

# Getting Started Right (GSR)

“ON RAMP TO ENTREPRENEURSHIP”

The image features a teal background with several decorative elements: a large teal circle in the top right, a smaller teal circle in the bottom left, and two overlapping teal circles in the top right. A white rectangular frame is centered on the page. Inside the frame, the text "PHASE 1" is written in a large, bold, white sans-serif font, and "POST LAUNCH" is written in a smaller, white sans-serif font below it.

# PHASE 1

POST LAUNCH

# The Onboarding Process

## 1

- Amway Website Tour
- Product Training Videos Available for Learning
- Amway New IBO Registration Process

## 2

- BWW Website Tour
- BWW New IBO Registration
- Set Up “BWW Connect” (*Send First Message*)
- Set Up First Streaming Package
- Download Xstream & Connect Apps
- Importance of The BWW System

# How to Get Started Right!

## AMWAY Registration\*

My Shop Website  
Digital Tools & Resources

**Product Bundle**  
(Cost Based on Products  
Selected)

Recommended minimum  
100PV  
Product Purchase for  
Onboarding

**Total Launch Cost**  
\$0 + (\$380 USD\*\* for US and  
\$480 CAD\*\* for Canada)  
Recommended  
Product Purchase

## Optional Operational Costs

BSM Xstream CORE Subscription  
\$109 USD/Month<sup>1 2</sup>  
AND  
BWW Book Program<sup>1</sup>  
(\$15 - \$25 USD / Month)

## Other Operational Costs

Quarterly Live Conferences<sup>1 2</sup>  
(\$199 USD / Person) BBS<sup>1</sup>,  
Attitude Sessions, Live Local  
Events : \$10 - \$35 USD /  
Person

\* AMWAY Registration for First Contract Period IBO is Complimentary

\*\* Approx. prices as of 24-April-2025. Subject to change

<sup>1</sup> Attending BWW Events & Subscription to BWW is Optional

<sup>2</sup> Complimentary for First Contract Period IBOs, BWW will be investing in FCPIBOs

Note: All IBOs need to register with BWW on BWW.com to get access to BWW education program. Launch Cost & Operational Cost are Tax deductible. Operational Cost is optional.



# Stacks + Products that Add up to 100 PV

## Starter Stacks

- Nutrition Starter Stack, 43.37 PV
- Beauty Starter Stack, 41.53 PV
- Sports Nutrition Starter Stack, 51.29 PV
- Customer Faves Starter Stack, 58.32 PV

**Note:** You can order 2+ Starter Stacks to reach 100 PV

## Additional Product Recommendations to Get to 100 PV

### Nutrition and Wellness

- Vitamin D, 7.61 PV
- Balance within probiotic, 11.28 PV
- Collagen Peptides, 8.40 PV
- Twist tube variety pack, 6.03 PV
- Iron folic, 4.46 PV
- Xs Protein Bar, 10.23 PV
- Double X, 17.06 PV

### Skin/Personal Care

- Artistry skin nutrition serum
  - Defying, 22 PV
  - Correcting, 26 PV
- Artistry personalized healthy beauty routine, 22.04 PV
- G&H Body Wash, 3.80 PV
- G&H Body Lotion, 4.13 PV
- G&H Hand soap, 2.49 PV
- G&H Roll on Deodorant, 2.82 PV
- Satinique 2-in-1 Shampoo and Conditioner, 3.67 PV
- Glister Toothpaste, 1.77 PV
- Glister Oral Rinse, 3.67 PV
- Glister Mouth Spray, 1.77 PV

### Home Care

- SA8 Laundry Detergent, 13.38 PV
- SA8 Fabric Softener, 3.35 PV
- Pursue Disinfectant Spray, 3.35 PV
- LOC Multi Purpose Wipes, 3.37 PV
- Dishwashing Liquid, 3.94 PV



# Stacks + Products that Add up to 100 PV

## Starter Stacks

- Nutrition Starter Stack, 52.76 PV
- Beauty Starter Stack, 48.76 PV
- Sports Nutrition Starter Stack, 62.44 PV
- Customer Faves Starter Stacks, 58.70 PV

***Note:** You can order 2+ Starter Stacks to reach 100 PV*

## Additional Product Recommendations to Get to 100 PV

### Nutrition and Wellness

- Vitamin D, 6.31 PV
- Balance within probiotic, 13.83 PV
- Nutrilite Omega, 7.76 PV
- Twist tube variety pack, 7.28 PV
- Iron folic, 7.28 PV
- XS Protein Bars, 12.13 PV
- Double X, 19.89 PV

