



LOGIN INFORMATION

AMWAY WEBSITE: www.amway.com

USERNAME: _____

PASSWORD: _____

N21 WEBSITE: www.n21.com

IBO NUMBER: _____

PASSWORD: _____

IBO number and password for N21 website are also your login credentials for the N21 apps (N21 Media, Connect21, N21 Messaging)

CLS WEBSITE: www.clsinternational.net

GUEST SITE:

MEMBER SITE:

USERNAME: _____

PASSWORD: _____

SPONSOR NAME: _____



: _____



: _____

CONTENTS

- DREAMS + GOALS
- SHOPPING LIST + DITTO
- HOW THE MONEY WORKS
- NETWORK TWENTYONE STRATEGY
- MEMORY JOGGER
- N21 MOBILE HOW-TOS
- NAME LIST

UPCOMING DATES

BUSINESS PREVIEW:

DATE: _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____

BUSINESS BUILDING SEMINAR:

DATE: _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____

ONLINE PREVIEW (2nd TUES.)/BUSINESS BUILDING SEMINAR (4th TUES):

DATE (check email): _____

TIME: 7:30 PM (CT)

WEEKEND SEMINAR:

DATE: _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____

OTHER:

DATE: _____

TIME: _____

LOCATION: _____

TICKET PRICE: _____

STARTING POINT

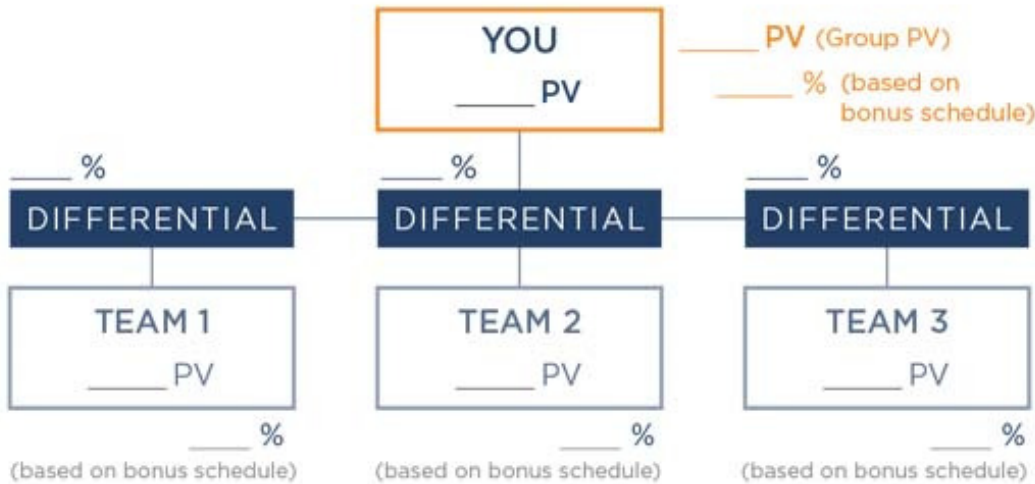
HOW THE MONEY WORKS

Understanding the system and earning scale of Amway



MEDIA RECOMMENDATION

View How the Money Works by David Dornan before beginning this worksheet.



PV = Point value assigned to each product

BV = Business value is the dollar figure assigned to each product

PERFORMANCE BONUS SCHEDULE

7500	25%
6000	23%
4000	21%
2500	18%
1500	15%
1000	12%
600	9%
300	6%
100	3%

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REMEMBER: **1 PV = 3 BV**

TEAM 1: ____ % of ____ BV = \$ ____
 (differential % between you and team #) (team PV times 3) (money you earn)

TEAM 2: ____ % of ____ BV = \$ ____

TEAM 3: ____ % of ____ BV = \$ ____

PERSONAL: ____ % of ____ BV = \$ ____
 (group bonus % because you get paid on the highest %) (personal BV)

RETAIL PROFIT: \$ ____

TOTAL INCOME FOR THE MONTH:

\$ ____

HOW MUCH CAN YOU EARN?

ANNUAL COMPENSATION:

AVERAGE INCOME

HIGHEST INCOME

Q12 PLATINUM

\$56,298

\$180,860

FOUNDERS EMERALD

\$123,243

\$790,415

FOUNDERS DIAMOND

\$561,447

\$2,876,495

STARTING POINT

MEMORY JOGGER

Who do you know?



MEDIA RECOMMENDATION

Get a Big New List
by Cale Andrews

WHO ARE MY RELATIVES?

- PARENTS
- GRANDPARENTS
- SISTERS
- BROTHERS
- AUNTS
- UNCLES
- COUSINS
- CHILDREN

WHO ARE MY FRIENDS?

