

A smiling couple, a man and a woman, are the central focus of the cover. The woman, on the left, has her hair in a bun and is wearing a light green sleeveless dress with a small floral pattern. The man, on the right, has dark, wavy hair and is wearing a dark button-down shirt. They are both smiling warmly at the camera. The background is a soft-focus shot of vibrant red flowers, possibly cherry blossoms, with some green foliage visible on the left.

Amway

# ACHIEVE

F E B R U A R Y - M A R C H - A P R I L 2 0 1 6

■ **Featuring**

*Achievers 2015,  
Hong Kong recap*

*Page 14*

## *New Amway Diamonds!*

**Congratulations Diamond IBOs  
Prutsanai Mahakkapong & Ramanya  
Chudatamee (Patrick And Joyce)**

*Page 21*



## GENERAL MANAGER'S UPDATE

*I'm excited to be a part of helping lead our business opportunity across Australia and New Zealand. While I have met some of you in the past, I look forward to meeting more IBOs at upcoming events in the months to come.*

My journey at Amway began in 2010. Over the last six years I've looked after the areas of Strategy, Finance and Business Centres including the development of the Chatswood Store (2013), Sydney Business Centre (2014) and our new Business Centre in the heart of Melbourne, Box Hill. It has been a delight to work closely with our National Business Centre Manager and the team to create Business Centres across Australia and New Zealand you can be proud of.

As I reflect on 2015, the \$20 Auto Renewal program, \$0 joining fee and Chart Your Course program are just some of the initiatives that come to mind, all targeted at enhancing the IBO experience.

We have a number of exciting new initiatives launching in 2016 to help new IBOs get started and showcase our business opportunity. The new paperless application process, one of the biggest initiatives of the year, minimises the steps required to register an IBO. It is a shift from paper to online application forms resulting in less paperwork and a greater focus on the fundamentals of the business promoted in Chart Your Course. Also, our new Melbourne Centre marks the first of a series of new experiential Centres offering a range of product

experiences through facilitates such as kitchens for iCook demonstrations and BodyKey-focused Healthy drink bars to sample our shakes.

The appeal of our business, independence and financial freedom, is as strong today as it was over fifty-five years ago. The Amway Global Entrepreneurship Report 2015 indicates eighty five percent of Australians have a positive attitude towards entrepreneurship, ten percent higher than the global standard. I encourage you to read the report to learn more about entrepreneurship in our society today.

Thank you for all you do to make our business a success. Amway co-founder Jay Van Andel stated, "Amway was built on a concept of trust and teamwork". You are backed by a team of more than 20,000 talented and energetic employees around the world committed to helping you grow.

I look forward to partnering with you and continuing to bring to life the entrepreneurial spirit around Australia, New Zealand and the world.

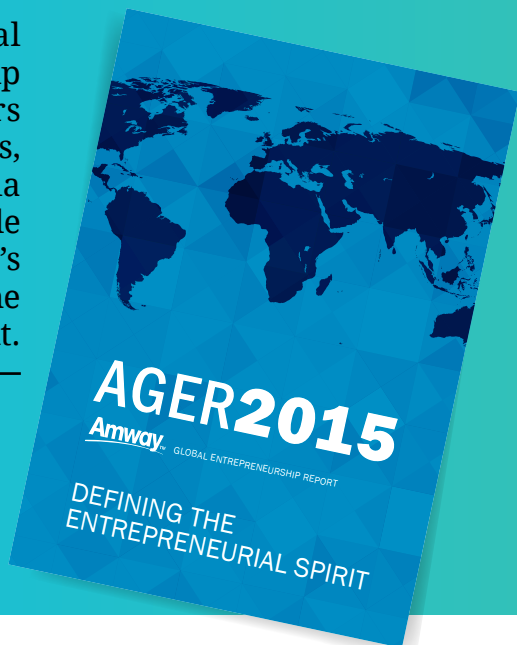
Regards,

**Christine Terrill**

General Manager, Amway of Australia and New Zealand.

## The Amway Global Entrepreneurship Report 2015

The Amway Global Entrepreneurship Report engages leaders in politics, economics, business and academia in a worldwide conversation. This year's focus? Defining the entrepreneurial spirit.



What country has the highest entrepreneurial spirit? Which characteristics do people associate with entrepreneurs? And how do these manifest across countries and cultures? Answers to these questions catalysed the 2015 Amway Global Entrepreneurship Report (AGER).

Now in its sixth year, this revolutionary research takes the public pulse of the state of entrepreneurship around the world. The 2015 AGER delves into the key characteristics of entrepreneurs and introduces the Amway Entrepreneurial Spirit Index (AESI). The AESI measures entrepreneurial spirit in three dimensions including desirability, feasibility and stability against social pressure derived from acclaimed psychologist Icek Ajzen's Theory of Planned Behavior.



## A message from STEVE VAN ANDEL AND DOUG DEVOS

Amway

**R**ecently, we released the 2015 Amway Global Entrepreneurship Report, our global research on the state of entrepreneurship. It shows a strong and vibrant entrepreneurial spirit that continues to drive the global economy. In fact, nearly 75 percent of people surveyed said they are interested in entrepreneurship. We also found entrepreneurial potential is high, as 43 percent said they could imagine starting a business of their own.

This is great news for the Amway business. Our distributors are entrepreneurs who thrive on the ability to sell high quality health, beauty and



home products as well as attract others into the business. A business environment full of people who like the idea of starting a business of their own translates into a lot of potential for Amway distributors.

The Amway business is strong – you are proof of that. We continue to do all we can to become even stronger to help you – and other entrepreneurs like you – build businesses so you can earn what you need to live the life you want.

**Steve Van Andel**

Amway Chairman

**Doug DeVos**

Amway President

## 2015 Key Findings in Australia

The survey found that overall, Australians have a more positive outlook to entrepreneurship compared to the global responses.

Yet, while 85 percent of Australians have a positive attitude towards entrepreneurship, more than every second respondent in Australia are afraid of failing with an enterprise.

The aspect Australians fear most is financial burden voiced by 38 percent of Australian respondents, followed by personal disappointment at 17 percent, threat of the economic crisis at 16 percent, threat of unemployment at 15 percent and legal consequences at 14 percent.

Commenting on the survey results for Australia, Dr Martin Bliemel,

Senior Lecturer in Innovation and Entrepreneurship at the University of New South Wales, said this fear could be combatted.

“This financial fear indicates a weak understanding of the process of entrepreneurship since starting your own business does not necessarily require a large financial investment,” Dr Martin Bliemel said.

Dr Martin Bliemel said the good news is the 85 percent figure shows that with more education, aspiring entrepreneurs may overcome their fears.

“Having at least a basic introduction to entrepreneurship can help overcome fears of financial and personal failure,” he said.

For the full report visit [amwaytoday.com.au](http://amwaytoday.com.au)





**Available  
NOW!**

Teresa Palmer is wearing  
ARTISTRY EXACT FIT®  
LONGWEARING Foundation  
in shade L2N1 Ochre

# LOCK IN THE 24-HOUR LOOK OF FLAWLESS PERFECTION.

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## *New! ARTISTRY EXACT FIT® Longwearing Foundation*

*Your key to round-the-clock, natural-looking perfection begins with our breakthrough Colour Lock Technology. No matter the activity, heat and humidity, perfectly calibrated pigments are expertly time-and-climate controlled to constantly know their place, and stay there with 24-hour comfort wear.*

Exclusive ARTISTRY Exact Fit® blend with Tahitian Pearls and Optical Prisms mimics the look of real skin, for a seamless fusion that appears so believably natural. Now, every minute of every day is your moment to look perfectly flawless.

