



LOGIN INFORMATION

AMWAY WEBSITE: www.amway.com

USERNAME: _____

PASSWORD: _____

N21 WEBSITE: www.n21.com

IBO NUMBER: _____

PASSWORD: _____

IBO number and password for N21 website are also your login credentials for the N21 apps (N21 Media, Connect21, N21 Messaging)

CLS WEBSITE: www.clsinternational.net

GUEST SITE:

MEMBER SITE:

USERNAME: _____

PASSWORD: _____

SPONSOR NAME: _____

☎ : _____

✉ : _____

CONTENTS

- DREAMS + GOALS
- SHOPPING LIST + DITTO
- HOW THE MONEY WORKS
- NETWORK TWENTYONE STRATEGY
- MEMORY JOGGER
- N21 MOBILE HOW-TOS
- NAME LIST

UPCOMING DATES

BUSINESS PREVIEW:

DATE: _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____

BUSINESS BUILDING SEMINAR:

DATE: _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____

ONLINE PREVIEW (2nd TUES.)/BUSINESS BUILDING SEMINAR (4th TUES):

DATE (check email): _____

TIME: 7:30 PM (CT)

WEEKEND SEMINAR:

DATE: _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____

OTHER:

DATE : _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____



View *How the Money Works* by David Dornan before beginning this worksheet

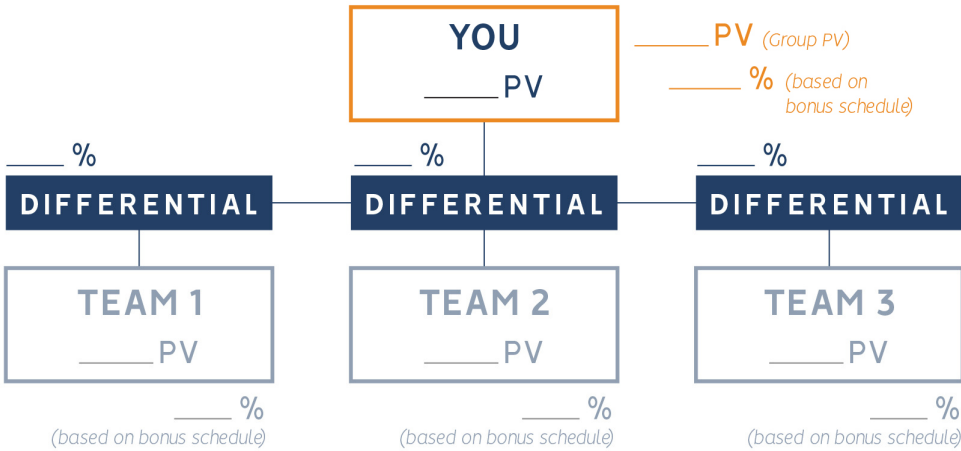
STARTING POINT

HOW THE MONEY WORKS

Understanding the system and earning scale of Amway

PV = Point value assigned to each product

BV = Business value is the dollar figure assigned to each product



PERFORMANCE BONUS SCHEDULE

7500	25%
6000	23%
4000	21%
2500	18%
1500	15%
1000	12%
600	9%
300	6%
100	3%

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REMEMBER:

1 PV | 3 BV

TEAM 1: _____ % of _____ BV = \$ _____
(differential % between you and team #) (team PV times 3) (money you earn)

TEAM 2: _____ % of _____ BV = \$ _____

TEAM 3: _____ % of _____ BV = \$ _____

PERSONAL: _____ % of _____ BV = \$ _____
(group bonus % because you get paid on the highest %) (personal BV)

RETAIL PROFIT: \$ _____

TOTAL INCOME FOR THE MONTH:

\$ _____

HOW MUCH CAN YOU EARN?