### Skin/Personal Care

- Artistry skin nutrition serum
  - Defying, 27.65 PV
  - Correcting, 32.26 PV
- Artistry personalized healthy beauty routine, 26.68 PV
- G&H Body Wash, 4.49 PV
- G&H Body Lotion, 5.09 PV
- G&H Hand soap, 3.03 PV
- G&H Roll on Deodorant, 3.76 PV
- Satinique 2-in-1 Shampoo and Conditioner, 4.61 PV
- Glister Toothpaste, 2.43 PV
- Glister Oral Rinse, 4.49 PV
- Glister Mouth Spray, 2.18 PV

### Home Care

- SA8 Laundry Detergent, 17.22 PV
- SA8 Fabric Softener, 4.13 PV
- Bathroom Cleaner, 5.34 PV
- LOC Multi Purpose Wipes, 3.88 PV
- Dishwashing Liquid, 5.09 PV

# Set up “My Shop”, Your Digital Storefront

## Open MyShop, Your Digital Storefront

Create a place to show off your personality and your business 24/7 by setting up MyShop. Your free, customizable digital storefront is an easy way to sell products, engage with customers and promote your business by showcasing how the Amway™ products you love fit into a healthier, happier lifestyle.

Create



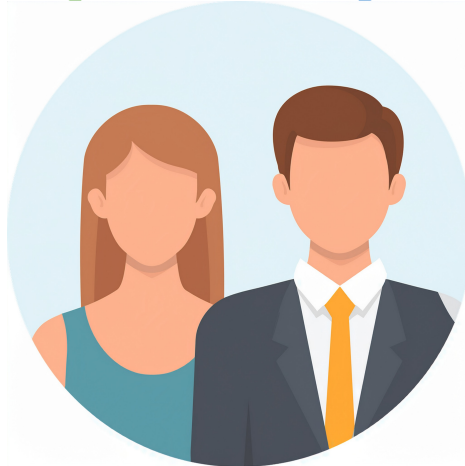
The image features a solid green background. In the center, the text "PHASE 2" is written in a bold, white, sans-serif font. This text is enclosed within a white rectangular border that has a slight perspective, appearing to recede into the distance. The background is decorated with several geometric elements: a large, solid green circle in the top right corner; a smaller, solid green circle in the bottom left corner; a white outline of a circle on the left side; and two overlapping white outline circles in the top right corner.

