



Amway™

International Business Building
ROLES & RESPONSIBILITIES



INTERNATIONAL SPONSOR

Definition: An Amway Business Owner who introduces the Amway Business Opportunity to a prospective ABO from another Amway market.

ROLES AND RESPONSIBILITIES:

Do:

- Introduce the prospect to the Amway Business Opportunity on a conceptual level. For example, explain the ABO's own personal experience.
- Assist in locating a proper Foster Sponsor either through the existing Line of Sponsorship (LOS), or through the Amway market.
- Encourage and stay in touch with the new Internationally Sponsored ABO on a routine basis, (e.g., remind the ABO to renew, go to meetings, use the products).
- Make contact and stay in touch with the Foster Sponsor to support and ensure the Internationally Sponsored ABO's needs are being met and they are as connected as they should be.

ENCOURAGE
AND STAY IN
TOUCH



Don't:

- Interfere with the Foster Sponsor's support and training of the Internationally Sponsored ABO.
- Present the Amway Sales and Marketing Plan for that market (that is the role of the Foster Sponsor and/or the local Amway market) .
- Travel to support the downline in a foreign country beyond the extent that is allowed by law and Amway rules and policies.
- Share/ship products or literature from the International Sponsor's market.



QUALIFICATIONS AND REQUIREMENTS:

- Can be any award level.
- Must personally know the prospect.
- Must be listed as International Sponsor on the ABO's application.

REWARDS/AWARDS:

- Eligible for 2% ILB (International Leadership Bonus) when the Internationally Sponsored ABO qualifies at the maximum level.
- When Platinum in home market, can use international qualified legs for Emerald Pin.
- Eligible for 0.5 FAA point when the Internationally Sponsored ABO reaches Q12, EBR or DBR.
- Must be Emerald Bonus Recipient (EBR) in home market to:
 - Use international qualified legs towards Diamond and above award level.
 - Receive international qualified volume towards Emerald/Diamond bonus calculation.



FOSTER SPONSOR

Definition: An Amway Business Owner who is assigned to support a new Internationally Sponsored ABO.

ROLES AND RESPONSIBILITIES:

- Assist and guide the Internationally Sponsored ABO in signing up with the company.
- Perform the roles of an in-market sponsor where applicable.
- Present and explain the Amway Sales and Marketing Plan.
- Guide the new Internationally Sponsored ABO through the Amway resources available, including Amway produced meetings.
- Provide day-to-day coaching, training and support for operating and building the business.
- Provide guidance on cultural issues and legal requirements.
- Maintain contact with the International Sponsor.
- Can be either:
 - Referred by the International Sponsor and agreed to by the Internationally Sponsored ABO.
 - Assigned by the local market and agreed to by the Internationally Sponsored ABO.

REWARDS/AWARDS:

- Eligible for the same Sales and Marketing Plan rewards and awards as a Personal Sponsor except for the 2% Foster Leadership Bonus (FLB), (versus the 4% Leadership Bonus for a Personal Sponsor) when the downline qualifies at the maximum Leadership PV level.



PROVIDE DAY-TO-DAY COACHING, TRAINING AND SUPPORT



MULTIPLE BUSINESS OWNER

Definition: An Amway Business Owner who establishes and internationally sponsors an Amway business registered in a foreign market.

ROLES AND RESPONSIBILITIES:

Do:

- Internationally sponsor yourself and ensure the Multiple Business designation is in place with Amway.
- Locally grow the business in that market.
- Adhere to the legal requirements of that market, as well as the local Amway Rules and Policies.
- Provide or make arrangements for the provision of routine coaching and support to downline(s) for operating and building the business.
- Set up a Multiple Business only if you are able to support the downline(s).

Don't:

- Solicit ABOs who are not personally sponsored by you for the purpose of establishing a Multiple Business.
- Neglect your business in your home market. You also have responsibilities to fulfill your role as a sponsor in your home market. Neglecting home market obligations may negatively impact your awards and rewards.



REWARDS/AWARDS:

- Eligible for the same awards and rewards of the Sales and Marketing Plan as an in-market business.
- Your home market business is eligible to receive the same awards and rewards as the International Sponsor.
- Your home market business is also eligible to receive up to 6 FAA versus the 0.5 point to an International Sponsor.

QUALIFICATIONS:

- Must be at least at Qualified Platinum level in an Amway market.

MB TRAINING COURSE:

You can choose to take the Multiple Business Training in any market where you have Amway business. Most ABOs would like to take the MB training in their home market.

Please contact the Sales Staffs or Customer Service in the market where you are more familiar with the language and intend to take the training. You will be provided with the training link. In most markets, the Multiple Business Training can be found in the Amway eLearning website.





INTERNATIONAL SPONSORING PROCESS

Below is the recommended process for an International Sponsor to follow when introducing a new prospect from another market.

***Note: Utilize www.Gbislink.com/MyBiz as your international resource to answer many of your questions.**

The International Sponsor does the following:

Step 1: Contact an individual who you personally know in a foreign country.

- A. Make sure that *Amway operates in that country.
- B. Make sure the individual is *eligible to become an Amway Business Owner in that market.

Step 2: Talk to the prospect about the Amway business in general terms.

- A. Share your personal experience.
- B. Determine level of interest.
- C. Inform the prospect that they will be contacted by a Foster Sponsor or a representative of the Amway company.



SHARE YOUR PERSONAL EXPERIENCE



Step 3: Arrange for a proper Foster Sponsor for the prospect, preferably Platinum or above.

- A. Check with your upline to find someone who is associated with the organization with whom you work.
- B. If no one is available, work with your prospect's Amway market
 - i. To obtain contact information for Amway markets, go to www.Gbislink.com/MyBiz Market Information and select the market you are seeking (available in English only).
 - ii. For market details and the name of the Business Relations contact, go to Plan Basics within Market Information.
 - iii. If you cannot access Gbislink online, please contact your local Amway market to obtain the international market contact information.
- C. If the prospect is not satisfied with the selected Foster Sponsor, repeat the above steps before the Amway contract is signed.

Step 4: Direct prospect to the local Amway website to learn more about Amway.



Step 5: Communicate with the Foster Sponsor.

- A. Provide the Foster Sponsor your prospect's contact information.
- B. Ask the Foster Sponsor to contact the prospect.
- C. Make sure that you provide your ADA number to the prospect and Foster Sponsor to include on the application form.
- D. Make sure that the Foster Sponsor or someone from the LOS and/or Amway market shows the Sales and Marketing plan.

Step 6: Follow up and confirm:

- A. That the prospect has been contacted by the Foster Sponsor. If not, contact the Amway market for further assistance.
- B. That the prospect signed up and identified you as the International Sponsor on the application form.



Amway™

The Amway logo is centered on a white background. It features the word "Amway" in a bold, dark blue, sans-serif font. A red swoosh underline is positioned beneath the text, starting from the left and ending under the 'y'. A small "TM" trademark symbol is located to the right of the word.