ANNUAL COMPENSATION:

AVERAGE INCOME (USD):

HIGHEST INCOME (USD):

Q12 PLATINUM

\$56,298

\$180,860

FOUNDERS EMERALD

\$123,243

\$790,415

FOUNDERS DIAMOND

\$561,447

\$2,876,495

STARTING POINT

MEMORY JOGGER

Who do you know?

MEDIA RECOMMENDATION



- *Get a Big New List*
by Cale Andrews

WHO ARE MY RELATIVES?

- PARENTS ○
- GRANDPARENTS ○
- SISTERS ○
- BROTHERS ○
- AUNTS ○
- UNCLES ○
- COUSINS ○
- CHILDREN ○

WHO ARE MY FRIENDS?

- CHURCH ○
- NEIGHBORS ○
- BEST MAN/MAID OF HONOR ○
- MILITARY ○
- SCHOOL/COLLEGE ○
- PREVIOUS COLLEAGUES ○
- GYM MEMBERS ○
- PARENT AT CHILDRENS SCHOOL ○

WHO HAVE I INTERACTED WITH THIS YEAR?

- REALTOR ○
- STORE EMPLOYEES ○
- CAR SALESMAN ○
- FURNITURE MAKER ○
- COACHES/TRAINER ○
- AUTO MECHANIC ○
- TRAVEL AGENT ○
- TEACHER/PRINCIPAL ○

WHO IS ON MY SOCIAL MEDIA?

- FACEBOOK FRIENDS ○
- TWITTER FOLLOWERS ○
- INSTAGRAM FOLLOWERS ○
- LINKEDIN CONNECTIONS ○
- SNAPCHAT FRIENDS ○
- PINTEREST FOLLOWERS ○
- TUMBLR BLOGGERS ○

WHO DO I MAKE APPOINTMENTS WITH?

- HAIRDRESSER ○
- DOCTOR ○
- DENTIST ○
- ACCOUNTANT ○
- VETERINARIAN ○
- OPTOMETRIST ○
- BANKER ○
- INSURANCE BROKER ○
- LAWYER ○

WHO ELSE IS IN MY PHONE CONTACTS?

-
-
-
-
-
-
-
-

STARTING POINT

SHOPPING LIST + DITTO

What products do I buy now that I can buy through Amway?

BODY CARE

- BAR SOAP
- BODY WASH
- BODY LOTION
- LIQUID HAND SOAP
- HAND CREAM
- DEODORANT
- TOOTHBRUSH
- TOOTHPASTE
- MOUTHWASH
- REFRESHER SPRAY



MEN'S GROOMING

- FACIAL CLEANSER
- SHAVE FOAM
- AFTER SHAVE TONER
- MOISTURIZER
- SERUM



HAIR CARE

- SHAMPOO
- CONDITIONER
- HAIRSPRAY
- STYLING CREAM
- MOUSSE
- SERUM
- ANTI-DANDRUFF SHAMPOO



SKIN CARE

- CLEANSER
- TONER
- MOISTURIZER
- ACNE TREATMENT
- SKIN ILLUMINATOR
- FACIAL EXFOLIANT
- MAKEUP REMOVER
- CLEANSING MASK
- MOISTURE MASK
- EYE CREAM
- ANTI AGING
- FACE SUNSCREEN
- COMBINATION SKIN
- MAKEUP



HEALTH & NUTRITIONAL SUPPLEMENTS

- ANTIOXIDANTS
- DAILY VITAMIN
- KIDS' VITAMINS
- VITAMIN B
- VITAMIN C
- VITAMIN E
- FIBER
- PRO-BIOTICS
- MULTI-CAROTENE
- OMEGA-3
- IRON
- CALCIUM
- ALLERGIES
- ENERGY
- SUPPORT MEMORY
- SUPPORT VISION
- HEART HEALTH
- DIGESTIVE HEALTH
- MEN'S/WOMEN'S PACK
- JOINT HEALTH
- WEIGHT MANAGEMENT
- HAIR, SKIN, & NAILS



