



# PLATINUM MEETING

FEB 2023

Sales Update



**Jennifer  
Wang**

*~20 Years w/ Amway*

# Successful ABO Leaders Business

- Core Plus



- Online Community



- Jom Bina Bronze 2.0



- ABO & APC Renewal Promo



- New ABO & APC Experience Programme



- NCA



- NPS



- Go Founders Platinum



- Recognition Events



- Training & Meeting (Hybrid)



# Core Plus+ ABO Compensation Journey

Early Incentive & APC  
PY 2021 (Jan'21)



Leaders' Incentive  
PY 2020 (Sept'19)

Customer  
Sales  
Incentive<sup>+</sup>



Bronze  
Foundation  
Incentive<sup>+</sup>



Bronze Builder  
Incentive<sup>+</sup>



Bronze Pin



Personal Group  
Growth Incentive<sup>+</sup>



Frontline  
Growth Incentive<sup>+</sup>



Two-Time Cash  
Incentive<sup>+</sup>



# How Core Plus+ Has Helped Newer ABOs

220,475

ABOs enjoying Core Plus Early Incentives

203,713

ABOs earned CSI



11,695

ABOs earned BFI



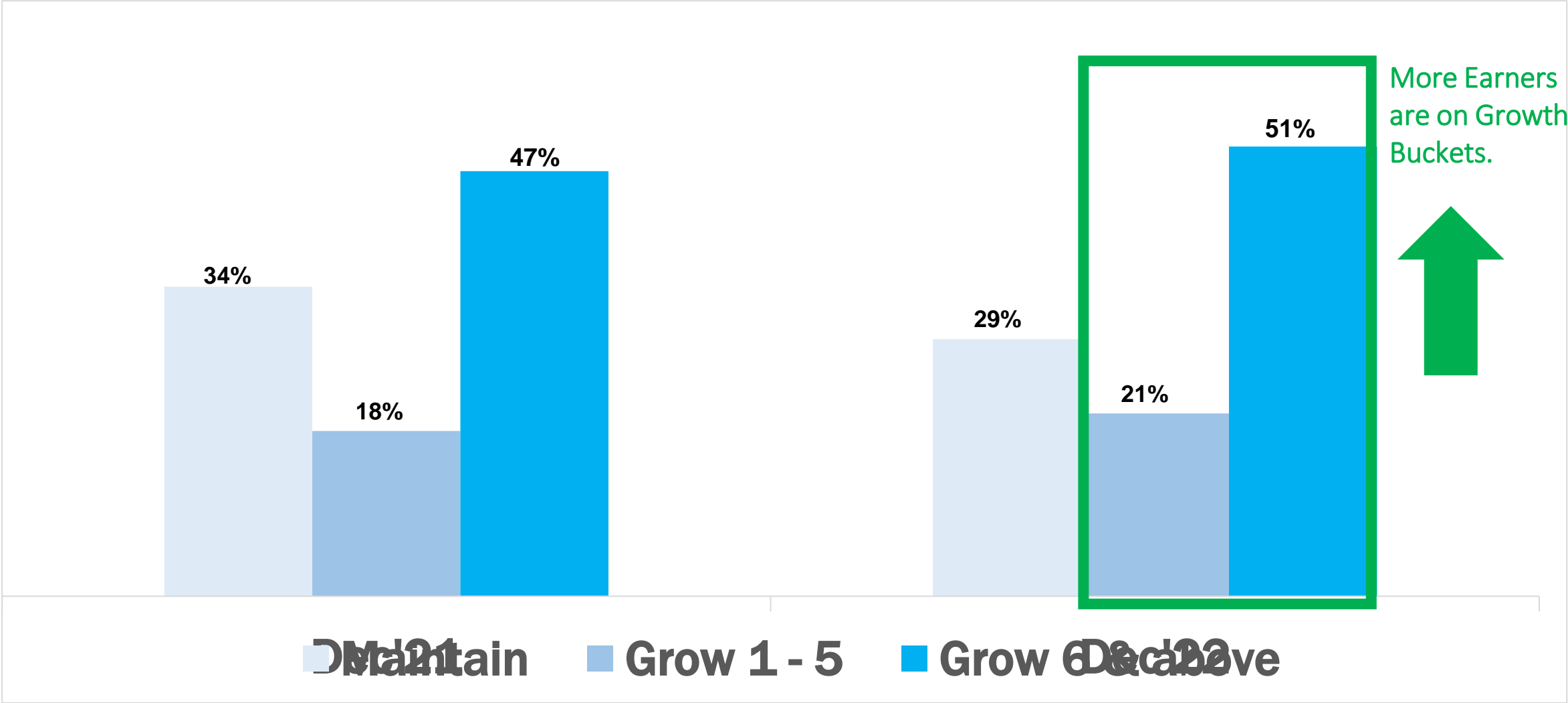
5,067

ABOs earned BBI



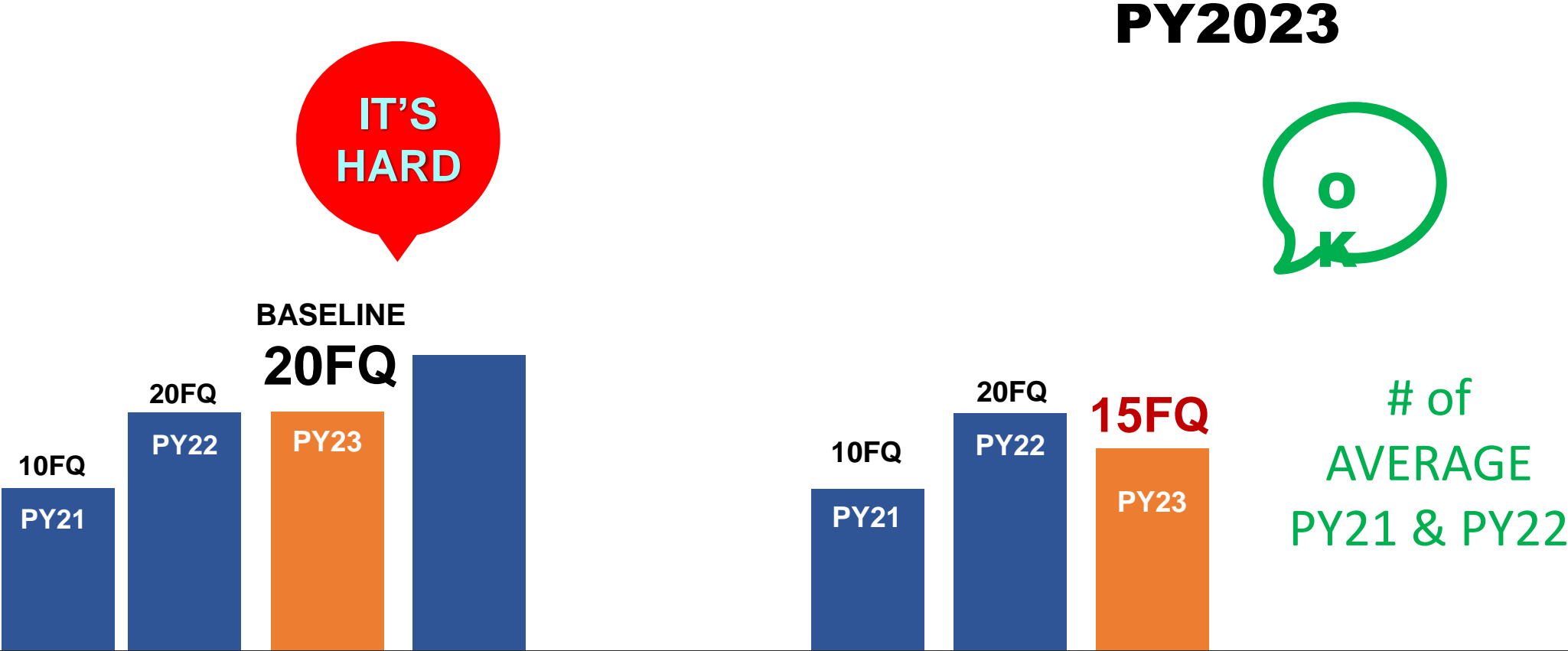
*\*Unique count since launch Jan'21*

# How Core Plus+ Has Helped ABO Leaders



*\*tracking as pf Dec'22*

# Core Plus+ Leader Incentive – FGI Baseline “Recount”





## Supporting Business Succession Planning

# GUIDE FOR SECOND GENERATION ATTENDANCE AND TREATMENT AT NON-CASH-AWARDS (NCA) EVENTS

Second generation (2<sup>nd</sup> Gen) who is a **\*Nominated Successor** of the qualified ABO may attend NCA events in lieu of the qualifier as per following guide:

### Diamond Invitational (Diamond & above)

- If one parent attends, the nominated successor is required to be an active ABO for minimum 2 years (based on performance year)
- If **both parents are not attending**, the nominated successor is required to be a **current Founders Platinum or above (based on performance year)**

### Amway Leadership Seminar (Emerald & above)

- If one parent attends, the nominated successor is required to be an active ABO for minimum 2 years (based on performance year)
- If **both parents are not attending**, the nominated successor is required to be a **current Platinum or above (based on performance year)**

The attending nominated successor will receive same treatment as parent.

The attending nominated successor will **NOT** participate in stage or grand entry recognition.

Effective from trip earned for **Performance Year 2023 onwards**



# Guest Speaker Support Update



## Purpose:

- To Create/Foster Harmony and Motivation Across All LOS

## Invitation:

- LOS can request Guest Speaker (Platinum up to **GAR Founders Executive Diamond**)



## Per Diem:

- Payment based on **Current Award Level** (vs. Highest Pin)

| Award Levels of Guest Speaker | Malaysia (RM) | Brunei (BND) |
|-------------------------------|---------------|--------------|
| GAR Crown & Above             | 6000          | 2500         |
| GAR Double Diamond & Above    | 4000          | 1800         |
| GAR Executive Diamond & Above | 3000          | 1200         |
| Diamond – Founders Diamond    | 2000          | 800          |
| Emerald – Founders Emerald    | 1000          | 500          |
| Platinum – Founders Sapphire  | 600           | 200          |