*Available in 14 shades. Medium coverage.*

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**Coming  
Soon!**

# SUN TIME



## THE SUN TIME® RANGE

*combines high quality formulas with easy application to make sure you're not only prepared for the great outdoors but also prepared to bare all, even as your natural tan fades.*

**SUN TIME Self Tan Mousse** is available in two shades, medium and dark, and is the perfect solution for a quick and easy tan before a special occasion or for regular use to maintain that golden summer glow. Self Tan Mousse takes approximately 6-8 hours to fully develop and can last up to 5-7 days.

To prolong your tan, exfoliate prior to applying Self Tan Mousse to remove dead skin cells. When showering or bathing use a gentle cleanser such as Body Series™ Glycerine & Honey Complexion Bar Soap or Body Series Refreshing Body Gel. Be sure to keep your body well moisturised with Body Series G&H lotion.

**SUN TIME Gradual Tanning Cream** is a simple and fool-proof way to ensure your glow continues all year round and it's as easy as using a daily moisturiser. Simply apply daily, or as often as required, to build a natural, even glow.

Most beauty experts will tell you, the biggest tip to avoid premature signs of ageing is to never leave the house without wearing an SPF. **SUN TIME High Protection Sunscreen Lotion** is a UVA/UVB broad spectrum sunscreen that offers SPF 50 and 4 hours of water resistance. Wear it with **SUN TIME SPF 50 Lip Balm** to maximise your protection and make this step an important priority in your daily skincare regime.

*With SUN TIME, saying goodbye to your holidays does not mean you need to say goodbye to your summer skin. Keep your skin healthy, protected and glowing all through the year with the beautiful SUN TIME range.*

# Active Health Nights

by BodyKey®

## *Activate your health, Activate your life!*

Discover how you can Activate your life with our NEW health night sessions! Held monthly at our Sydney, Brisbane and Melbourne Business Centres, these nights are open for everyone to attend. Learn the importance of healthy diet habits, supplementation to fill diet/health gaps, ways to maintain a balanced lifestyle and how these factors work together to help you better manage your weight.

### These fun and engaging sessions include:

- Expert **guest speakers**
- Free **show bags** for attendees
- **Special offers** on the night
- **FREE** Bodykey® shakes
- Weigh-ins and **bio-age tests** with our qualified Naturopaths
- **Transformational** before & after stories

### Special Offers

Purchase a BodyKey by NUTRIWAY® 60 Day Jump Start kit on the night and receive a BodyKey infuser bottle PLUS be automatically registered for our Get Fit BodyKey Challenge, giving you the chance to win a travel voucher valued at \$500! Competitions will run monthly at each session.

*Everyone is welcome to attend, so lock in these dates!*



# *Summer with XS™ Energy*

*Warmer weather and longer days mean it's time to party with XS™ Energy this summer! We have everything you need to throw an unforgettable party and it's easier than you think.*



*Tips to  
throwing an  
epic summer  
XS™ Party*



## SET THE SCENE

### *Pick a venue*

and a fun summer theme (think Hawaiian or Pool Party). Embrace bright colours to give your party a summer feel when shopping for food labels, cups and cutlery. A few little touches go a long way!

# 1

## GET YOUR CRUNCH ON

### *It isn't a party without*

party snacks! We have you covered with XS™ chips and gum - the guilt free snacks that your guests will love.

# 2

## 3 QUENCH THE THIRST

### *XS has the variety*

to quench the thirst at your party this summer. With 9 refreshing flavours to choose from, there is something for everyone. Keep a variety of your favourite flavours on ice for your guests to enjoy.



## 4 CHOOSE YOUR TUNES

### *A great summer party*

needs a hot playlist to get the party started. Make sure you select music to reflect the party vibe and be sure to pick tunes that suit the crowd.

# 4

## 5 EMBRACE SUMMER

### *Planning a summer party*

means you need to embrace the great summer weather. What better way to enjoy the sunshine than with some outdoor entertainment and games. Choose games that people of any age will enjoy such as - giant chess, Jenga, volleyball and Twister.

## 6 DON'T FORGET THE SNAPS

### *Remember to capture*

the moments with a few snaps. Whether it's a selfie on your phone or a group shot on your camera, they are great memories to keep. Upload your pics on Instagram and tag us @XSEnergyANZ #XSEnergyANZ. We would love to see them!

# 6



Coming  
soon!

# BodyKey® Renewal Packs

- To continue your weight management journey With BodyKey, there are now two BodyKey renewal packs available to help support you on your path towards optimal health.

Both bundles include a renewal master code which gives you ongoing access to some of the best features of the BodyKey app. These inclusions include the meal/exercise plans and the unique BodyKey personal assessment.



## BodyKey® by NUTRIWAY® Daily Renewal Pack

Pack contents:

- + 1 x BodyKey Meal Replacement Vanilla
- + 1 x BodyKey Meal Replacement Chocolate
- + 1 x NUTRIWAY Daily 60s
- + 1 x BodyKey App Renewal Master Code  
(Each master code valid for 6 months)



## BodyKey® by NUTRIWAY® Double X® Renewal Pack

Pack contents:

- + 1 x BodyKey Meal Replacement Vanilla
- + 1 x BodyKey Meal Replacement Chocolate
- + 1 x NUTRIWAY DOUBLE X Refill
- + 1 x BodyKey App Renewal Master Code  
(Each master code valid for 6 months)

# LEARN + EARN

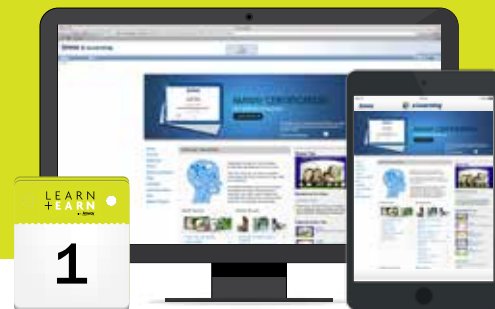
with **Amway**

**Charles Sturt University**

Learn how to get more out of **your business**

## ► ONLINE TRAINING CALENDAR

**Dive in and get going!** Check out the training page on the Amway website to find out all dates and times for: Face to face Expert Training in your state, Webinars & Events. Visit [amway.com.au](http://amway.com.au) & [amway.co.nz](http://amway.co.nz) for more information.



## New ONLINE LEARNING

Source **ALL NEW TRAINING COURSES**

**to meet your learning needs.** Training at your fingertips!

Access Business, Product knowledge and Skills based training whenever you have the time to learn.

### Business

- Higher Award Tracking
- Amway Ethics
- Amway Heritage, Values and Vision
- Invitation to the Opportunity - **coming soon**
- Advising Your Downline - **coming soon**

### Skills

- Charles Sturt University Business Modules 1 – 4
- 1. Business Basics
- 2. Accounting and Finance
- 3. Marketing and Selling
- 4. Managing and Leading

### Products

**bodykey**  
by **NUTRIWAY**

- **BodyKey® Mobile** - Comprehensive BodyKey® training and information at your finger-tips wherever and whenever you have the time to learn
- **BodyKey® Assets**
- **User Guides**
- **Presentations**
- **Business Guides**
- **Infographics**
- **Videos**
- **eLearning**

## WEBINARS

Join training programs from where ever you are - delivered monthly.

- Recruiting with BodyKey®
- BodyKey® Selling Skills
- ARTISTRY® Expert Series
- Artistry® Foundations Update
- Artistry® Autumn/Winter Trends
- NUTRIWAY® Expert

## BODYKEY® Business Centre Training

**New Sales Training in BCs.**

Bring a guest to this fun and interactive monthly meeting. They will learn why BodyKey is an outstanding choice in weight management, taste shakes and be enthused to join the BodyKey Weight Management Program.