SPORTS NUTRITION

- ENERGY DRINKS
- PROTEIN POWDER
- PROTEIN BARS
- PROTEIN SHAKES
- ENERGY BARS
- SUPPLEMENTS
- PRE/POST-WORKOUT
- MEAL REPLACEMENT SHAKES



LAUNDRY CARE

- LIQUID DETERGENT
- POWDER DETERGENT
- ALL FABRIC BLEACH
- DETERGENT BOOSTER
- PRE-WASH SPRAY
- FABRIC SOFTENER



KITCHEN & HOME CARE

- DISHWASHING LIQUID
- DISHWASHER TABLETS
- SPRAY SURFACE CLEANER
- NON-SCOURING CLEANER
- SCOURING PADS
- MULTI-PURPOSE WIPES
- ALL-PURPOSE CLEANER
- BATHROOM CLEANER
- DEODORIZER SPRAY
- DISINFECTANT CLEANER
- GLASS CLEANER
- COOKWARE



PARTNER STORES

- CELLULAR SERVICE
- TRAVEL
- CAR INSURANCE
- DEPARTMENT STORES
- HOTEL DISCOUNTS



DITTO

WHAT IS IT? DITTO™ is the Amway scheduled delivery program. Order what you want once, and the products you specify will be shipped to you at the delivery interval you set.

IBO GROUPS WHO USED DITTO™ EFFECTIVELY IN FY18:

- Increased total PV by **10%**
- 28%** had more new IBOs make a purchase after Day 1 than groups who did not use DITTO™
- Increased number of orders by **6%**
- 43%** had more active IBOs place an order in an average month than groups who did not use DITTO™

- *First Steps*
by Jim Dornan
- *Change to Grow*
by Suha Evrim

STARTING POINT

NETWORK TWENTYONE STRATEGY

Understanding the system of Network TwentyOne

The Network TwentyOne strategy can be broken down into fundamental building blocks, one of which is CORE. CORE is the first step in leadership and communicates to others that you can be counted on. We suggest developing habits of CORE as a foundation for your business.

○ SHOW THE PLAN

Show the business plan at least **8 - 15** times per month

○ AUDIOS

Subscribe to CEP (Continuing Education Program) digitally or physically and listen to at least **one** training audio **daily**

○ BOOKS

Read at least **15 minutes every day** from a book recommended by your coaching team

○ FUNCTIONS

Attend **all** Network TwentyOne events: *Previews, BBS, and Weekend Seminars*

○ TEAM PLAYER

Embrace and embody the three points of being an N21 Team Player: **Counseling** (personal coaching with your upline), **Edification** (building up other people), and **No Crosslining** (maintaining business affairs and concerns within personal LOS)

○ 100% USER

Utilizing the Amway products as much as possible by generating at least **150 points** in a month with a minimum of **50 points** coming from registered retail clients

WHY IS BEING 100% USER IMPORTANT? FAST TRACK!

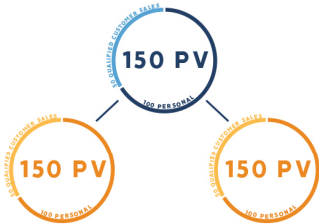
Fast Track is an incentive program from Amway to help jumpstart your business in the first six months. Below are the three major rewards in the program:

1. \$50 NEW IBO INCENTIVE



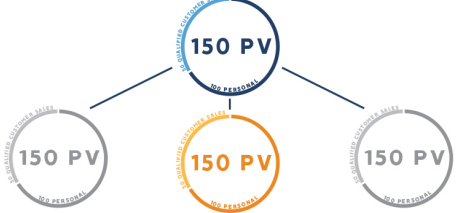
Generate 50/150 in a month. Earn the \$50 New IBO Incentive up to 3 times in your first 6 months.

2. \$100 FIRST STEP AWARD



Help two personally sponsored IBOs reach 50/150 PV and generate the same for yourself in a month.

