The Fast Track Incentive Program

Start rewarding yourself today

Updated March 1, 2014
Give Your Business a Boost in the Right Direction

Not only can the Fast Track Incentive Program put up to $1,450 in your pocket, but it can also help you establish a solid foundation on which to build a successful, balanced business.

The Fast Track Incentive Program was designed in partnership with IBO leaders to help new IBOs work on three activities that build a solid, sustainable business:

1. **Using** the products so you can learn about them.
2. **Selling** the products to customers.
3. **Sponsoring** others who do the same.

The average monthly Gross Income for “active” IBOs was USD $202 (in the U.S.)/CAD $198 (in Canada). Approximately 40% of all IBOs in the U.S., and 48% of IBOs in Canada, were “active.” IBOs were considered “active” in months in 2010 when they attempted to make a retail sale, or presented the Amway IBO Compensation Plan, or received bonus money, or attended an Amway or IBO meeting. If someone sustained that level of activity every month for a whole year, their annualized Gross Income would be $2,424 (U.S.)/$2,376 (Canada). Of course, not every IBO chooses to be active every month. “Gross Income” means the amount received from retail sales, minus the cost of goods sold, plus monthly bonuses and cash incentives. It excludes all annual bonuses and cash incentives, and all noncash awards, which may be significant. There may also be significant business expenses, mostly discretionary, that may be greater in relation to income in the first years of operation. For the purposes of the calculation in Canada, individuals who were IBOs for less than the entire year in 2010 were excluded.

Following are approximate percentages of IBOs in North America who achieved the illustrated levels of success in the performance year ending August 31, 2012:

- The approximate percentage of IBOs who earned a $50 New IBO Incentive Bonus in FY2012: 41.83%.
- The approximate percentage of IBOs who earned a $100 First Step Bonus in FY2012: 3.67%.
- The approximate percentage of IBOs who earned a $200 Balanced Sponsor Bonus in FY2012: 2.05%.
- The approximate percentage of IBOs who earned a $500 Fast Track Plus Bonus in FY2012: 0.09%.

For more details on qualifying for the GI Program and the requirements for good standing, see information on Amway.com or contact Amway Sales.

The Fast Track Program Can Put You on the Road to Success

IBOs who earn Fast Track Incentive Program bonuses and promote them to downline IBOs experience significant financial and business-development benefits. Some of these achievements include:

- **41% MORE**

  New Platinums who earned the $200 Balanced Sponsor Bonus earned **41% more** in the year they first became Platinum compared with those who didn’t earn it.

- **3X FASTER**

  New Platinums who earned the $200 Balanced Sponsor Bonus became Platinum **three times faster** on average than those who didn’t earn it.

- **2X**

  IBOs who earned the $50 New IBO Incentive Bonus renewed at twice the rate of those who did not earn the bonus. 79% of those who earned the $200 Balanced Sponsor Bonus renewed.

- **3X$**

  On average, IBOs who received the $50 New IBO Incentive Bonus earned **almost three times as much** as those who didn’t earn the bonus during their first six months.

The average monthly Gross Income for “active” IBOs was USD $202 (in the U.S.)/CAD $198 (in Canada). All statistics on this page are from the Amway Performance Drivers Department FY2012.
Bonuses for New and Current IBOs

Below is a complete list of all the Fast Track Incentive Program bonuses available to IBOs.

<table>
<thead>
<tr>
<th>NEW IBOS</th>
<th>CURRENT IBOS</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Six Months</td>
<td>$50 New IBO Incentive Bonus (earn up to three times for a total of $150)</td>
</tr>
<tr>
<td>$100 First Step Bonus</td>
<td></td>
</tr>
<tr>
<td>$200 Balanced Sponsor Bonus</td>
<td></td>
</tr>
<tr>
<td>One Year</td>
<td>$1,000 Fast Track Program Plus Bonus (available for one year from registration date)</td>
</tr>
<tr>
<td>Repeatable Bonus</td>
<td>Ongoing</td>
</tr>
<tr>
<td>$75 Mentor Bonus</td>
<td></td>
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</tbody>
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WHY ARE YOU GIVING ME MOCK CHECKS?