# PHASE 2

# Two Things to Master in This Business

**Building a  
Network**

**Creating  
Volume**

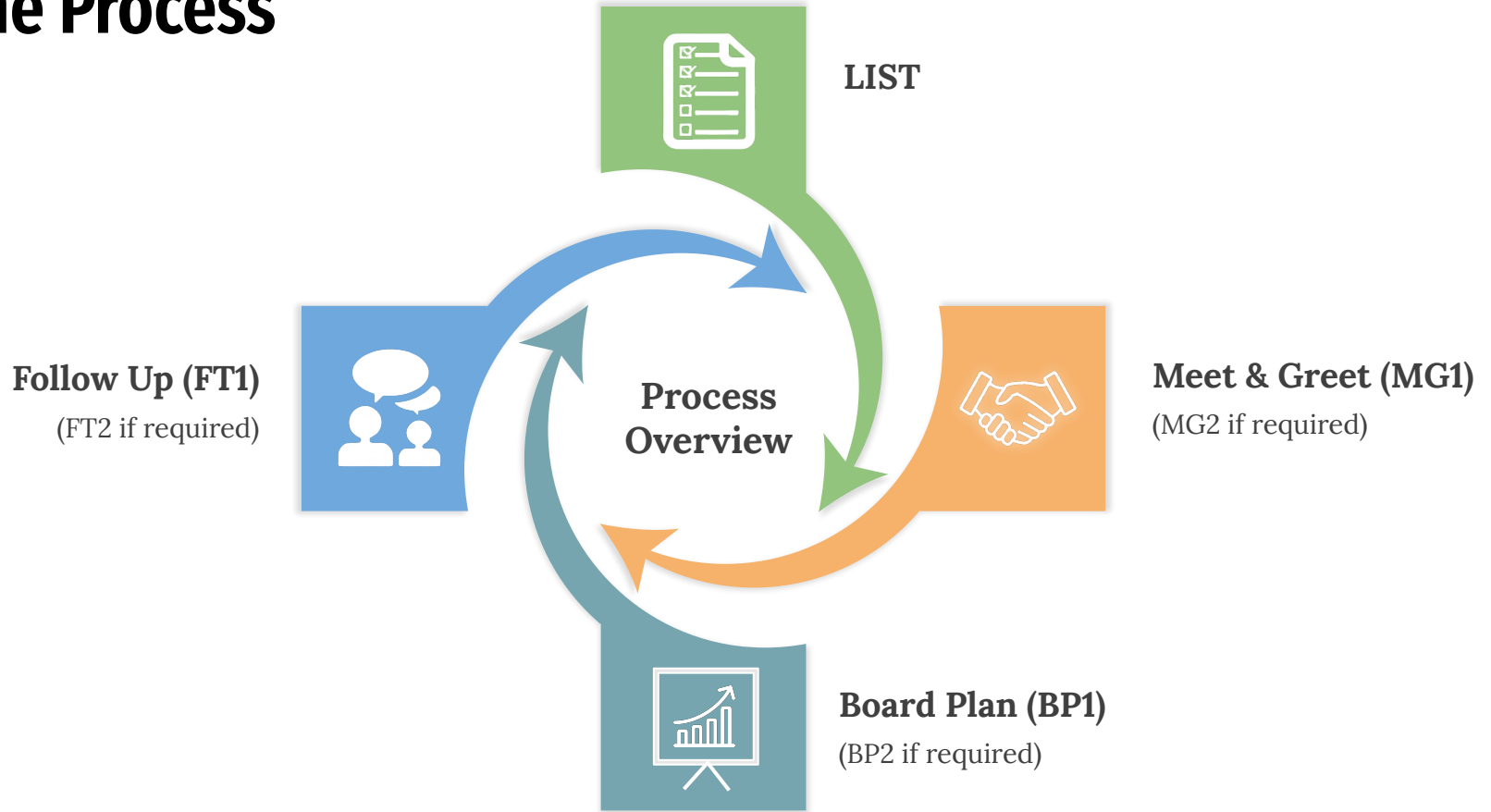


# Building Your Network

- ▶ Activate your business and register a minimum of one customer to report your Verified Customer Sales (VCS)
- ▶ Recommend completing 150PV to qualify for Strong Start Incentive (Can add up to \$1000 in extra bonus in a year)
- ▶ Make a list of family, friends and acquaintances (20+ names)



# The Process



# Dropping The Message (DTM)

## DTM Example

You can use the below message to DTM people on your list. Please modify this to your communication style.

*"I recently got selected to work with a team of entrepreneurs. They are expanding and are looking to bring on a few key people. Do you keep your options open to diversifying your income outside of what you currently do?"*

## Answer One Question

*"What is it?" or "What do you do?"*

*"That's a fantastic question, It is a web-based business. They have partnered with a few major companies and are helping them expand their online presence using social media."*

or

*"That's a fantastic question, It's an opportunity to use the latest online trends and build a business community."*

## Leading Question/ Book A Meeting

*"If you are interested to learn more, it would be best to setup a time to sit down and discuss further. Let me know if weekday evenings work well or weekends are better."*

or

*"Let's sit down over a cup of coffee and I will walk you through the details. Does weekday evenings work well, or weekends are better?"*

For any other questions, like "Can you tell me more?" Or "What will be my role?" etc. respond as follows: *"That is a great question, I will make sure that we discuss this when we sit down together, which one works better for you, weekday evenings or weekends?"*

# Dropping The Message (DTM)

Start making calls with your coach to build your team.

**PRO TIP:** You can show the plan to several people at a home meeting.

**Hand off Phone Script:** “Hey (name of person),” (\*\*small talk\*\*)

*“In addition to my current work, I recently started working with a team of entrepreneurs who are expanding their business and looking for a few key people. Do you keep your options open to diversifying your income outside of what you currently do?”*

**If yes:** *“I’m sitting down with my senior associate, who can give you a quick overview.”* (Introduce your Senior associate)

**If they ask questions:** *“That’s a great question. Like I said I recently started, my senior associate is here, his name is \*blank\* he can respond to that.”* (Pass the phone)

**If no:** *“Should your situation change, let me know.”*



# How to Handle Objections



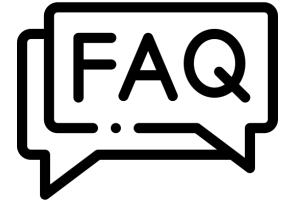
Please refer to the link on the right for *How to Handle Objections*



A good goal for a New IBO is to go *BFI-T5\** in the next 60- 90 days



Form a habit to listen to at least one talk a day on network building



[Click Me!](#)

*\*5 IBOs in the system (associating on a regular basis)*

# Creating Volume



Set up myShop



Set up Grand Opening



## **PRO TIP:**

- Order and start using some products.
- Set a date and invite friends and family; if you are excited about the business and the products, so will your friends & family.
- Avoid having full meals instead have finger foods.
- Sample out products and do demos.