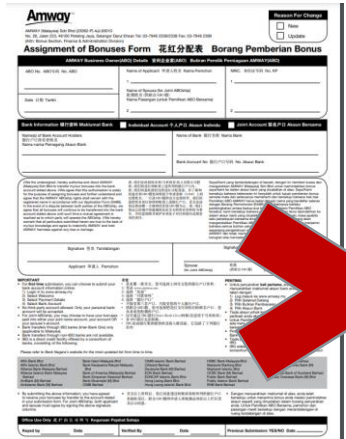


# OFFLINE REGISTRATION & ASSIGNMENT OF BONUS FORM

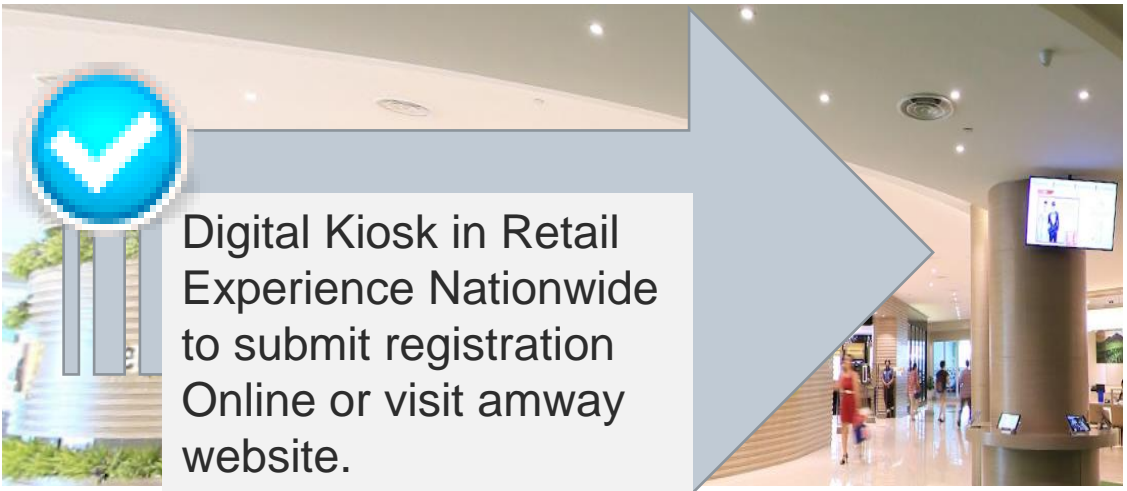


Physical ABO Registration Form

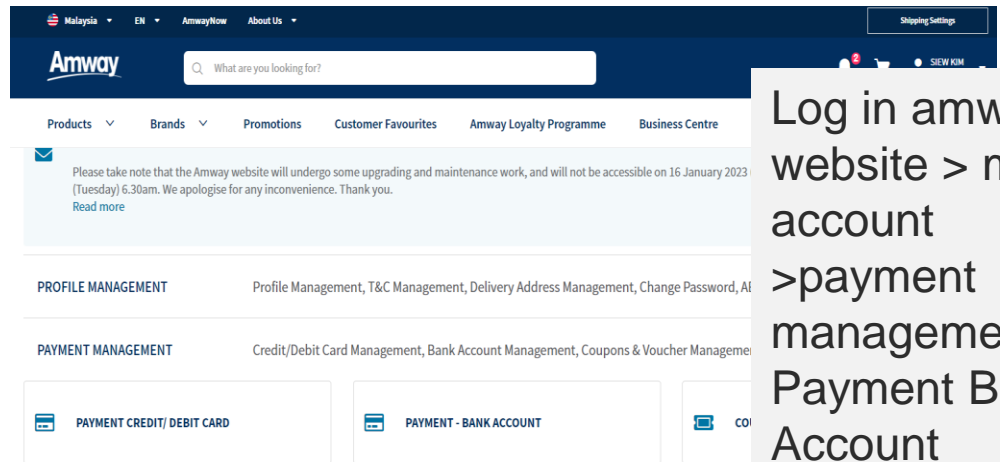
Less than 1% are using physical Registration Form to submit Registration Application.



Assignment of Bonus Form no longer acceptable.



Digital Kiosk in Retail Experience Nationwide to submit registration Online or visit amway website.



Log in amway website > my account > payment management > Payment Bank Account

# 2023 MAJOR EVENTS

## JANUARY

- Diamond Invitational Briefing

## FEBRUARY

- Diamond Meeting
- Platinum Meeting
- ADAC meeting
- DI Northern Lights (19–23 Feb)



## MARCH

- NPS (2 waves)
- Johor - Recognition



## APRIL

- KL/Selangor - Mega Recognition

## MAY

- Ipoh - Recognition
- ALS Alaska Roadshow
- Melaka - Recognition

## JUNE

- ALS Alaska
- Pre ALS (30 May–1 June)
- ALS 1 (1–9 June)
- ALS 2 (15–23 June)



## JULY

- Sarawak- Recognition
- **NLCD**  
**15<sup>th</sup> July 2023**
- Diamond meeting

## AUGUST

- NPS (2 waves)



## SEPTEMBER

- KL/Selangor - Mega Recognition
- Diamond Invitational Briefing

## OCTOBER

- Diamond Meeting
- ADAC Meeting
- Platinum Meeting
- DI 22 Athens & Santorini



## NOVEMBER

- NPS (2 waves)
- KL/Selangor - Mega



## DECEMBER

# New Platinum Seminar Update

Amway

**NEW**

**PLATINUM**

**SEMINAR**

Wave 1 : 6 – 9 March = 116 ship, 185 pax

Wave 2 : 13 – 16 March = 116 ship, 191 pax

# GO Platinum!

Get invited to the New Platinum Seminar

## 4D/3N Langkawi

Inclusive of flight and accommodation when you qualify as a new Platinum

### Over **RM80,000**

of bonuses when you qualify as a new Platinum AND be invited to the **NEW PLATINUM SEMINAR**

#### Possible Income

##### NEW PLATINUM WITH 6Q

Core Plus+: PGGI = RM14,040, TTCl = RM5,000 and Core Plan: Performance Bonus (PB) = RM63,720

Note: Go Platinum is based on the assumption of a new Platinum with 15% for the non Q months. Assumption those 21% for 6 months is also a PQ months and no PQ months achieved prior year. The above amount is for illustrative purpose only. The actual quantum you earn depends on your personal and group volume, etc. Please refer to the PY2023 Core Plus+ eBook for the Core Plus+ details and the Business Manual for the Amway Sales & Marketing Plan bonuses.