3. \$200 BALANCED SPONSOR AWARD



Help a personally sponsored IBO in 3rd unique leg generate 50/150 PV and generate the same for yourself in a month.

On average, IBOs who earned the \$200 Balanced Sponsor Award reached the **PLATINUM LEVEL 3X FASTER** than those who did not.

MEDIA RECOMMENDATION



- *Mobile Connections*
by Steve Jones

STARTING POINT

N21 MOBILE HOW-TOS

Steps to downloading the apps and starting points for each app

1. DOWNLOAD PORTAL

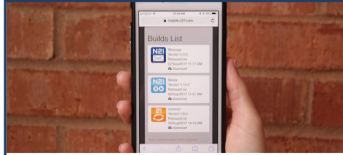


From your smart phone, go to <https://mobile.n21.com/downloadportal>

Enter IBO# and password you created for n21.com. Click **Done**.

iPhone – continue to Step 2.
Android – continue to Step 4.

2. IPHONE DOWNLOAD



Click **Install** under N21 Media, N21 Messaging, and Connect21.

Media and Messaging will download from the portal. Connect21 will redirect you to the App Store to download.

Continue to Step 3.

3. TRUST DEVELOPER

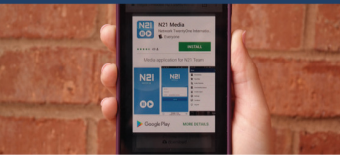


If you try to open your N21 apps and receive an **Untrusted Enterprise Developer** message, go to your **Settings** and **General**.

Scroll down to **Device Management** and under Enterprise App, select Network TwentyOne Int'l Inc. Click **Trust**.

Continue to Step 5.

4. ANDROID DOWNLOAD

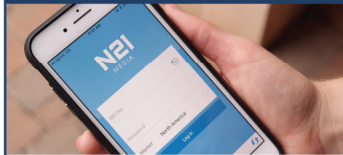


Click the **download link** under N21 Media. You will be redirected to the Google Play store. **Download** and **install** N21 Media.

Return to the web browser and **repeat the steps above** for N21 Message and Connect21.

Continue to Step 5.

5. LOGIN



Once you have successfully downloaded your three N21 Mobile apps, click one each one and **log in** using your **IBO#** and **password**.

Allow notifications for maximum functionality.

Continue to Step 6.

6. ENJOY!



You are now part of the N21 digital world! Start playing around with your apps to get familiar with how they operate. Each one is special and unique.

For help, go to n21.com and click on **Support** and **FAQs** to download User Guides. View the **Print Shop** for Quick Start Guides on the apps.

GETTING STARTED ON THE N21 APPS

ADDITIONAL RESOURCES:

- N21 Media Quick Start Guide – located in *Print Shop*
- Connect21 Quick Start Guide – located in *Print Shop*

- User Guides for all three apps – located under *Quick Links* tab and *Support*



- With N21 Media, you are given access to all audio and video titles that Network TwentyOne has available right in the palm of your hand.
- Start exploring in the **My Audio** tab. Here you will find your CEP, uploaded on the 1st of each month, as well as all titles included in your Digital Membership. Click on a title to download to your device, start listening, or add to a playlist.



- With Connect21, you are able to push content from your N21 Media library directly to both prospects and team members.
- Get started with Connect21 by clicking the **Profile** tab and adding your email, phone number, and short bio. Once you've updated this, click the **Prospects** tab to start adding individuals. When you're ready, click their name, click **Sharing**, and **Share Media with Prospects** to start sending media to their mobile devices.



- With N21 Message, you are able to communicate with your whole team or individual members easily through messages or Quick Chats.
- When you open N21 Message, you are first brought to the Settings page. To start sending messages, click the home icon in the corner. Click **Compose Message** and press the green plus icon to view your system groups auto updated from the N21 website. Select IBOs and start sending messages!