# Anway Focus RETAILING WITH CONFIDENCE





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# You have picked the right partner



Final sales figures are in for 2007 and we want to congratulate everyone on another great year!

Global sales were up 12 per cent, reaching USD \$7.1 billion and 70 per cent of our markets reported an increase of sales. That's incredible! We're so happy and proud of all that you have done. You are the hardest working distributors in the world.

We have an incredible story to tell the world about our partnership and what we can accomplish together. It's a partnership where both parties win... we both succeed, by helping one another. Although we have accomplished tremendous growth this year, the best is yet to come.

With our 50th anniversary upon us, there has never been a more exciting time in our business. Working together as partners, we will build successful and sustainable businesses for years to come.

We will be sharing more exciting, positive news about where we've come from and where we are going in the coming months

- stay tuned.

Steve Van Andel Chairman Doug DeVos President



# Achievers

**Local Achievers** 

### **RETAIL ACHIEVERS FOR 2007 RETAIL PROMOTION**



Ahmed, Slamullah and Aliya



Bohm, Siva and Mallika



Bucao, Sherwin and Maria, Kathryn



Carter, Hazel



Cassells, Declan and Nicola



Chinyahara, Nyasha



East, Sally and Andy



Farrell, Cathy and John



Guddannanavar, Roopa



Hardy, Ingrid and Justin



Helyer, Sue and Robert



Hickey, Ursula and Richard



Itua, Job and Imose



Jajodia, Amit and Shilpa



Kilcullen, Eddie and Marie



Knabe, Katja



Lawes, Chew Yen



McCloskey, Pauline and John



Mickiewicz, Edyta and Waldemar



Milnes, Elidah



Ritch, Clara and Chris



Sandys, Paul and Mary



Soni, Ravi and Deepti



Te, Harold and Emmlyou



Tweedie, Susan and Christopher



Wills, Brenda; Brinner, Juergen and Sally



Hazel Carter, Caroline Kenny, Patricia and Michael McGuirk, Caroline and Dermot Molloy, John and Majella Moyles, Paula and Michael Okpalugo, Osmond and Tonia Oyugi, Nicholas and Charity Panesar, Sandeep Paterson, L and J Ronoh, Steve Roper, Graham Shillabeer, E and B Sivabalarajah, Siva and Kala Slattery, B and C Tin, New Lay (Daisy) Now you and your customers can experience the truth of transformation



### **NEW ARTISTRY™ Creme LuXury:**

- Is clinically tested to help the skin act up to 15 years younger
- Utilises the most advanced discoveries in science and technology
- Is the first cosmetic product on the market to contain Cardiolipin
- Has packaging designed by one of the foremost designers in the field
- Is endorsed by one of the most beloved actresses of our time

"Our endless search for beauty solutions has resulted in a completely new understanding of how skin ages. Partnering with leading researchers, we unlocked the secrets deep within the skin, where energy is initiated. Our understanding of how energy is created and optimised within the skin has led to a whole new approach to affect the visible signs of ageing. Born out of this discovery is the rejuvenating technology driving ARTISTRY Creme LuXury."

- **George D. Calvert, PhD.** Vice President, Research and Development

This is a defining moment in the history of ARTISTRY Skin Care.

Available from 27th May, 2008

### The ultimate ARTISTRY™ Skin Care product has arrived

This product is driven by the driving principles of the ARTISTRY brand True Science, True Beauty. New ARTISTRY Creme LuXury was developed on a platform of the latest understanding of skin science and the most recent advancements in skin care technology.

### What makes ARTISTRY Creme LuXury special?

ARTISTRY Creme LuXury contains Cardiolipin - a rare and unique lipid that helps generate skin renewal from within. Thirty times more expensive than gold, Cardiolipin is the most precious ingredient ever used in an ARTISTRY product.

ARTISTRY Creme LuXury helps provide firmer, softer and more radiant skin. It utilises our unique 'CellEffect' approach to help repair skin and help your skin act up to 15 years younger. With continued use of ARTISTRY Creme LuXury, your skin will literally perform the way it did when you were younger - increased firmness and elasticity, restoring the moisture barrier to its youthful condition and optimising vital moisture. And when your skin acts younger, it will look younger too.