## ARTISTRY™

- **Supreme LX™** - Introducing all you need to know about the ARTISTRY® Supreme LX collection and the advanced technology and ingredients to renew the skin's energy and youthfulness, enabling your skin to act up to 15 years younger

## NUTRIWAY®

- **Women's Health**
- **Body Science**

## THE EXPERT SERIES, Updated New Year, New Look

*The Expert training series is designed to assist you in becoming a Health or Beauty Ambassador.*

Attend Expert Training sessions in your state for the latest updates presented by your ARTISTRY® or NUTRIWAY® experts.





New to the

# AMWAY FAMILY

Available in Eastern Australia Only

*In 2015 Amway announced the signing of two exciting NEW Partner Stores  
These two partners both add a new and unique service to what Amway can provide.*



## Click Energy

Electricity is something that we have to pay for on a regular bases, it is a bill we cannot avoid. Now, with Amway's new partnership with Click Energy, you can earn monthly PV/BV, receive pay-ontime discounts off your TOTAL bill, and all with no lock-in contract. Click Energy is a growing energy retailer with over 120,000 customers across Queensland, Victoria, New South Wales and now South Australia. Click Energy has the highest star rating out of the Top 5 Energy retailers on productreview.com.au and 61% of customers rate Click Energy 7 out of 10. Being an energy retailer that uses a digital platform, Click Energy are able to pass on the savings to customers and provide low cost energy.

	ELECTRICITY			GAS
Availability	VIC	NSW	QLD	Victoria
Pay On Time Discount	21%	22%	15%	16%
Billing Cycle	Actual reads or \$100 monthly instalment			Actual reads or \$50 monthly instalment
Payment Methods	BPAY, Online, Phone, Direct Debit			BPAY, Online, Phone, Direct Debit
Additional Info	Customers looking for the best discount (Top 3 on price)			Competitive gas offer to go with electricity

Visit [amway.com.au](http://amway.com.au) and see how you can make the switch to Click Energy.



## Fitness First

Is 2016 the year that you take a step towards a happier and healthier you? Amway's new partnership with Fitness First gives you access to world-class fitness facilities in 70 clubs across the east coast of Australia, plus the opportunity to save money and earn extra PV/BV. With over 22 years of experience Fitness First are the fitness experts offering a wide range of training programs including dynamic movement training, freestyle group training, group exercise, personal training, outdoor training, strength and cardio options, plus workshops. There is no better place to start your health and wellbeing journey.

MEMBERSHIP TYPE	START-UP	WEEKLY
12 month PLATINUM membership		
Retail Price	\$75.00	\$28.00
Discounted IBO price	\$25.00	\$26.00
Commissions		
Start Up Bonus rebate*	\$25.00	
MEMBERSHIP TYPE	START-UP	WEEKLY
12 month PASSPORT membership		
Retail Price	\$75.00	\$23.00
Discounted IBO price	\$25.00	\$21.50
Commissions		
Start Up Bonus*	\$25.00	

Visit [amway.com.au](http://amway.com.au) to find out more information on how to register with Fitness First and start your weight management journey.

## Tips so good they should be *shared!*

We had some fantastic tips and cleaning hacks shared in our Amway Home Tip Swap competition, including our lucky winner **Reshma Khan** who won an Amway Home prize pack valued at over AUD\$135 RRP.

We also had two runners up, Cesar Augusto Amaya Duran and Andre Gordon-Rudell. They have both won prize packs valued at over AUD\$68 RRP each.

*WELL DONE!*



# #AmwayHomeTipSwap

■ Check out the top 5 tips below.

“Mix Toilet Bowl Cleaner liquid and the L.O.C. Bathroom Cleaner liquid in an Amway Home Pistol Grip Sprayer Bottle and use it to spray the toilet bowl twice a day. This helps keep the bowl clean and fragrant all around.”

■ **Reshma Khan**

“I always add a cap of SA8 All Fabric Bleach together with SA8 Laundry Powder when I wash white (dirty) socks and white clothing. The socks and the whites came all clean - no need to scrub!”

■ **Nita Sabori**

“Never put L.O.C. in a Front loader, I used 5ml to clean out the drum and had bubbles to the other side of the garage. Let’s just say yes I had a very clean machine and a very clean floor.”

■ **Andre Gordon-Rudde**

“To remove any stains on white clothes and stand out the colour use SA8 Prewash on the stain, and in a bucket with very hot water put a teaspoon of SA8 All Fabric Bleach, mix and then place clothes. I usually leave it for one day and the results are AMAZING. Clothes look like brand-new. Very useful in old white underwear.”

■ **Cesar Augusto Amaya Duran**

“I really hate coffee stained cups or mugs so I put a few drops of L.O.C. in the cup then fill with water and let it sit usually while I go to the shop or something. Then I simply empty the cup and wipe it out with a dishcloth and I have a sparkling new cup.”

■ **Tania Hawtling**



## 2015 Achievers ANZ

# HONG KONG

*Our Achievers 2015 qualifiers traveled to Hong Kong in November to celebrate their success! With luxury accommodation at the Shangri La Hotel and the InterContinental Grand Stanford Hotel, world class shopping and delicious food, this was a trip to remember.*

## Day 1.

Achievers 2015 qualifiers received the red carpet treatment as they were welcomed to the event in style at a Hong Kong “In the Movies” themed dinner event. There were special appearances from James Bond 007 and Bruce Lee, famous Hollywood movie props and an unforgettable spread of canapés and beverages.



## Day 2.

The VisionNEXT full day Business Session was held at the Shangri La Hotel. This Business Session was

inspirational and energy packed from start to finish with a delicious, all you can eat, authentic Chinese buffet lunch. Highlights of the Business Session include IBO recognitions for our Platinums, Founders Platinums, Rubys, Emerald and Diamonds. We also heard from fantastic guest speakers Michelle D’Allaird from the Aesthetic Science Institute and Dan Gregory, President and CEO of the Impossible Institute.





## Day 3.

It was a day full of team-building as our Achievers 2015 qualifiers set out to explore the sights of Hong Kong! The activities available included the 'Piece a Puzzle and WIN' competition. This involved entrants exploring Hong Kong, collecting puzzle pieces and winning an awesome pair of Italian Superga sneakers. We also had the 'Click a Pic and WIN' competition. Entrants had to take creative photos using selfie sticks and various props around Hong Kong and upload it to social media with the hashtag #AchieversYourHongKong. Check out the winning pics on our Facebook page.

Other activities on offer included a day trip to Lantau Island, a day trip to Macau, the Hong Kong 101 tour with a Sampan ride and a visit to Stanley Markets and a Nine Dragons Journey tour visiting a variety of popular temples.



## Day 4.

The ladies on our Achievers 2015 trip treated themselves to the ultimate luxury experience at the Supreme LX™ Inzpire Spa, where they sampled and learned about the incredible NEW ARTISTRY Supreme LX range. Our Achievers 2015 qualifiers ended the day at an XS™ Energy party in the iconic Ozone Bar at the Ritz Carlton Hotel. With breathtaking views and a variety of XS™ Energy cocktails on offer, this was a sensational party!

## Day 5.

Our Achievers 2015 qualifiers ended their trip with time to get to know their teams whilst enjoying a delicious farewell lunch. The lunch was held at the infamous Aqua and Hutong Restaurants over looking the harbour.



# IT'S ALL ABOUT THE BASE

*Makeup goes beyond being part of our daily routine, it gives us confidence. ARTISTRY® Global Makeup Artist, Rick DiCecca has worked with world renowned actresses and supermodels and is a master of what he calls 'the beauty of real women' believing every woman can be beautiful.*

ARTISTRY have created a simple and guided approach to product discovery and use, designed to unlock your potential so you can feel and look your best. ARTISTRY Signature Beauty is based on three easy steps: EVEN, DEFINE and COLOUR.

