




**HIGHER AWARD  
TRACKING & VERIFICATION**





As part of Amway's ongoing commitment to protect the integrity of the Amway Sales and Marketing Plan, and to provide ABOs with a fair and equitable business building environment, the Global Higher Award Tracking & Verification (HATV) Team is working on the following improvements/refinements to the HATV process:

**1. Pace Setter Measures**

In order to redirect ABOs who may be attempting to attain awards or rewards too fast and at the expense of sustainability and long-term business health, Amway is developing measures to guide ABOs in setting optimal goals through sustainable business building practices.

**2. Pre-Requisites for New Platinum Contenders**

Pre-Requisites will be applied to the first six qualifying months of every New Platinum qualification. Monthly performance or results which deviate from typical success factors in 5 key areas will be subject to preliminary denial of qualification for each business month. The 5 key areas are group size, number of ordering ABOs, personal PV, month-to-month volume stability during qualification period, and consistent ordering throughout the month.

In addition, a tenure prerequisite will require a minimum of 3 full business months after the month an ABO registers must pass before an ABO can qualify at the Silver Producer level.

**3. Consistent Verification**

Amway is continuously working to ensure that award verification efforts in markets around the world are consistent, and are always performed in accordance with Amway's high standards. This is so that every ABO who attains an Amway Achievement Pin can not only be proud of their accomplishment, but also be confident that others who wear the same pin have also fairly earned the recognition.

Amway believes the refinements in these 3 focus areas will help promote the development of fundamentally-sound businesses which demonstrate growth and achievement through a balanced approach to sales, sponsoring, and service.

**We can achieve our vision by offering people the opportunity to start their own business, helping them reach their goals and achieve their full potential.**

**To help all of us realize our shared vision, Amway remains committed to our enduring Founders Fundamentals and Values – essential to the successful operation of our Sales and Marketing Plan – and we encourage all ABOs to do the same.**

More details on the above, including implementation dates, to follow shortly.