- CHURCH
- NEIGHBORS
- GROOMSMEN/BRIDESMAIDS
- MILITARY
- SCHOOL/COLLEGE
- PREVIOUS COLLEAGUES
- GYM MEMBERS
- PARENT AT CHILDRENS SCHOOL

WHO HAVE I INTERACTED WITH THIS YEAR?

- REALTOR
- STORE EMPLOYEES
- CAR SALESMAN
- FURNITURE MAKER
- COACHES/TRAINER
- AUTO MECHANIC
- TRAVEL AGENT
- TEACHER/PRINCIPLE

WHO WOULD MAKE A GOOD CUSTOMER OR BUSINESS BUILDER?

- FACEBOOK FRIENDS
- TWITTER FOLLOWERS
- INSTAGRAM FOLLOWERS
- LINKEDIN CONNECTIONS
- SNAPCHAT FRIENDS
- PINTEREST FOLLOWERS
- TUMBLR BLOGGERS

WHO IS ON MY SOCIAL MEDIA?

WHO DO I MAKE APPOINTMENTS WITH?

- HAIRDRESSER
- DOCTOR
- DENTIST
- ACCOUNTANT
- VETERINARIAN
- OPTOMETRIST
- BANKER
- INSURANCE BROKER
- LAWYER

WHO ELSE IS IN MY PHONE CONTACTS?

-
-
-
-
-
-

STARTING POINT

NAME LIST



MEDIA RECOMMENDATION

The 20 Plus Launchpad
by Tamsen Linnan

Who are some people from my Memory Jogger list I can begin to reach out to?

Who would make a good customer or business builder?

	NAME	PHONE NUMBER/EMAIL	DATE	C or B (CUSTOMER OR BUILDER)	NOTES
FAMILY					
FRIENDS					
OTHERS					

STARTING POINT

SHOPPING LIST & DITTO

What products do I buy now that I can buy through Amway?

BODY CARE



- BAR
- BODY WASH
- BODY
- LIQUID HAND
- HAND
- DEODORANT
- TOOTHBRUSH
- TOOTHPASTE
- MOUTHWASH
- REFRESHER SPRAY

HEALTH & NUTRITIONAL SUPPLEMENTS



- ANTIOXIDANTS
- DAILY VITAMIN
- KIDS' VITAMINS
- VITAMIN B
- VITAMIN C
- VITAMIN E
- FIBER
- PRO-BIOTICS
- MULTI-CAROTENE
- OMEGA-3
- IRON
- CALCIUM
- ALLERGIES
- ENERGY
- SUPPORT MEMORY
- SUPPORT VISION
- HEART HEALTH
- DIGESTIVE HEALTH
- MEN'S/WOMEN'S PACK
- JOINT HEALTH
- WEIGHT MANAGEMENT
- HAIR, SKIN, &

KITCHEN & HOME CARE



- DISHWASHING
- DISHWASHER TABLETS
- SPRAY SURFACE CLEANER
- NON-SCOURING CLEANER
- SCOURING PADS
- MULTI-PURPOSE WIPES
- ALL-PURPOSE CLEANER
- BATHROOM CLEANER
- DEODORIZER SPRAY
- DISINFECTANT CLEANER
- GLASS CLEANER
- COOKWARE

MEN'S GROOMING



- FACIAL CLEANSER
- SHAVE FOAM
- AFTER SHAVE TONER
- MOISTURIZER
- SERUM

HAIR CARE



- SHAMPOO
- CONDITIONER
- HAIRSPRAY
- STYLING CREAM
- MOUSSE
- SERUM
- ANTI-DANDRUFF SHAMPOO

SKIN CARE



- CLEANSER
- TONER
- MOISTURIZER
- ACNE TREATMENT
- SKIN ILLUMINATOR
- FACIAL EXFOLIANT
- MAKEUP REMOVER
- CLEANSING MASK
- MOISTURE MASK
- EYE CREAM
- ANTI AGING
- FACE SUNSCREEN
- COMBINATION
- MAKEUP

PARTNER STORES



- CELLULAR SERVICE
- TRAVEL
- CAR INSURANCE
- DEPARTMENT STORES
- HOTEL DISCOUNTS

DITTO

WHAT IS IT? DITTO™ is the Amway scheduled delivery program. Order what you want once, and the products you specify will be shipped to you at the delivery interval you set.