Please refer to the link on the right for guidance on Grand Openings



Form a habit to listen to at least one talk a day on creating volume



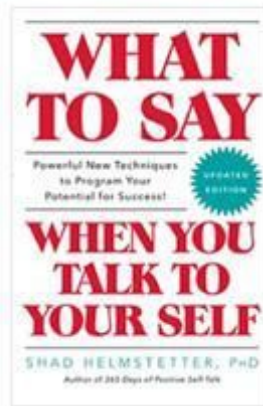
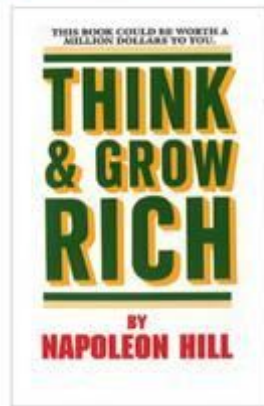
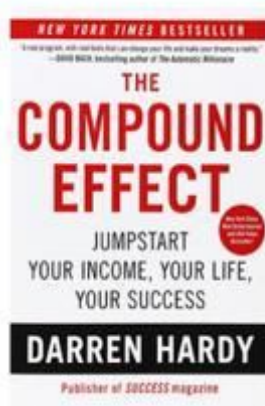
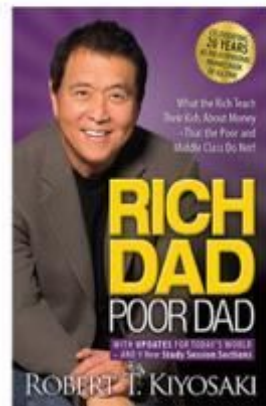
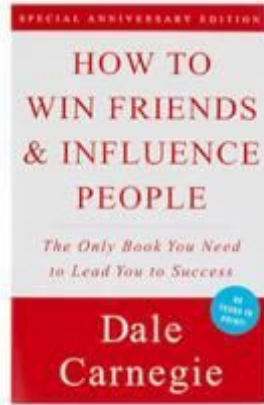
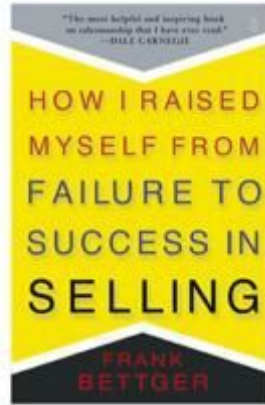
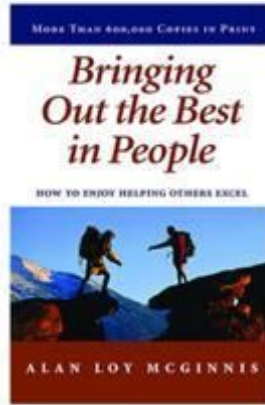
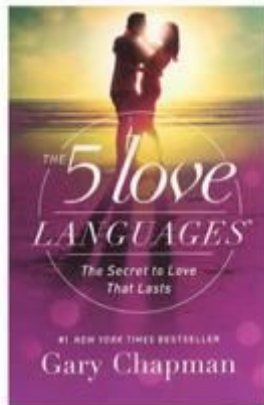
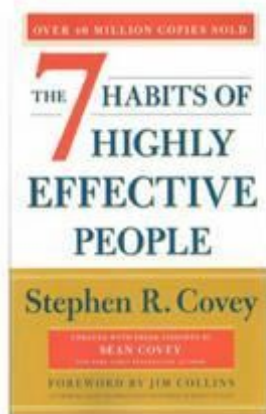


**Attend the next local associations to meet the team.**



**Ensure you book the next meeting with your coach**

# RECOMMENDED READING LIST FOR NEW IBOs



\*First recommended book to start with is The Magic of Thinking BIG.

