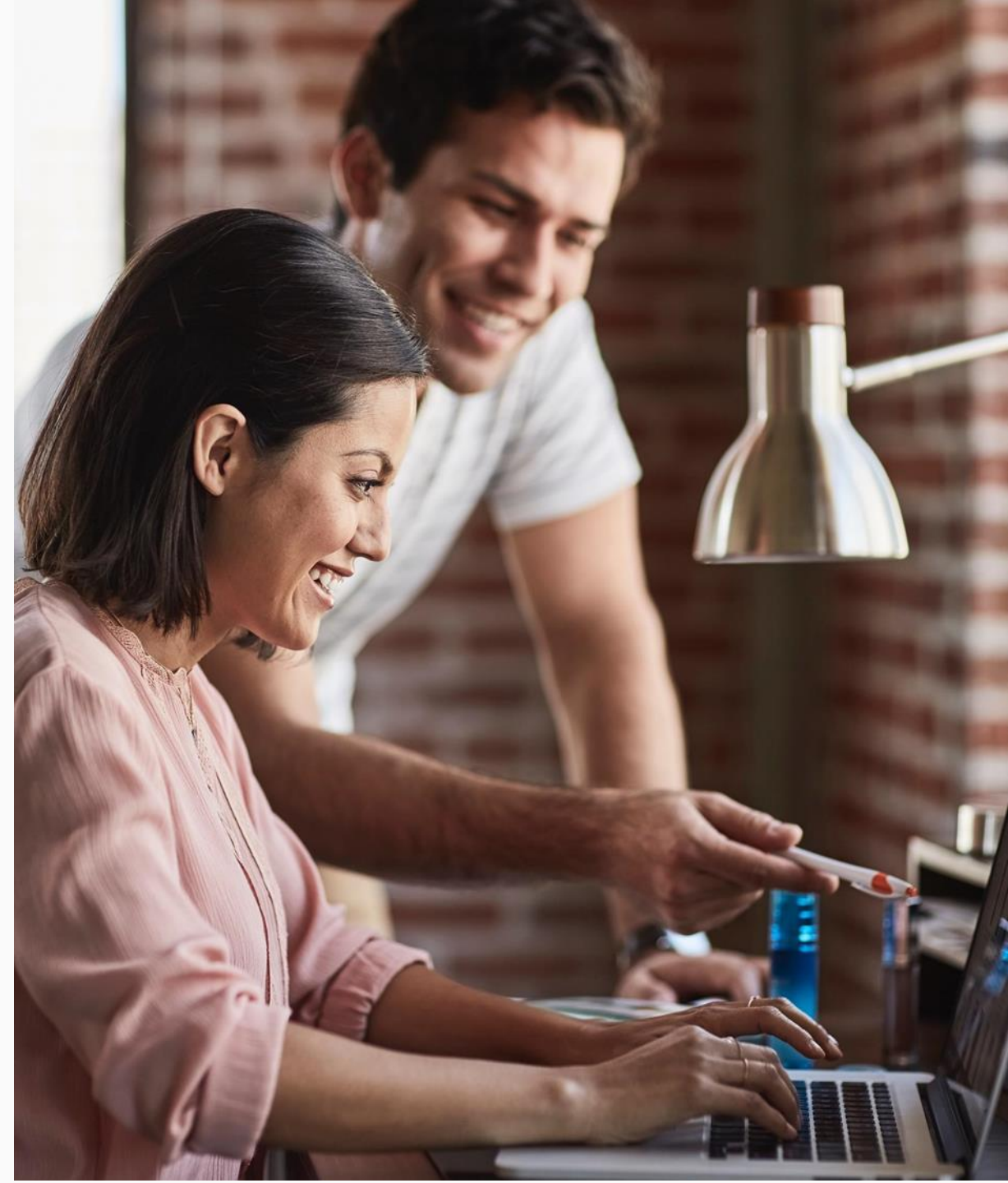


Founders Platinum qualification methods

Frequently Asked Questions

Available for Amway Business Owners within Performance Year 2019/20 to 2021/22

November 2019



Frequently Asked Questions

1. Will new Founders Platinum (FPL) qualification method count towards various awards and rewards in the same way as Q12 months and as Volume Equivalency FPL qualification methods?