In this brochure, there are mock checks that give visual demonstration of all the Fast Track Program incentives available to you! There are two sets of mock checks: one set for new IBOs in their first six months and one set for leaders.*

Here are some ideas on how to use them to motivate yourself to earn the bonuses:

- Post them on the refrigerator or your bathroom mirror as a reminder to keep working toward the next bonus.
- Use them to visually explain to prospects and new IBOs how the Fast Track Incentive Program works.
- Use them to show how much money is available from the Fast Track Incentive Program at different levels in the business.
- Make the checks a goal-setting worksheet: Write down the names of people you will sponsor in the business to earn a check, and write in the date that you hope to earn each bonus.

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$50 New IBO Incentive Bonus

You can earn the $50 New IBO Incentive Bonus up to three times in your first six months as a business owner. That’s $150 in your pocket! All you have to do is purchase one of the following sales kits and generate 150 PV in a month. In other words, we’re rewarding you for leveraging valuable sales materials, being a brand ambassador, and for making your first few sales. Now that’s a sweet deal!

Here’s how to earn the $50 New IBO Incentive Bonus:

1. Purchase one of the following kits* to qualify for the entire program:
   - Welcome Product Kit (40-1220)
   - ARTISTRY® intensive skincare Ultimate Demo Kit (40-1471)
   - ARTISTRY® Creme LuxUrhy Eye 360 Demo Kit (40-1535)
   - Ribbon 2013-2014 Sales Kit (40-1520)
   - Jump Start Kit (76-1571)
   - ARTISTRY® YOUTH XTEND® Collection Skincare Kit (40-1664)

2. Generate your “50/150.” This means you must generate 150 Personal PV in a month, with at least 50 PV coming from Qualified Customer Volume.**

3. Your $50 New IBO Incentive Bonus is on the way. Repeat step no. 2 two more times during your first six months to earn a total of $150!

NEW IBOS

CURRENT IBOS

One-Time Bonuses

First Six Months

$50 New IBO Incentive Bonus

$100 First Step Bonus

$200 Balanced Sponsor Bonus

One Year

$1,000 Fast Track Program Plus Bonus

Repeatable Bonus

Ongoing

$75 Mentor Bonus

$75 Mentor Bonus

*Check online for the most up-to-date list of Fast Track Incentive Program qualifying kits.

**This satisfies your Customer Volume Requirement (CVR) for earning an incentive bonus. For more details on this requirement, log in at Amway.com as an IBO and search for: Business Glossary. Qualified Customer Volume (QCPV) includes volume from registered customer orders placed through Amway.com (including Partner Store orders), Personal Retail Websites, DITTO® program, and Customer Support that are shipped to the customer’s address. Customer sales from inventory are included if reported using the Customer Sales Activity (CSA) Receipt Tool at Amway.com. Customer orders shipped to an IBO’s address are not eligible.

Not sure how to generate 150 PV in one month?

Check out pages 14 and 15 for a list of great product bundles that show you how you can start generating PV quickly!
First Step Bonus

Once you’ve received your $50 New IBO Incentive Bonus, another $100 bonus isn’t too far off. Earning the $100 First Step Bonus will help you establish your first two legs and grow your business. Keep in mind that this $100 bonus is available only during your first six months.

How to earn the $100 First Step Bonus:

1. Earn a $50 New IBO Incentive Bonus (at least once).
2. Sponsor two new IBOs in two unique legs.
3. Help someone in each leg earn the $50 New IBO Incentive Bonus. ($50 bonus earners can be anywhere in depth as long as they are in unique legs.)
4. Personally generate your “50/150” in the same month that the second new IBO earns their $50 New IBO Incentive Bonus.
5. Earn the $100 First Step Bonus.

Recognition bonus!