Did You Know? - When a woman finds a foundation she loves, she continues to purchase it for an average of 7 years.\*



“

*The underlying thread of each woman's beauty, no matter who she is, where she is from, or what she is facing, is confidence. If you're able to do magic to your eyes, cheeks, lips – and to look in the mirror and like what you see – then you gain confidence. And confidence is beauty*

”

**Rick DiCecca**

## STEP 1 - EVEN. IT'S ALL ABOUT THE BASE.

The ARTISTRY Signature Makeup Technique starts with the EVEN step and includes foundation, powder and concealer to even out and perfect your skin tone.

First step's first. The best base starts with great looking skin and an ongoing skincare routine is critical for creating a perfect base for flawless results. So cleanse, tone and moisturise twice a day

and exfoliate twice a week to ensure the skin is well hydrated, nourished and free of dead skin cells. If the skin is too dry or dehydrated, it will draw your makeup into the skin and it won't last throughout the day. If your skin is too oily, your makeup can separate and look shiny throughout the day.

**To achieve the perfect base you need to meet the 3 Cs – Compatibility, Coverage and Colour.**

**Compatibility** — Make sure your makeup suits your skin type and also consider the benefits that are most important to you (e.g. long wearing).

**Coverage** — What type of coverage do you want? Sheer, medium or full coverage? Also ask what kind of finish do you want? (e.g. how the foundation looks on the skin).

**Colour** — To find the perfect colour, use the ARTISTRY Colour Matching tool. To match a foundation on the skin, choose 3 colours closest to your skin tone. Apply a stripe of each colour to the jawline of cleansed skin. The perfect colour will blend with the tone of your skin. The wrong colour will show up too yellow or pink.

Stay tuned for the next edition of *Achieve* to learn more about the **DEFINE** Step and maximEYES your look.

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FORWARD BEAUTY

# ARTISTRY®

## Contouring Guide

### Secrets for shaping the face

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**Contouring:** Darker areas of the face appear to recede or look smaller.

- Use products with shades deeper than your skin tone. Wear on the areas you want to minimise.



**Highlighting:** Lighter areas of the face look highlighted and appear to stand out.

- Use products which are lighter than your skin tone, or which reflect light.
- Wear on the areas you want to highlight or to make stand out.



### STEP ONE

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After applying BB cream, CC cream or foundation as a base, apply a lighter shade of foundation (liquid or powder), just above the cheekbones, on the forehead and on the bridge of the nose. For more luminosity you can also apply a light dusting of ARTISTRY® Brightening Pressed Powder.



### STEP TWO

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Apply a darker shade of foundation just under the cheekbone and also at any other areas you want to reduce such as the sides of your nose or under the jawbone.



### STEP THREE

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Gently blend with a powder brush and apply your favourite blush on the apples of your cheeks to give a rosy glow.



# BodyKey® Success Story

*with Vinod & Sindhura Vemareddy*

*Vinod and Sindhura Vemareddy have been on the BodyKey® by NUTRIWAY® program for 9 weeks. So far Vinod has lost 18 kilos and Sindhura has lost 25 kilos! Read on to see what they had to say about their weight management journey.*



## **What do you love about the BodyKey weight management program?**

We love the fact that it is a holistic and personalised weight management program that focuses on 6 key areas including stress, activity, diet, meals, mind-set and sleep. We also love that the program is comprehensive, providing a personalised path to your desired weight. The program is unique to suit your needs – it doesn't get better than this!

## **What is your tip for selling BodyKey?**

Become a product of BodyKey. Our results were noticeable and our strong belief, experience and knowledge in the product was key.

We sold a total of 21 BodyKey packs from 25 September to 31 October!

## **What is your top product pick in the BodyKey 60 Day JumpStart Pack and why?**

We love the BodyKey shakes as they are tasty and have no artificial colours, sugars or preservatives. They are a fantastic meal supplement packed with vitamins and minerals. We love blending fruit with our BodyKey Shakes to make healthy smoothies.

## **What are the achievements you are proud of?**

The greatest achievement is to be able to help others reach their weight management goals. We have formed support groups to mentor our BodyKey users with consultations and support throughout their journey. We believe the sales are not about getting a person started on the program, but it's about helping them achieve their goals and giving them belief and trust in the product and the business.

We have also experienced fantastic results on our weight management journey. Special thanks to our awesome mentors, Hemant and Smitha Sahela and Umang and Jessica Khara Lakhani for their continuous support and encouragement.



**BEFORE | AFTER**

Coming  
soon!

# Shake n' Shape with BodyKey®

- Introducing the Shake n' Shape pack by BodyKey® – Created to help you shake up your shakes and stay on track with your weight management goals.



## Shake n' Shape with BodyKey Pack

### PACK CONTENTS:

- + Shake n' Shape with BodyKey® Recipe Book
- + Shake Blender
- + 1 x BodyKey Meal Replacement - Chocolate
- + 1 x BodyKey Meal Replacement - Vanilla

## Berry Deliciousness

### INGREDIENTS:

- + 1 sachet BodyKey® by NUTRIWAY® vanilla meal replacement
- + 5 medium strawberries
- + 250ml skim milk
- + 5 raw almonds

Add all ingredients into a blender and blend until smooth.



ONLY  
**278**  
CALORIES

*Fact: Berries are high in many vitamins including the immune booster C and A.*



# *Recognitions*

Here we recognise the great achievements made by our Amway IBOs.





## D I A M O N D



## **Congratulations** **DIAMOND IBOs Patrick** **and Joyce Mahakkapong**

Patrick and Joyce Mahakkapong know (without a doubt) that their belief in Amway products and the company have enabled them to reach dizzying levels of success in their business. Patrick and Joyce recently reached Diamond Level in Australia, but this is not the couple's first title. "We are Crown Ambassadors in Thailand and new Executive Diamond in North America too," says Patrick quite modestly. "We have a global business spanning across 30 countries and over 20 nationalities in our team," he says.

Patrick started his Amway business in 2002, after being introduced to the opportunity by Joyce. They later got married and have been running the business together since then. "We have developed massively as leaders in the last thirteen years says Patrick. Amway is a people business and we work with people who have a dream and are committed to achieving that dream."

Big dreams come with even bigger challenges and this couple has experienced it firsthand. "The more you build your business, the more challenges appear which help in shaping your leadership skills further. The benefit of facing huge obstacles is it makes you stronger," explains Patrick.

How does one even begin to build a global business like one run by Patrick and Joyce? "Every year we start with a goal of focusing on all countries/markets says Patrick, we create and follow a [strategic] plan of building our Amway business in all markets and enjoy the journey." They start by sharing the opportunity with one person at a time, someone they have met and befriended in their daily lives. "It's easy to make friends and stay in touch with people because of social media says Patrick. Before social networks, we had to ask for a telephone number so that we could make contact, nowadays all we need is their Facebook and messenger details."

Both Patrick and Joyce love how the online world has made it so easy to keep in touch with their teams who are based in Australia, Thailand, Hong Kong, Vietnam, United Kingdom, North America (among other countries) and even as far as Columbia. "We use all the online tools," laughs Patrick. "I have my own Facebook page and use all the different messaging tools unique to each country to communicate with my team members."

These inspiring entrepreneurs love the freedom and meaning their Amway business has given them. "We have become global citizens living like locals in each country we build our business in." Patrick has been to New York and Las Vegas over 20 times and is currently building his team in Europe while living in California. "We're living a meaningful life helping other people to fight for their dreams and inspiring them through our story," they say.

Not content to stop here, this power couple have their eyes fixed firmly on achieving Founders Crown Ambassador FAA70. "It'll take us ten years to achieve our BIG dream and we've already begun to put in the work which will take us there," says Patrick.

***We have become global citizens living like locals in each country we build our business in.***





## F O U N D E R S E M E R A L D



### Wen Qing Feng (Mary)

"I don't think I'm very successful because I'm still on the way to where I want to be ultimately," says new Founder's Emerald Wen Qing Feng (Mary), age 51, when asked about what makes her a success.