To learn more about the PY2023 Core Plus+, please refer to the PY2023 Core Plus+ Booklet which you can download from Amway's website: [www.amway.my](http://www.amway.my) > Business Centre > Business Guides > PY23 Core Plus+

#### Go Platinum! Langkawi

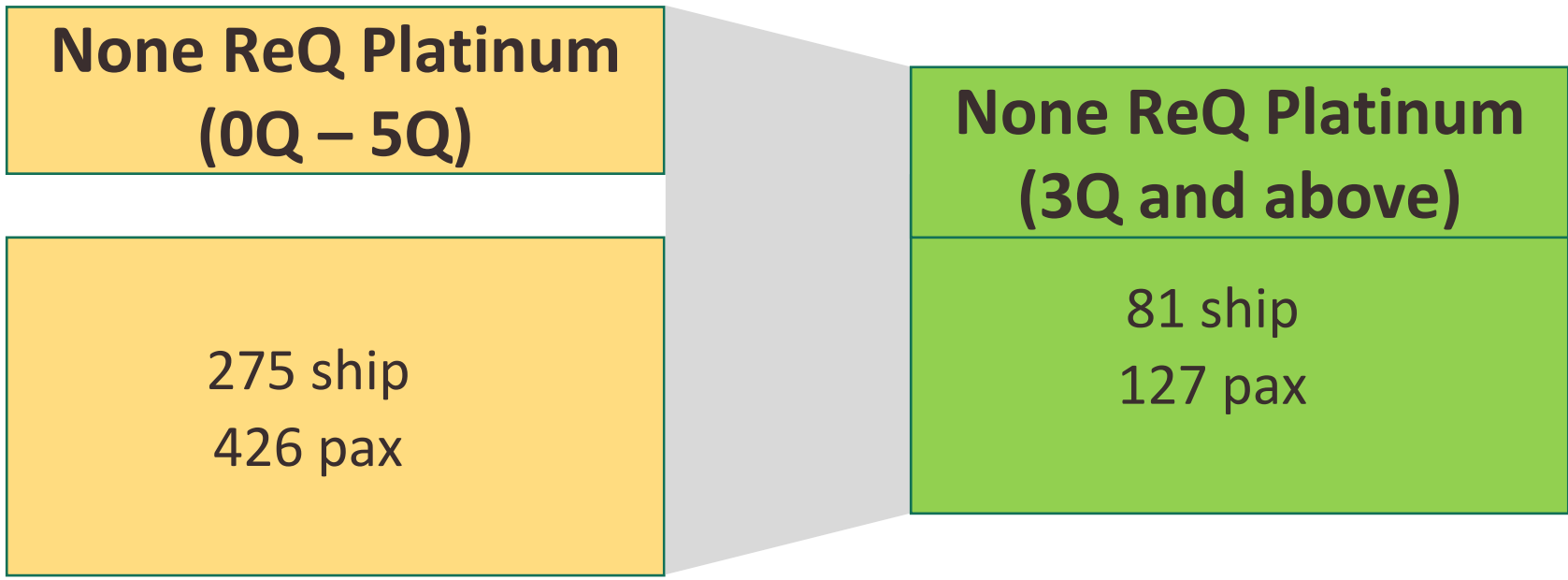
Grow as a leader as you connect with fellow business peers against the backdrop of beautiful nature, expansive parks and must-see attractions of Langkawi, one of Malaysia's top beach destinations. Surrounded by a turquoise sea, the Jewel of Kedah offers sandy shores and jungle-cloaked valleys to explore as well as the opportunity for some serious duty-free shopping.

\*Amway has the right to change the venue as it deems fit. You are required to be a current Platinum to qualify for an invitation.

Amway reserve right to change the venue.  
**You are required to be a current Platinum to qualify for an invitation.**

Pictures shown are for illustration purposes only. 