Everyone who earns the First Step Bonus will also receive:

- The Fast Track Incentive Program Pin
- Recognition, by name, in AchieveMagazine.com (under the Achievement tab, click on Fast Track Program)

*You must generate 150 Personal PV in a month, with at least 50 PV coming from qualified customer volume.

The average monthly Gross Income for “active” IBOs was USD $202 (in the U.S.)/CAD $198 (in Canada). Approximately 46% of IBOs in the U.S., and 48% of IBOs in Canada, were “active.”
Keep going and another $200 is yours. Remember, while the Fast Track Incentive Program is here to reward your efforts, the main goal is to help you build a balanced business.

How to earn the $200 Balanced Sponsor Bonus:

1. Earn the $100 First Step Bonus.
2. Sponsor a third new IBO in a third unique leg.
3. Help an IBO in this third leg earn the $50 New IBO Incentive Bonus. (The $50 bonus earner can be anywhere in depth as long as they are in a third unique leg.)
4. Generate your "50/150" in the same month the third new IBO earns their $50 New IBO Incentive Bonus.
5. Earn the $200 Balanced Sponsor Bonus.

Everyone who earns the Balanced Sponsor Bonus will also receive:

- Recognition, by name, in AchieveMagazine.com (under the Achievement tab, click on Fast Track Program)
- Acknowledgment, by name, in the Recognition section of the next printed issue of ACHIEVE® magazine

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$75 Mentor Bonus

The $75 Mentor Bonus is an additional reward for helping IBOs you sponsor earn their own $200 Balanced Sponsor Bonuses.

How to earn the $75 Mentor Bonus:
1. Generate your “50/150”* in the month that the $200 Balanced Sponsor Bonus is earned by someone you personally sponsored.
2. Earn $75 each time you help an IBO you personally sponsored earn the $200 Balanced Sponsor Bonus. There is no limit to how many times you can earn it!

*You must generate 150 Personal PV in a month, with at least 50 PV coming from qualified customer volume.

$75 Mentor Bonus

Seventy-five dollars and no cents

Pay to the order of You

Helping IBOs in your group earn their own $200 Balanced Sponsor Bonuses

FastTrack


$1,000 Program Plus Bonus

One thousand dollars and no cents

Pay to the order of You

Help three IBOs in your group earn the $200 Balanced Sponsor Bonus

FastTrack


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Here’s how to earn the $1,000 Fast Track Program Plus Bonus:

1. Encourage and teach new IBOs how to earn the $200 Balanced Sponsor Bonus.
2. Help three downline IBOs in unique legs earn the $200 Balanced Sponsor Bonus.*
   They do not have to be personally sponsored.
3. Generate your "50/150"** in the same month that the earner of the third $200 Balanced Sponsor Bonus earns their bonus. New IBOs have one year from when they register to earn this bonus.
4. Earn your $1,000 Fast Track Program Plus Bonus.

*Remember: If you are a Platinum or above, the three $200 earners only qualify if they are in your Platinum business. They do not qualify if they are in a downline Platinum’s business.

**You must generate 150 Personal PV in a month, with at least 50 PV coming from qualified customer volumes.

Everyone who earns the Fast Track Program Plus Bonus will also receive:

- Recognition, by name, in AchieveMagazine.com (under the Achievement tab, click on Fast Track Program)
- Acknowledgment, by name, in the Recognition section of the next printed issue of ACHIEVE® magazine

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Approximately 46% of IBOs in the U.S., and 48% of IBOs in Canada, were "active."
Purchasing Your Qualifying Kit

To qualify for all of the bonuses offered in the Fast Track Incentive Program, select a sales kit of your choice to help you learn about the products and to sell them with confidence. There are lots of kits to choose from to help you earn your Fast Track Program bonuses.

Welcome Product Kit 40-1220
This basic kit covers all of the major Amway® brands: NUTRILITE®, ARTISTRY®, and LEGACY OF CLEAN®. It also comes with a display box.