Originally from Kwun Tong China, Mary came to Australia in 1987. She heard about Amway from a co-worker and started using ARTISTRY® products. In 1993, she signed up as an IBO following a friend's product demonstration in her home. Later at an Amway business meeting came the turning point that sparked Mary's interest in running her own business.

"I listened to presentations by some leaders who talked about the prospect of travelling on business travel once IBOs reached Platinum level. Travelling around the world became my motivation

to start and succeed in my business. I'd been using ARTISTRY products for 6 years by then and I knew they were excellent!"

Mary began by contacting her friends and sharing the business and products with them. In 1995 she finally left a full time Accounting job to focus on her business. "The best thing about Amway is that you can either use the products or run a business, it's flexible and all my clients say the products are wonderful."

"The secret to building a successful business is people who are willing to work hard and are excited about building a business together," she says. Mary says her business has provided financial security and freedom and her next big dream is to reach Diamond and above.

**“The best thing about Amway is that you can either use the products or run a business, it's flexible and all my clients say the products are wonderful.”**



## E M E R A L D

### Kannalin Piyanantawarin & Chaweang Kunchayangkul

Kannalin Piyanantawarin (Pam) and Chaweang Kunchayangkul (Chris) have always run their Amway business based on this motto 'Always be a professional in whatever you do in life.' It's this adage that's helped the husband-wife team from Thailand to achieve whichever goal they've set themselves.

Pam and her husband Chaweang, both Mechanical Engineers by qualification, were introduced to Amway separately by their siblings while at university. "Once we understood the concept of ongoing income, we knew it was better to work hard and be free for the rest of our lives," they say.

Recently the couple achieved Emerald and it feels good. "I've always wanted my own business

despite having a family business," admits Pam. "I saw it as a chance to build something on my own. I took full ownership of my Amway business from the beginning.

What is the key to their success in the business? "It's crucial to learn and study the business so I attended meetings and listened to material on CDs and tapes to know the ins-and-outs of the business," says Pam.

What's the couple's advice to new IBOs? "Know your business in-depth and always be the ultimate professional. Listen to your uplines' advice and trust them; it's the way to success."

"Our next target is FAA 40 and Diamond level in Australia. We know we can do it," they say.



**“Once we understood the concept of ongoing income, we knew it was better to work hard and be free for the rest of our lives.”**





## FOUNDERS PLATINUM



***We are not only achieving our goals but we are also helping others to succeed.***

### Bing Li Gao & Jing Zhang

#### **1. Do you have any tips for prospective Amway Independent Business Owners on building a successful business?**

To build a successful Amway business, you first need to be a 100% Amway product user. Use the products, learn about the products and love the products then you'll have the confidence to share your experience with your friends and prospects. Don't stop learning. Continue educating yourself about this business, learn and update yourself with new product information so you'll have the knowledge to share and talk about the Amway business with others.

#### **2. Do you have any tips on keeping your team motivated and on track?**

Our team members are not only our business partners but they are also my family. Our big Amway family.

Even though everyone has different goals and dreams, work as a team and support each other as a family. Be open, honest and respectful towards

each other. Help others to achieve their goals then they'll also help you to achieve yours.

#### **3. What do you love most about being an Amway Independent Business Owner?**

What we love most about being an Amway Independent Business Owner is that we are not only building a business for ourselves, we are also building a better lifestyle for others. Whether it's to help people with their weight loss or skin concerns, seeing the smile on their faces telling you how much they love our products and seeing how much their life has improved after using Amway products, that's the biggest reward we get!

Being an Amway Independent Business Owner, we are not only achieving our goals but we are also helping others to succeed. We want our friends to be on the same stage with us being recognised for their hard work and success, and we want to share this amazing business/life opportunity with everyone.

### Danping Fang & Kai Yin Lam

#### **1. Do you have any tips for prospective Amway Independent Business Owners on building a successful business?**

Basically, I think there are 3 points which has helped to develop my Amway business; I'm a 100% Amway product user, I inspire people to pursue their dreams and Amway is a vehicle to help them to live a better life. ARTISTRY® and NUTRIWAY® products are the most popular within my team.

#### **2. Do you have any tips on keeping your team motivated and on track?**

I always lead by example when working with my team. I also follow Amway directives and Amway's staff are very supportive and willing to help my IBOs know and understand more about either the products or the business. My team and I feel very fortunate to work with Amway.

#### **3. What do you love most about being an Amway Independent Business Owner?**

Firstly, as an Amway Independent business Owner, I love every single product. I always keep an eye out for new directives. In October and November when Bodykey® and Supreme LX™ launched, my team focused on promoting the weight management and skin care products. Amway organises a lot of events and programs which help my team to introduce Amway products and business opportunities to our prospects.

Amway incentives are very attractive and keep my team moving. Strategies provided by Amway managers enable me to build my business in a sustainable structure. All these advantages support my business to grow significantly.



***My team and I feel very fortunate to work with Amway.***



## F O U N D E R S P L A T I N U M



### Darshan Kumar and Priya Vacchani

**1. Do you have any tips for prospective Amway Independent Business Owners on building a successful business?**

My advice would be to master the basics. This business, like any other, needs time and efforts to become a successful thriving business.

**2. Do you have any tips on keeping your team motivated and on track?**

Be the right example for the team to follow.

**3. What do you love most about being an Amway Independent Business Owner?**

Personal development through real experience in dealing with people.

“ *This business, like any other, needs time and efforts to become a successful thriving business.* ”

### Michelle Dupen

**1. Do you have any tips for prospective Amway Independent Business Owners on building a successful business?**

My advice is to get yourself a story, be a 'product of the product' and always follow your upline.

**2. Do you have any tips on keeping your team motivated and on track?**

Make it fun to build a business. I make them feel good about themselves and what they do. Encouragement all the way!

**3. What do you love most about being an Amway Independent Business Owner?**

The best thing about being an IBO is I don't have a boss. It's my choice in how quickly or slowly I build my business, it all comes down to me. I don't have to rely on anyone else for what I earn.



“ *I don't have to rely on anyone else for what I earn.* ”



## P L A T I N U M



### Chun Ming Liu & Chang Wei Xiong

Chun Ming Liu (Mimi) was an Amway customer for more than 10 years before she decided to become an IBO. "I was introduced to Amway by my friend Grace and started off using the washing powders," she recalls.

"When she invited me to the Chatswood Business Centre opening, that's when I found out that there were a lot more products than I was using at the time and a business that I could own too!" For a stay-at-home mum of two children, the idea of making money from products she already knew and loved was eye-opening. Mimi joined the business as an IBO in 2013 and last year was given an award for highest PV.

"I'm very proud of this achievement, says Mimi, it meant a lot to me especially as I love all the products. My favourite was Creme LX® which has now upgraded to Supreme LX®. I started using it 2 years ago and I've received so many compliments on how young and beautiful it's helped me look!" she says.

For a kindergarten teacher-turned-housewife from China, Amway has given Mimi a chance to earn her own income and build financial security for which she's extremely grateful.

### Elizabeth & Andrew Webb

Elizabeth Webb, 53, joined Amway in 2013 because she wanted to get healthy and lose weight. She achieved this goal by losing a whopping 28kg with NUTRIWAY products.

"I've become a bit of an evangelist for losing weight through optimal health principles: I see it as an important ministry. I want to help as many people as I can after becoming full time in my business from 2016," says Elizabeth. This part time librarian of 18 years is taking a leap of faith by resigning from her job so she can be fully present in her business.

"Andrew and I want to build a business that'll give us income after we both retire from our traditional jobs," she says. "It's a big motivator for me presently. Another big dream is to buy our own property on acreage outside of Sydney and through dedication and hard work, I know the business will help us to achieve both these dreams," she says.

Elizabeth believes in the opportunity so deeply that she's also included her four adult children in the team as customers. "Should they wish to build the business at some stage in the future, I've made sure they're already experiencing Amway products and part of a team," she explains.