Amway **NEW**  
**PLATINUM**  
**SEMINAR**





## Event Details: Johor Recognition Rally and Achievers Night 2023

DATE : 9<sup>th</sup> MARCH 2023 (THURSDAY)

TIME : 8PM – 10PM

VENUE : PERASADA

PAX : 1000 PAX (targeted)

| RECOGNISED DIAMONDS                              | PINS |
|--|------|
| MUNIANDY A/L VALOO & THANALETCHMI A/P SINNATHAMB | DI   |
| NORLIZAH BINTI MD REDUAN & RAMLY BIN MD PUNGUT   | XDI  |
| CALVIN LEE & LI SHAN                             | XDI  |

# DIAMONDS BEING RECOGNISED



**MUNIANDY A/L VALOO &  
THANALETCHMI A/P SINNATHAMB**



**NORLIZAH BINTI MD REDUAN &  
RAMLY BIN MD PUNGUT**



**CALVIN LEE & LI SHAN**





## Event Details:

## CENTRAL MEGA RECOGNITION 2023

DATE : 15<sup>th</sup> APRIL 2023 (SATURDAY)

TIME : 1PM – 6PM

VENUE : SETIA CITY CONV CENTRE

PAX : 4,000 – 5,000 PAX (Targeted)

| RECOGNISED DIAMONDS                                 | PINS |
|---|------|
| NOOR HASRINA BINTI BAKAR & MOHAMAD RODZI MAHAMUD    | DI   |
| GAN SOH YEE & LAU PIT HWA                           | DI   |
| DEVAKI A/P DURASINGAM & SHARENDRAN RAM (2ND GEN)    | XDI  |
| ALIEF OZAIR B KHAIRUDDIN & NORLIDYAWATI BT MAT DAUD | DI   |
| ONG KOK LEONG                                       | DI   |

Platinum Meeting – Feb 2023

# DIAMONDS BEING RECOGNISED



**NOOR HASRINA  
BINTI BAKAR &  
MOHAMAD  
RODZI  
MAHAMUD**



**GAN SOH YEE &  
LAU PIT HWA**



**DEVAKI A/P  
DURASINGAM  
& SHARENDRAN  
RAM (2ND GEN)**



**ALIEF OZAIR B  
KHAIRUDDIN &  
NORLIDYAWATI  
BT MAT DAUD**



**ONG KOK LEONG**



## Event Details: Malacca Recognition Rally and Achievers Night 2023

DATE : 19<sup>th</sup> May 2023 (FRIDAY)

TIME : 8PM – 10PM

VENUE : MITC

PAX : 1000 PAX (targeted)

| RECOGNISED DIAMONDS             | PINS |
|---------------------------------|------|
| MOHD HILNA & AZILILA            | XDI  |
| G RAMESH & S. USHA DEVI         | DI   |
| MOHD ZULSHUKRI & HAMIDAH NACHAR | DI   |

# DIAMONDS BEING RECOGNISED

**Amway**

CONGRATULATIONS  
TO OUR NEW  
EXECUTIVE  
DIAMOND  
& FOUNDERS  
EXECUTIVE DIAMOND

**MOHD HILNA  
& AZILILA**



**Amway**

CONGRATULATIONS  
TO OUR NEW  
DIAMOND

**G.RAMESH &  
S.USHA DEVI**



**Amway**

CONGRATULATIONS  
TO OUR NEW  
DIAMOND

**MOHD ZULSHUKRI  
& HAMIDAH NACHAR**





**PRE ALS : 30 MAY – 1 JUNE**

**ALS 1 : 1 – 9 JUNE 2023**

**ALS 2 : 15 – 23 JUNE 2023**



# Amway



## Purpose:

- Motivational Leadership Experience to Encourage Current and Future ABO Leaders

## Principles:

- Create Harmony & Positive Experience Amongst ALL Qualifiers (NOT a LOS specific Travel Seminar)
- Discourage Downgrade for New Diamond+ Qualifiers
- Company Travel is From/Back to Home Destination
- Deviation and Self Booking are at Own Risk/Program
- May Need to Split into Multiple Waves; Will Only Entertain Specific Wave Request Based on Required Deviations



# NATIONAL LEADERSHIP CONFERENCE & DINNER 2023



Date: 15 July 2023, Saturday

Venue: MITEC, Hall 9, 10 & 11

Expected Attendees: 3,500pax

# Nutrilite Brand Experience for YOU

*Stay tuned for more info*

*Tentative Date: 27 & 28 October*

*w/ SPECIAL BUSINESS RALLY (26 Oct Evening)*

**Nutrilite: 90th Year Anniversary**

90 years of Improving the Health of People and the Planet





**Amway**



# PLATINUM MEETING

THANK YOU

