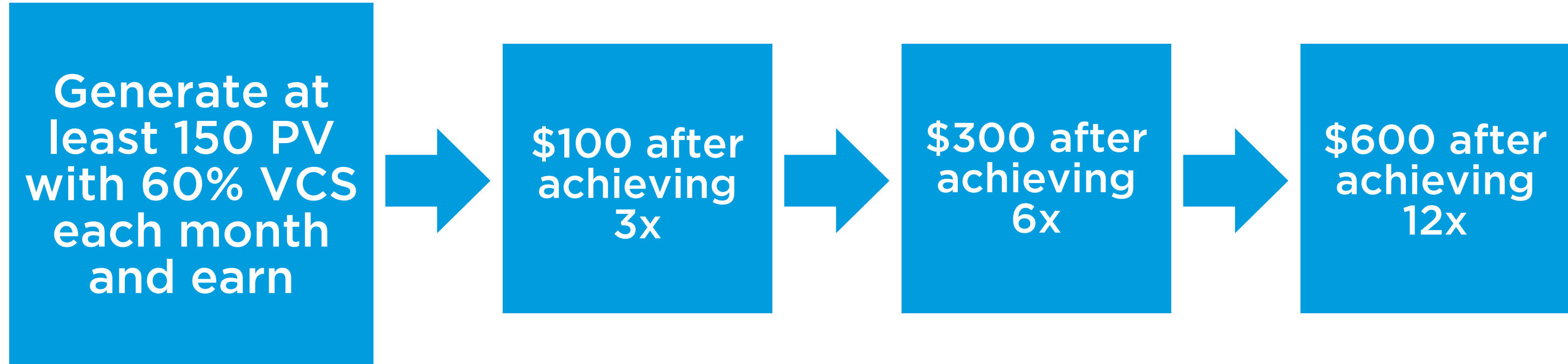
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# Start Strong Incentive\*

***Earn extra for achieving baseline requirements month after month in your first year!***

*\*Amway Core Plus Discretionary Incentive. Discretionary incentives are separate from the IBO Compensation Plan and can vary from year to year.*



***= \$1000 total!***

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# MONTHLY BONUS

\$77.54

*Performance Bonus + Retail Profit + CSI*

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# Keep Creating Volume

INCREASE CUSTOMER AND PERSONAL VOLUME

## 300 PV

100 PV = \$343 BV



300 PV/6%

200 PV from Customer Sales (VCS) +  
100 PV from Personal Orders = 300 PV

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300-599	6%
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# MONTHLY BONUS

\$165.39

*Performance Bonus + Retail Profit + CSI*

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# Bronze Foundation\*

BUILD AND TRAIN SELLING TEAMS

750 PV

100 PV = \$343 BV

Achieve 9% and have 3 legs at 3%, and earn a 30% multiplier on your Performance Bonus!

*\*Amway Core Plus Discretionary Incentive. Discretionary incentives are separate from the IBO Compensation Plan and can vary from year to year.*



300 PV/9%



150 PV/3%



150 PV/3%



150 PV/3%

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# MONTHLY BONUS

\$268.29 + \$55.56

*Performance Bonus +  
Retail Profit + CSI*

*Bronze Foundation  
Incentive*

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# Bronze Builder\*

CONTINUE TO SELL AND BUILD SELLING TEAMS

2500 PV

Achieve 18% and have 3 legs at 6%, and earn a 40% multiplier on your Performance Bonus!

100 PV = \$343 BV

*\*Amway Core Plus Discretionary Incentive. Discretionary incentives are separate from the IBO Compensation Plan and can vary from year to year.*



300 PV/18%



600 PV/9%



400 PV/6%



300 PV/6%



300 PV/6%



300 PV/6%



300 PV/6%

Performance Bonus Schedule	
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# MONTHLY BONUS

\$1,105.21 + 411.60

*Performance Bonus +  
Retail Profit*

*Bronze Builder  
Incentive*

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# Qualify Platinum

REACH THE TOP OF THE BONUS SCHEDULE

7500 PV

100 PV = \$343 BV

*Bronze Incentives can continue as long as criteria are met during the eligibility period!*



300 PV/25%



3000 PV/18%



2000 PV/15%



1000 PV/12%



600 PV/9%



300 PV/6%



300 PV/6%

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# MONTHLY BONUS

\$2967.70

*Performance Bonus + Retail Profit*

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# AVERAGE EARNINGS

\$41,456

*among those qualified at the 25% level for 12 consecutive months*

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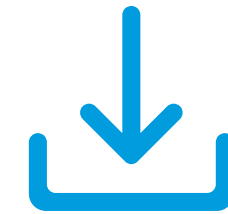
The background features a dark blue gradient with faint, concentric circles centered behind the text. In the lower half, there is a complex network of thin, light blue lines connecting various points, creating a web-like or molecular structure.

**RECAP**



# NEXT STEPS

**1. Download the DYS app**



**2. Review the Income Disclosures**



**3. Study Gifted Media**



**4. Gameplan and Make a List**



**5. Schedule Follow-Up & Get Registered**



To review the most recent Income Disclosure, scan the QR code or go directly to [www.amway.com/income-disclosure](http://www.amway.com/income-disclosure).

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