### Harshil & Vaidehi Parikh

"We're not what we have done, we're what we have become."

'Despite having a lucrative corporate career in IT, I was always looking for opportunities to gain more control of my life,' says Harshil who took up the Amway opportunity in 2010. Later Vaidehi joined him in the business while pursuing her career as a physiotherapist following their marriage.

A turning point in their life came after Vaidehi had to leave her career due to serious health challenges. After this, she decided to devote all her efforts in building their business. "Thank God we didn't let anyone's opinions come in the way of our dreams. I love the flexibility this business

provides," says Vaidehi.

eSpring™ and NUTRIWAY® are their favourite products and both Harshil and Vaidehi love making a difference in peoples' lives with the great quality products and the 'best' business opportunity. They are very grateful to their uplines and support system for their success.

"Have faith in yourself and in your dreams, never give up," they say to other aspiring entrepreneurs. With an unwavering belief in themselves and the business system, they're determined to build a global business and have great choices for themselves and their parents. "We feel we're just getting started," they say.





## P L A T I N U M



### Li-Wen Chien and Kim Fong Ng

Li-Wen Chien (Ivy) and Kim Fong Ng (Daniel) believe there are three fundamental tasks in a business which are always vital to build up the strongest foundation: sales, sponsoring and service. This is the secret behind their business success which has helped them reach Platinum level.

Originally from Taiwan, Ivy, a registered nurse and Daniel, an architect were introduced to Amway products in Taiwan which they used for many years. In 2009, they joined as IBOs after Ivy's friend introduced ARTISTRY® Creme L/X® to her which was

the first time Ivy used Amway products in Australia.

They decided to run their own business after seeing the potential of the lifetime sustainability of the business. "We also love the high quality products" say Daniel and Ivy. Their favourite part of having an Amway business is helping other people be the best version of themselves. "We are extremely proud of having achieved Platinum level and seeing team members do the same," they say.

### Kruger and Martha Roache

One question changed Kruger and Martha Roache's year and perspective towards their business in February 2015: "If this was to be your best year ever, what would you have done differently?"

This question asked by their upline left them pondering what direction they wanted to head into; they chose to build their business by setting a goal: Hong Kong in November 2015.

With a finance degree from Canberra University, the idea of running reports for a living didn't really appeal to Martha especially after having children. "Kruger's then boss introduced us to Amway. While he was

keen on the business side of things and the income, I thought the bonuses were fantastic because I love to shop!"

"After our leader asked us the question, we realised our business could give us more choices and freedom. We decided to go for it and a few months later qualified as Platinum and achieved the free business trip to Hong Kong!" says Martha.

"What we have learned was to have a 'Never Quit' attitude, we became teachable together with our high work ethic and the desire to succeed in the Amway business for our FREEDOM!" they say.



### Noppawat Sopasettanan and Prapaipit Vanveeratikul

Noppawat had one humble goal when he joined Amway as an IBO 17 years ago; to help his mum out financially (she was the sole income earner for their large family).

4 years after becoming an IBO, this engineer-turned-entrepreneur reached Diamond in Thailand. How did he do it? Noppawat has a deep love for the products "the best in the world" he says and clear goals of what he wanted to achieve as a business owner. He started off by using the products and even names an Amway toothpaste as his favourite product then, and shared the business with others.

His business currently spans Thailand, the Philippines, Vietnam, USA and now Australia. In fact, after only 10 months of arriving in Australia, Noppawat and his wife Prapaipit reached Platinum level.

The best part of being an Amway business owner he says is working with "quality people" and being able to apply Amway's systems and processes to build a successful business across different markets. "It doesn't matter which market I'm operating in, he says, it's the same principles throughout to build a strong business." Noppawat also credits his mentors for his success and is grateful to Amway for providing him and his family with financial freedom.



## P L A T I N U M



### Pheng Sithakoul and Shangze Cui

Pheng was introduced to the Amway Business in November 2014. "Hongxia invited me to see the iCook® Demo and also introduced the eSpring™ and Atmosphere® to me. I loved the products so I joined as an IBO and bought all of them!"

The 58 year old mother-of-two and grandmother of one originally from Laos runs her Amway business and a massage service from home. She loves the products and enjoys the sense of partnership with her team. "The quality of the products is just fantastic and the relationship with my team feels like a real family, those are my favourite parts of having an Amway business!" she says enthusiastically.

"Mine and my family's health have improved immensely after we started using the products, the income and time are a big bonus," she says. "I don't need to take as many massage clients as before, now I can have more time for family."

Pheng says she sees a large and prosperous Amway business in her future. She also wants to use some of her income to build a school in Laos. "Amway is a people helping people business, through which we can make other people's lives better and richer," says Pheng.

### Scott Hayhoe and Louise Wilson

"No other opportunity ticks all the boxes like an Amway business," says IT business owner and father of two Scott Hayhoe. Scott and his partner Louise joined Amway in 2012 and have replaced Louise's full time income, enabling her to stay at home with their two children ages 4 and 6.

"I've been in the IT business for 14 years, earning good money but not enough time with my family," says Scott who began to build his business two and half years ago. Scott was often called away on urgent client business and had a poor work life balance. "We joined Amway looking for a different result and we found it," they say.

Louise is currently full time in the business and finds it's a natural fit for her given her naturopath background. Having a flexible business like Amway gives Scott and Louise freedom, choices, additional income and precious time with family.

"The big dream for me is to become full time in the business and retire from IT. When we first started, I didn't think we could succeed but two and half years later plus some hard work we are on our way to achieving it," says Scott.



### Umang Lakhani and Jessica Khara

"Amway is the business of the 21st century and beyond," say Umang Lakhani and Jessica Khara who joined Amway in 2012. Currently in full time jobs in the mining and pharmaceutical industries, they dream of becoming financially free in the next three years; quit their traditional jobs and go full time in the business.

Umang and Jessica were introduced to Amway by a close childhood friend. "Amway gave us the opportunity to start our own business with little investment but with the potential for growth in more than 100 countries."

The couple say that networking has become a way of life. "We decided to do it for ourselves and if we can empower other people to do the same, it's a win-win. Plus we love the business and travel opportunities that Amway provides," they say.

"Our Amway business has allowed us to build something together as a family. It gives us great satisfaction to see people dreaming again," says Umang. What's their one tip for others wishing to achieve success in the business? "Don't wait for the right opportunity, grab opportunities and make them right," they say.



## G O L D P R O D U C E R



Chitra Phaenphongsae &  
Supawan Chittisornsakul



Kornprom Promjarn



Lissa Maryance



Mitja Schenning &  
Hatsuho Nakagawa



Sirawoot Charoenwong &  
Patinee Sathathammak



## S I L V E R P R O D U C E R

ARNON CHAIWICHAI & SIRIPHAN THAMMAWONG - NSW

BARRETT, DAVID & HOBBS, JULIE - NSW

CHAIRERK PONGKAPAN - NSW

KANGYANG LEE & YEE CHING OOI - NSW

SIEW MING HO & MEE YONG WONG - NSW

STANLEY HADINATA - NSW





CONGRATULATIONS!

## CHART YOUR COURSE



Our Amway Diamonds are doing a fantastic job on mentoring their teams on learning, practicing and sponsoring with the Chart Your Course Program. Let's hear from two of our Diamonds, on what makes the Chart Your Course New IBO Program work for them and their teams...

### Mitch and Deidre Sala



Mitch and Deidre Sala, Diamond, find that Chart Your Course program has made starting an Amway business for a new IBO a 'no-brainer' with the added benefit of saving up to \$200 when buying products.

"It's a huge incentive for new IBOs to connect with the products early and experience the benefits and superior quality of Amway products," says Mitch who has run his Amway business with partner Deidre for years.