IBO GROUPS WHO USED DITTO™ EFFECTIVELY IN FY18:

- Increased total PV by 10%
- 28% had more new IBOs make a purchase after Day 1 than groups who did not use DITTO™
- Increased number of orders by 6%
- 43% had more active IBOs place an order in an average month than groups who did not use DITTO™

STARTING POINT

NETWORK TWENTYONE STRATEGY

Understanding the system of Network TwentyOne



MEDIA RECOMMENDATION

- o First Steps by Jim Dornan
- o Change to Grow by Suha Evrim

The Network TwentyOne strategy can be broken down into fundamental building blocks, one of which is CORE. CORE is the first step in leadership and communicates to others that you can be counted on. We suggest developing habits of CORE as a foundation for your business.

o SHOW THE PLAN

Show the business plan at least 8 - 15 times per month

o AUDIOS

Subscribe to CEP (Continuing Education Program) digitally or physically and listen to at least one training audio daily

o BOOKS

Read at least 15 minutes every day from a book recommended by your coaching team

o FUNCTIONS

Attend all Network TwentyOne events: Previews, BBS, and Weekend Seminars

o TEAM PLAYER

Embrace and embody the three points of being an N21 Team Player: Counseling (personal coaching with your upline), Edification (building up other people), and No Crosslining (maintaining business affairs and concerns within personal LOS)

o 100% USER

Utilizing the Amway products as much as possible by generating at least 150 points in a month with a minimum of 100 points coming from verified customers.

STARTING POINT

N21 MOBILE HOW-TOS

Steps to download N21 Mobile



MEDIA RECOMMENDATION

Mobile Connections
by Steve Jones

STARTING AT N21.COM



From your smartphone, go to n21.com. Log in with your IBO# and password.

Once logged in, click the **blue box** in the right corner to reveal the tab options.

DOWNLOAD OPTIONS



Click on **Quick Links**.

Click the applicable button for your phone type:
N21Mobile iOS App Download (iPhone or iPad)
or **N21Mobile Android App Download** (Android).

IPHONE DOWNLOAD



iPhone users will be redirected to another portal. Click **Install** to begin the download process to your phone. Before logging in, you must **Trust the Developer**. To Trust the Developer, go to your **Settings** app and click **General**. Scroll down to **VPN & Device Management**, select **Network 21 International, Inc** and click **Trust**.

ANDROID DOWNLOAD



Android users will be redirected to the Google Play Store. Click **Install** to begin the download process to your phone.

LOG IN



When the app is first opened, you may be prompted to let the app have access to your photos and videos. **Click Allow**. Select your country (United States or Canada) and log in using your **Username (IBO#)** and **password**. Allow notifications for maximum functionality.

WELCOME TO MOBILE

You can also access your media + sharing capabilities from your computer. Go to us.n21mobile.com on your computer and log in. There is no app to download to access this from your computer.

For more help, visit the **FAQs** on us.n21mobile.com or go to the "How To" category in your app. Please email customerservice@network21.com if you have any questions.



STARTING POINT

N21NA APP HOW-TOS

Steps to download the N21NA Events App

WHAT IS THE N21NA APP?

How to Download:

1 Open the App Store



2  Search N21NA

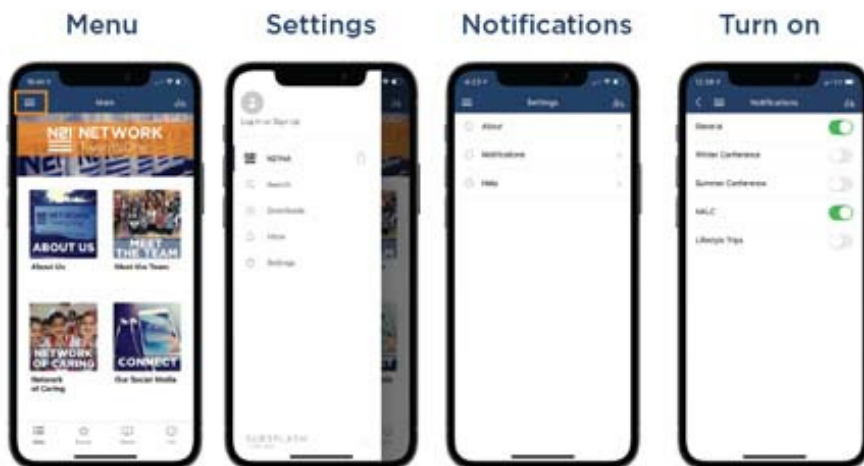
3   Download

The N21NA App is the best place to get up to date information about the weekend seminars and other events. Once you have downloaded the app to your mobile device, click on the events tab at the bottom. Here you will find the agenda, brochure, hotel information, speaker information, and more!



NOTIFICATIONS FOR EVENTS

During the events we will send out notifications with updates and reminders regarding the weekend seminar.



Turn On Notifications

- 1 To turn on the event notification, click the **menu** icon (3 white lines) in the top left corner of the screen.
- 2 Click on **Settings**
- 3 Click on **Notifications**.
- 4 **Turn on** the notifications for the events you plan on attending.

If you have any questions about an upcoming event, please email meetings@network21.com and we will be happy to assist you. See you soon!