ARTISTRY® intensive skincare Ultimate Demo Kit 40-1471
Everything you need to learn about, demonstrate, and sell ARTISTRY intensive skincare renewing peel and Creme Luxury. The kit comes with samples, an elegant zipper case, a flip chart binder to educate people on skincare, and a USB drive with additional resources.

ARTISTRY Creme Luxury Eye 360 Demo Kit 40-1535
Learn how to sell Creme Luxury Eye with this easy-to-use demo kit. Features USB drive with additional sales resources and samples for your potential customers.

Ribbon 2013–2014 Sales Kit 40-1520
This kit gives you tools to help you learn about Ribbon. Start selling this fast, fun, and easy gift and incentive solution to friends, family, and businesses.

Jump Start Kit 76-1571
The BODYKEY by NUTRILITE™ Jump Start Kit is everything you need to unlock a lighter and more confident you in just 30 days.

ARTISTRY YOUTH XTEND® 40-1646
The kit includes eight full-size ARTISTRY YOUTH XTEND Collection products; a beautifully lit, countertop product display; a NEW, comprehensive ARTISTRY Skincare Guide; and the ARTISTRY 4-Step Regimen mirror cling with order-of-use product stickers.

Generate 50 PV in Customer Sales Quickly

Here are some health, beauty, and home care product combinations to help you and downline IBOs earn 50 PV in no time. The product combinations shown are just a few examples of how you can generate at least 50 PV in customer sales to help you qualify for Fast Track Program incentives. You may sell any combination of Amway™ products to qualify for Fast Track Program incentives.

NUTRILITE® DOUBLE X® Bundle
Two NUTRILITE DOUBLE X Multi – 10-day supply
Two NUTRILITE DOUBLE X Multi – case and 31-day supply
Available Retail Margin* = $82.48

NUTRILITE XS® Bundle
Three cases of XS Energy Drinks
Three NUTRILITE Rhodiola 110 Blister Packs – 10 Tablets
Three boxes of NUTRILITE Energy Bars
Available Retail Margin* = $61.14

ARTISTRY® Bundle, L.O.C.® Bundle
Two ARTISTRY essentials skincare systems
Two LEGACY OF CLEAN® Intro Bundles
Available Retail Margin* = $62.16

BODYKEY™ Carb Reducer™ Plan
BODYKEY Meal Replacement Shakes
NUTRILITE SLIMMETRY® Dietary Supplement
NUTRILITE Carb Blocker 2
Available Retail Margin* = $66.50

BODYKEY Fat Trimmer™ Plan
BODYKEY Meal Replacement Shakes
NUTRILITE SLIMMETRY Dietary Supplement
NUTRILITE CLA 500
Available Retail Margin* = $61.79

BODYKEY Better Balancer™ Plan
BODYKEY Meal Replacement Shakes
NUTRILITE SLIMMETRY Dietary Supplement
NUTRILITE Glucose Health
Available Retail Margin* = $69.98

*Available Retail Margin is based on sales at Suggested Retail Price as of September 2013.

To qualify for all of the bonuses offered in the Fast Track Incentive Program, select a sales kit of your choice to help you learn about the products and to sell them with confidence. There are lots of kits to choose from to help you earn your Fast Track Program bonuses.
Learn more about Fast Track Incentive Program bonuses at Amway.com. Log in as an IBO and search for: fast track.

To promote the Fast Track Incentive Program with downline IBOs, be sure to utilize the mock checks included within this brochure.

There are many tools on Amway.com to help you promote the Fast Track Incentive Program.


Videos: For a quick advertisement-style video on the Fast Track Incentive Program to share with downline IBOs, visit Showsell.amway.com. When you go to the business section, you will find two videos:
- Fast Track Program – New IBOs
- Fast Track Program – Leaders
The leader version is there to help motivate downline IBOs; the new IBO version explains all the bonuses available to new IBOs in their first six months, and can even be used with prospects.

Help Center: Get fast answers about the Fast Track Incentive Program right now from your computer, smartphone, or mobile device! Found on the Learning Center, use the Fast Track Incentive Program Help System to quickly learn more about each bonus or use the search feature to find exactly what you need.