Chart Your Course helps leaders to confidently promote the business and products because it delivers great savings and incentives for new IBOs to try a bigger range of products earlier.

All Amway products are backed by the 100% 90 Day Satisfaction Guarantee which is a potent combination explains Mitch.

"In my business it has helped create more volume and build belief in the product quality due to the incentive to try a broad range of products early on," he says.

So how can a new IBO make the most of Chart Your Course? "Be a 100 percent user of the Amway product range so you're clear on the benefit and quality of the products and be totally familiar with the program's benefits to lead the new IBO responsibly," says Mitch.

### Simon Godfrey



Simon Godfrey, Diamond from New Zealand says the Chart Your Course program is a fantastic way of changing the buying habits of new IBOs and developing sustainable on-going volume.

"The best feature of the Chart Your Course tool is the vouchers and money earning opportunities that new members receive in their first 90 days, giving them a great first 90-day impression of the Amway Business" says Simon.

"I've been promoting Chart Your Course to prospects at the end of the business presentation and encouraging my team to do the same by helping people understand the benefits not only

for the new IBO but also for the sponsoring IBO and Platinum for their training and support."

Simon advises working closely with new IBOs on the Chart Your Course program. "Ensure they're ordering correctly, on a timely basis and maximising the benefits available to them because they usually don't understand this from the beginning."

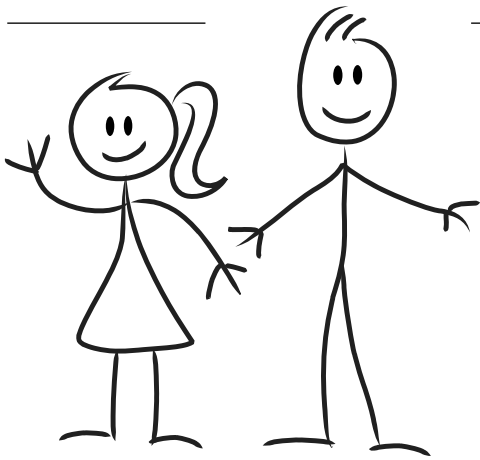
"The feedback from IBOs who have used Chart Your Course is it's a fantastic tool to get PV happening as quickly as possible and in a viable manner," says Simon.

## CHART YOUR COURSE PLATINUMS



*Bosco Lau & Cecilia Poon  
Damian & Suzanne Fogarty  
Emily Long & Peter Shade  
Steele & Sheila Bishop  
Umesh & Tungisha Gupta*

*Danping Fang & Kai Yin Lam  
Yuxi Ou & Fan Wang  
Mona Handa & Raghbir Gill  
Suchart & Piyawan Chainamyont  
Nucharin O'dwyer*



# CHART YOUR COURSE

**CONGRATULATIONS!**

TO OUR CHART YOUR COURSE  
CHAMPIONS WHO HAVE EARNED  
THEIR \$250 BONUS.

THE \$250 SPONSOR REWARD IS A REWARD  
FOR ALL THE HARD WORK YOU HAVE PUT  
IN TO SUPPORT AND TRAIN YOUR TWO NEW  
FRONTLINE IBOS TO ACHIEVE SUCCESS.

See terms and conditions for further information.

## NEW ZEALAND Chart Your Course Champions

*Albert Ting*

*Alex Hy\**

*Bing Li Gao & Jing Zhang\**

*Bixuan Yuan*

*Boyan Li\**

*Chusen Han & Jian Li Liu\**

*Correna Richards*

*Daphnie Difei Zhang & Shaoliang Jiang\**

*Gui Qing Cao\**

*Guilan Zhao*

*Hai-Feng Xu & Yuan-Zi Gong*

*Hee Young & Duk Keun Sun*

*Heng Luan\**

*Hong Mi & Anthony Lalle*

*Hong Zhao*

*Hui-Lan (Sandy) Wang\**

*Huixian Cao*

*Jiani Cheng*

*Jianping Liu*

*Jianping Wang*

*Jing Ran\**

*Judy Chhy*

*Jue Jin & Richard Hastie*

*Lan Guo & Andrew Wong\**

*Liang Wang\**

*Lin Ma & Chi Zhang\**

*Ling Zhang\**

*Lucy Li*

*Meijuan Yang\**

*Mingxiu Zhang*

*Misun You*

*Ping Fa*

*Ping Fang & Yaqin Dai\**

*Qian Shao*

*Sally Huang*

*Shanshan Li*

*Shaohong Li\**

*Shirley Zhang\**

*Shun & Tjaart Liebenberg\**

*Shun Liebenberg\**

*Shuqian Lai*

*Si Yuan Gao*

*Soon Hee Jeong*

*Sreng Lim*

*Tatiana Andreeva & Sergey Andreev*

*Wei He & Qing Song*

*Wei Hua Jing*

*Wen Yuzhao Hui*

*Wen Zhu\**

*Xianye Ke\**

*Xiao Li Lin\**

*Xiao Lin*

*Xiaohong Yuan & Yashen Sun\**

*Xiaojun Li*

*Xiaoying Wu\**

*Xue Mei Zhao\**

*Xueyan Wu*

*Xueyi Wu*

*Yan Gao\**

*Yating Nan\**

*Yi Fan Zhang*

*Yi Li*

*Yi Liu*

*Yin Zhang\**

*Ying Chen Wang*

*Ying Zou*

*Yu Ting Lin & Sheyechangetu Wang\**

*Yun Kai Liang*

*Yune Zhang & Jiping Lu\**

*Yunfeng Gong\**

*Yuying Zhang\**

*Zhijian Sun*

*Zijuan Yu*



## AUSTRALIAN Chart Your Course Champions

Alexander Ionn  
 Anna Luk  
 Araya Thurston\*  
 Ashraf Soas  
 Avinash Peter  
 Bartholomew Robertson  
 Bibin George & Christy Mathew  
 Bosco Lau & Cecilia Poon\*  
 Carizza Alunan  
 Carlie & Scott Hart  
 Cer Cin Thluai Thla Ceu  
 Cesar Guerrero & Teresita Francisco  
 Chairerk Pongkapan  
 Chaitali & Prakash Panchal  
 Chaitanya & Supriya Govande  
 Chamaiporn Kaewrakmuk  
 Chang Mei Yao  
 Chenxi Yu  
 Chi Ying Kung & Wing Hong Lee  
 Chong Shin Bong  
 Chuleeporn Tanasamanchoke  
 Cin Zah Sui Ly  
 David & Colleen Smith  
 Deepak Adhikari & Alona Lamichhane  
 Adhikari  
 Demi Sang Ngoc Pham  
 Dylan Sebastian Campbell & Nikola Gabri-  
 elle Bye  
 Emily Long  
 Eugene Dalagan  
 Evan Xiong  
 Fu Yan  
 Geoff & Anne Brook  
 Ghufra Hussein  
 Gui Lan Zhong\*  
 Hann Chuan Hong  
 Hararei & Dionne Matene  
 Harshil & Vaidehi Parikh  
 Hathingoc Galbraith  
 Heong Leng & Jeniwati Njotoprawiro\*  
 Hong Bing Ni  
 Hong Xia Cao  
 Hong Yi & Le Cao  
 Howe Chun Lok & Lee Seng Hew\*  
 Huan Su Wong & Lucia Khoo  
 Jayakrishnan K Kadayakkara & Dhanja  
 N Nair  
 Jessica Soeun  
 Jiangyun Wei  
 Jia-Ying Zhou  
 Jie Wang  
 Jun Hua Zhang  
 Kamon Sootwiruch