# Podcast List!

## Mechanics (23)

- V168: 6-6-8-6-6 – Bill Britt
- BWW1900: How to Develop a Quality Team – Shivaram & Anjali Kumar
- BWW2059: Clarifications – Charlie & Ann Durso
- BWW2090: How to open doors – Tracey & Kimberly Eaton
- BWW2283: Basics of MG1 - Sugeet Ajmani
- BWW2611: Handling Objections – Manish & Priya Sharma
- BWW2626: How to be an 'A' and 'B' List Pro – Mark Diamond
- BWW2656: Volume & VCS – Rup Ganguly & Panel
- BWW2712: List Building Mindset – Anthony & Jenny Melillo
- BWW2799: How to Follow Up and Follow Through Rob & Olivia Shannon
- BWW2827: Onboarding Process – Glenn & Sherley Dowling
- BWW2906: Your First 90 Days – Saji Kumar & Emerald Mens Panel
- BWW2963: Maintaining VCS for a Profitable Biz – Gurjot Rehal/ Staying in Zone – Raju & Nisha Pandu
- BWW2982: New IBO Orientation Part 1 – Aaron & Lily, Vinay & Mamta, Anh & Aileen
- BWW2986: New IBO Orientation Part 2 – Bille Ali/ Shalu Kapur
- BWW2987: Nardone's Tips Angelo Nardone & Aris Pavlides
- BWW3020: Responsibilities of a Sponsor – Angelo Nardone
- BWW3087: Tracking Progress - Pulses – Allan & Jenny Figueredo
- BWW3120: Building Momentum – Jitu & Neelam Gowda
- BWW3133: Getting Started Right/Dress for Success Curry/ Marte
- BWW3216: First Contract Year Pavlides/Dowling
- BWW3149: Visualize Your Future Kevin & Beth Bell
- BWW3259: How to Effectively Sponsor Joe & Roxy Galatolo

# Podcast List!

## Attitude (25)

- AN8: Caterpillar & Butterflies – Angelo & Claudia Nardone
- BA1: The Why – Bill Britt
- BWW1544: Mentality of a Business Owner – Kaajal Ajmani
- BWW1548: It's Pure Economics – Steve Fischman
- BWW 2027: Looking or Not Looking – Sugeet & Kaajal Ajmani
- BWW2335: Only 3 Apps – Shivaram & Anjali Kumar
- BWW2594: Reflections – Sugeet & Kaajal/ Ali & Maka/ Saji & Sushma
- BWW2659: Cobwebs of the Mind on your way to Platinum – Ali Gaashaan
- BWW2661: No Apologies – Sugeet & Kaajal Ajmani
- BWW2669: Play Huddle from A-Z – Tyler Madsen
- BWW2682: Makes Perfect Sense – Sugeet Ajmani & Panel
- BWW 2718: You Have to Own This – Sugeet Ajmani
- BWW2793: Second Look – Sugeet & Kaajal Ajmani
- BWW2876: A Truly Worldwide Business – Callender Panel Joseph Forde Ramanan
- BWW2823: Lead With Your Heart – K&B Bell, N&S Nwoke, W&S Callender
- BWW3037: Mental Toughness – Sugeet Ajmani
- BWW3055: Keep it Simple – Anthony & Jenny Melillo
- BWW3105: Keep your Dream Alive – Ray & Joanne Melillo
- BWW3170: Your Attitude Matters. Marshall Johnson
- DIA9: Diamond State of Mind – Wayne Martin
- DIA90: Oh Harry – Jim & Bev Manor
- PM150: The Four Horsemen – Paul & Leslie Miller
- R26: Self Image & Attitude – Bill Britt
- V367: Book It – Charlie & Ann Durso/ Diamond Vision – Ray & Joanne Melillo
- WW659: Foundation for Diamond – Brad Duncan

# Podcast List!

## Rally (17)

- **BWW13: Rocks or Eggs – Sugeet & Kaajal Ajmani**
- **BWW1178: Diamond Success Story - Marshall Johnson**
- **BWW1183: Diamond Success Story - Rob & Olivia Shannon**
- **BWW1334: Dear Mom & Dad - Paul & Leslie Miller**
- **BWW1625: My Last Day on the Job - Angelo Nardone**
- **BWW1889: Diamond Success Story - Allan & Jenny Figueredo**
- **BWW1999: Diamond Success Story – Ali & Maka**
- **BWW 2059: Clarifications - Charlie & Ann Durso**
- **BWW 2065: Bullet Proofing Your Perspective - Shivaram & Anjali Kumar**
- **BWW2491: Diamond Success Story – Saji & Sushma Kumar**
- **BWW2560: Who We Are and What We Are About - Nick Nwoke**
- **BWW2733: Evaluating a Business - Kevin & Beth Bell**
- **BWW2757: Spending vs. Investing - Aris Pavlides**
- **BWW3124: Professionals panel – TD Dutta & Panel**
- **WW595: How to Handle Objections - Dan Yuen**
- **WW746: Financial Stability in the 21st Century - Greg Duncan**
- **WW740: The Why - Greg Duncan**