Yes. New method is just an additional option how an ABO can qualify FPL, and it will count towards various awards and rewards in the same way for the qualifier and/or for the upline:

- **FPL** New Founders Achievement Award (FAA) point generator & Original FAA point generator
- **FPL** Qualification Credit generator for Global Award Recognition (GAR)
- **FPL** Leg for upline within GAR
- **FPL** for the 3rd time and beyond Leadership Training Seminar qualifiers
- **Founders Leg** for Global Founders Diamond eligibility requirement within GAR
- **Founders Leg** for Founders Emerald/Diamond within Amway Sales & Marketing Plan (Core Plan), GAR and New FAA
- **Founders Leg** for Founders Executive Diamond, Founders Double Diamond, Founders Triple Diamond, Founders Crown, Founders Crown Ambassador (qualification by leg expires in PY 2020/21)

2. Is this Amway Sales & Marketing Plan (Core Plan) change or is it discretionary?

Amway's intention is to make this a Core Plan change from Performance Year (PY) 2022/23 the latest, upon evaluation of Pilot results.

3. How can an ABO qualify FPL starting from PY 2019/20?

There are three (3) methods for ABO to reach FPL level:

- Achieve 12 Silver Producer (SP) months within a Performance Year (PY)
- Achieve 10 or 11 SP months and min 144.000 Volume Equivalency PV (VE PV) within a PY (FPL VE qualifier)
- Achieve 10 or 11 SP months and min 120.000 Group PV within a PY (FPL GPV qualifier)

4. What is the difference between Group PV (GPV) and VE PV?

GPV is the monthly point volume that includes one's downline group volume as well as negative volume (from products returns) from a downline ABO. However, volumes of fully qualified legs are not counted. Hence, GPV of a respective ABO consists of PV volume of all non 21% qualified downline legs and own PPV of the ABO .

VE PV is the total downline volume within certain PY – including any downline Silver Producer, Gold Producer and Platinum volume with no restrictions on pass-up.

5. Can ABO qualify as FPL using 120.000 VE PV?

No, in case ABO has 10 or 11 SP months and does not have minimum 120.000 GPV, such ABO must have a minimum of 144.000 VE PV.

6. What is the difference between FPL Leg and Founders Leg?

- FPL Leg (Founders Platinum Leg): in-market qualified leg that has a qualified FPL in it.
- Founders Leg: either a leg with FPL in it, or in case there is no FPL in a leg, it is still counted as a Q12 leg when it qualifies for 12 months at 21% or achieves VE. Having an FPL ABO with 10 -11 SP months and 120.000 GPV in a leg will also qualify this leg as a “Founders Leg”.

EMERALD



7. Does FPL GPV qualifier have to be my frontline to count as a leg for Founder Emerald or Founders Diamond level and/or for FAA/GAR?

No. ABO who qualified as FPL (by any of the three methods) will count as a leg, no matter if such ABO is a frontline or is in depth.

EMERALD



3 Q	144.000 VE	21%
5 Q	6 Q	21%
4 Q	5 Q	FPL

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Method 1	Method 2	NEW! Method 3
12 Q month	Volume Equivalency (VE)	Group PV (GPV) Pilot PY 2019/20 - PY 2021/22
12 Silver Producer (SP) months within a PY	10 -11 SP months with a total of 144.000 VE PV ¹ within a PY	10 - 11 SP months with a total of 120.000 GPV ² within a PY

FPL by any method COUNTS FOR*

- | | | |
|---|--|---|
| <ul style="list-style-type: none"> ▪ Founders leg for awards ▪ FAA points | <ul style="list-style-type: none"> ▪ GAR FPL leg ▪ GAR Qualification Credits | <ul style="list-style-type: none"> ▪ FPL qualification for LTS |
|---|--|---|

* Within a Performance Year for all qualification methods. Group PV qualification method is a Pilot for PY 2019/20 – PY 2021/22.