Kanda Pakkaranang  
 Kanokporn Kamonruchutas  
 Kiing Ting Kiew  
 Kumar Badal & Krishna Kumari  
 Puri (Badal)  
 Lai Eng Ong  
 Lai Ram Par Par  
 Lan Yan  
 Latthiya Moolla & Paradorn Peeraputi\*  
 Leanne Bennett & Adam Buckley\*  
 Lee Lee Chai  
 Leeann Gardner  
 Li Qing Yang  
 Liang Fu  
 Lin Zhou\*  
 Lin, Sheng Nan & Ni, Jian Ming  
 Lysa Lim & Pwe Tjhai Tjhai  
 Mathew & Rosa Thurtell  
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 Melyn Leroy Cabana  
 Michelle Buddhipala  
 Michelle Diem Phu  
 Mohsin Ali Khan  
 Mona Handa & Raghbir Gill  
 Nakibul Islam & Momotaj Bagum  
 Namoi & Ronnachai Phuangbuppha  
 Nan Ka Lia & Nokio Zaitu  
 Nattapong Techasopapan & Suwannee  
 Anekvisudwong  
 Nattiya Khaensanthia  
 Neeraj Aggarwal  
 Nen Soun & Keosombath Vong  
 Ngun Ci & Sang Zel Hmun Hlawn Ceu  
 Nigel Wei Jie Li  
 Norman Lovemore  
 Nucharin O'dwyer  
 Nutchaporn Krongyut  
 Nyit Lan Lie  
 Panita Napapinan  
 Paradee Cooper & Pansilp Vitayapanit  
 Pek-Inn Sia  
 Pheng Sithakoul & Shangze Cui\*  
 Philbertha Sharleen  
 Qiang Dai & Zhi Jia Yan  
 Qun Xia  
 Rakesh Patel  
 Rewat Pongkapan  
 Richard & Karen Bolton  
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 Rohiya Contessa  
 Rudhresh Kirthi  
 Ruijuan (Becky) Zhang  
 Sakda Pukerdpim

Sanpagron Klosawad & Pilaiwan  
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 Sasikarn Phonlasen  
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 Selin Cukadar  
 Shi Hong Luo  
 Simon Rea & Lai Tattis\*  
 Sirawoot Charoenwong & Patinee Sat-  
 thathamakul  
 Sirikanya Rupkhom  
 Steele & Sheila Bishop  
 Stephen & Melissa Vink  
 Stephen Cooney  
 Supakit Wichotekrungkrai & Nat-  
 thayaporn Thongsian  
 Susanne Davies & Dennis Hambrook  
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 Thla Dim Cin Zah & Cak Thang Cin Zah  
 Thla Tin Lung Um  
 Thongbai Kaeorakmuk  
 Thosaporn Coldham  
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 Umesh & Tungisha Gupta  
 Vincent Newey  
 Vinod & Sindhura Vemareddy  
 Vivek Shankar  
 Wai Chee Ko  
 Wanyu Guo  
 Wei See Nyew  
 Wen Qing Feng  
 Wirada Phatcharasrikun  
 Xianghong Li  
 Xiaoli Zhou & Zhi Tang  
 Yadi Fang  
 Yan-Er Wang & Hong Ma  
 Yanjun Su  
 Yaowapha Suwannaphet  
 Ying Sheng  
 Yip Wai Lun & Chang Mei Lien\*  
 Yiru Chen  
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 Yolanda Barrera  
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 Zhexia Wang  
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 Zhuqing Lan  
 Zhuyu Yu

\*These IBO Sponsors have earned the Sponsor Bonus/Rebate on more than one occasion.





## PRODUCT ACHIEVERS

- ***Becoming a subject matter expert can be one way to really stand out from the crowd when building your business.*** In this section, we acknowledge the efforts of those that have chosen to put specific Amway brands at the core of their business and become champions for the products.



### David Mansfield - *AMWAY HOME* Sales



David Mansfield, 62, a retired public servant from WA, says he plans to continue his Amway business into 'eternity'. David and his wife Anne, a solicitor, started their business in 1991. Amway's flagship home care products have been a significant part of their ongoing success. "We were introduced to Amway at a time when I'd reached the pinnacle of public service and was searching for the right opportunity," says David.

A balanced approach of helping others pursue their goals, using and retailing products are the key reasons behind a thriving business including support of through line IBOs, service of customers and word-of-mouth referrals.

"Many of my customers have grown up using Amway products like washing powder, passed

from parent to child. I personally love the shower and kitchen cleaners, they work amazingly well," he says.

"I always share the high quality of Amway products with prospects; share my own stories about how we've used the products for years. It costs less per unit and it's an environmentally preferred, cleaner alternative to what you'd find on the supermarket shelves," explains David.

Next 'pinnacle' for David is Emerald.

He shares these gems of advice for anyone looking to build their business with home care products. Know and understand the products, be passionate about them and most importantly use them yourself.

### Leanne Bennett and Adam Buckley - *ARTISTRY*® Sales

Leanne Bennett's specialty is makeup and she recognises excellent products; running a business on this winning combination makes ARTISTRY a perfect choice for this beauty professional and single mum of 4.

Leanne joined Amway 20 years ago after a referral from a friend. She recognised the massive opportunity the business provided her to "better her circumstances". Pregnant at the time with a toddler in tow, this entrepreneur knew what she wanted out of her business: financial freedom and time with her children.

She's passionate about helping other women, especially mums, apply makeup correctly to boost their confidence levels. She and Adam Buckley (dad of three), her partner of three years, are

building their business together where ARTISTRY is a big focus. "He gives me the leads and I do the consultations," she says.

Leanne and Adam believe their success has happened because of the fantastic products and Leanne's knowledge of the beauty industry. "Teaching someone, especially a mum, to apply makeup properly makes them so confident and that's great to see!" Helping others realise their own dreams through the business adds a sparkle for Leanne and Adam.

"Magic happens when you don't lose sight of your targets and focus," says Leanne on advice she'd give other entrepreneurs building their business using ARTISTRY products.





## PRODUCT ACHIEVERS



### Paul and Karen Racovalis - XS<sup>TM</sup> Energy Sales



In 1996, Paul Racovalis, a seafood seller, was attending his children's school function when a neighbour's observation changed his life. "You look extremely tired Paul; you need to look at other ways of making money." His neighbour introduced him to Amway and Paul decided to join immediately. "I had nothing to lose, he recalls and I was in a hurry to change my life."

The once always-tired father is now energising other people using XS<sup>TM</sup> Energy through his business. "It's helped to grow my business faster simply because it's a high quality product" and in today's busy world, B

Vitamins in XS Energy provides energy says Paul with enthusiasm.

"We initially looked for a younger demographic fond of energy drinks but quickly realised its appeal to the older generation who love the quality and the range of flavours on offer. Personally I drink 1 can a day, find it refreshing on warm days and it doesn't leave that bitter aftertaste in my mouth," says Paul.

His tips for building a successful business using XS Energy are, "Know your product and don't be afraid to talk to people."

### Steele and Sheila Bishop - NUTRIWAY<sup>®</sup> Sales

Steele and Sheila Bishop say they're in the business of 'people helping people helping people'. The Perth-based couple joined Amway in 2000 through a referral and built a successful business using NUTRIWAY<sup>®</sup> products by focusing solely on product benefits.

Steele, a retired professional cyclist was working up to 90 hours a week running two businesses when a good friend told him about Amway. "The products were good quality and available in wholesale and it was a complete no-brainer. We went to some

business seminars and saw the business as a way to buy back some time," he says.

"We quickly saw that by using NUTRIWAY<sup>®</sup> products and the health program we were on, we could empower others to take control of their lives and their health. We used our knowledge on health and fitness to share the products and the benefits people could get from them - not just the old or sick but all age groups," they say.

"NUTRIWAY<sup>®</sup> through Amway is changing people's lives and we want to help as many people as we can to achieve their goals," say the Bishops.





## ARE YOU THE NEXT ARTISTRY STAR?

- *Are you passionate about beauty?*
- *Are you committed to building your ARTISTRY business?*
- *This is an exciting opportunity to become an ARTISTRY STAR and brand ambassador.*

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