



ANNOUNCEMENT: Revised Multiple Business Policy

Amway Hong Kong puts the rights of Distributors in the first place, whether building businesses in the home market or abroad, we are dedicated to protecting and honoring the *Line of Sponsorship (LOS) Integrity*.

The Multiple Business Policy

You may be aware that effective January 1, 2015, Amway implemented a new policy to safeguard the Line of Sponsorship, promote LOS harmony, and help ensure that decisions to expand into new markets be fully informed and carried forth in accordance with sound business building principles. Two related requirements are: a Current Qualified Direct Distributor (In China market, must be a qualified Diamond and up Direct Distributor, that is Senior Sales Manager) Requirement and a Multiple Business Certification, both of which were prerequisites to opening a multiple business in markets where foreign ABOs are eligible.

As we continue to provide the best experience to our ABOs, after receiving feedback, we have decided to make the requirements for this policy easier and simpler for you. While the current Qualified Direct Distributor (In China market, must be a qualified Diamond and up Direct Distributor, that is Senior Sales Manager) requirement will remain, **effective June 1, 2016, the Multiple Business Certification requirement will be eliminated.**

Current Qualified Direct Distributor Requirement and Exceptions

In order to establish a Multiple Business in another market, an ABO must currently be at least a Qualified Direct Distributor in any Amway market. An ABO may obtain a waiver of exemption from the Qualified Direct Distributor requirement under either of the following conditions:

- a) if they currently reside outside of their home market and can provide proof of residency in the target international market and/or
- b) if they have an immediate family member in the target market (parents, spouse or children) and is eligible to own and operate an Amway business in the target international market.

For ABOs who qualify for exemption from the Qualified Direct Distributor requirement under either the residency or immediate family condition, contact Ms. Kitty Kan of Sales Plan Administration at 2969 6303 during office hours (Monday to Friday, 9:00am to 5:30pm).

Maintaining the respect, trust and integrity of your business is just as important to you as it is to Amway. Together with you, Amway wants to ensure that all ABOs are protected and are able to sustain healthy vibrant businesses and have equal opportunity around the world. Amway appreciates your support of this campaign and knows that with our values as our guide, all of us will continue to experience fulfilling and long-term success.