### Clinically tested to help skin act up to 15 years younger

While topical skin care products act on the extrinsic causes of damage and play their part in moisturising the skin and improving the visible signs of ageing, new ARTISTRY Creme LuXury goes much further - to where ageing starts. ARTISTRY Creme LuXury helps combat the intrinsic causes of damage as well, winning the fight to restore skin's youthful beauty. The visible difference: outstanding hydration, enhanced elasticity, definitive smoothness and diminished fine lines. Ultimately a youngerlooking you.

### ARTISTRY Creme LuXury utilises the most advanced scientific and technological discoveries to achieve a number of firsts:

- First product in the industry to use Cardiolipin, a rare and expensive ingredient, similar to that found at the heart of our skin cells.
- First ARTISTRY product designed to address the extrinsic and instrinsic scientific causes of ageing though a new technology called CellEffect.
- First vertically-integrated NUTRILITE™ extract, developed exclusively for cosmetic application to help protect the skin from oxidation.
- Five new patents pending in ingredient technology and package design.
- First ARTISTRY product to be endorsed by an A list celebrity.

### The texture, the fragrance and the design of ARTISTRY Creme LuXury are really unique

- The texture of Creme LuXury was made using micro-texturing manufacturing. Engineers working on ARTISTRY products developed a unique 87-step process that creates one of the smallest particle cremes we have ever made. This leads to a smooth feel and seamless absorption into the skin.
- The exclusive ARTISTRY Creme LuXury fragrance has a unique symphonic floral fragrance structure: refreshing top notes, awakening middle notes and relaxing base notes.
- Created by one of the foremost designers in the field, Olivier Van Doorne, the ARTISTRY Creme LuXury packaging is sumptuous, elegant and expressive of the prestige of the product. It beautifully communicates the 'Art' of ARTISTRY.



### **USER FEEDBACK**

In consumer testing and evaluation, ARTISTRY Creme LuXury received overwhelmingly positive scores.

- Creme is rich and luxurious
- Pleasant fragrance
- Relaxing fragrance
- Non-sticky Non-greasy
- Quickly absorbed
- Wears comfortably under make-up and works well with other ARTISTRY products
- Creme is easily applied

### **USE INSTRUCTIONS**

Apply morning and evening after cleansing and toning. ARTISTRY TIME DEFIANCE™ Skin Care products are recommended complements.

LAUNCH: 27th May 2008

ARTISTRY Creme LuXury - order no. 103564 (45 ml)

Look out for your free set of postcards with your first order of ARTISTRY Creme LuXury.



### 8 NEWproduct

# Elevating skin renewal from a jar of promise to the truth of transformation

This new revolutionary product from the ARTISTRY™ brand can help enhance your current ARTISTRY product sales, with an amazing story, advanced claims and overwhelming results.

Being the first market to launch ARTISTRY Creme LuXury, Japan has already seen very positive results and sales beyond all expectations, since their launch in September 2007.

Maximise the impact of ARTISTRY Creme LuXury for your customers and potential sales performance. Improve your knowledge, use luxurious materials and show your enthusiasm for a personal touch of luxury.

The ARTISTRY Creme LuXury Brochure is a fantastic tool to use alongside the Creme LuXury product at demonstrations or events. Leave with your customers to enhance the luxury experience.

ARTISTRY Creme LuXury Brochure Order no. 106839 (pack 5)

Use the ARTISTRY Creme LuXury branded Postcards and Leaflets within product orders and correspondence to help create visibility and build excitement.

ARTISTRY Creme LuXury Postcards Order no. 106709 (pack 10) ARTISTRY Creme LuXury Leaflets Order no. 106549 (pack 10)

Direct your customers to the www.artistry-europe.com website for an inspirational introduction to the ARTISTRY brand. Tell your current customers that this website is useful to mention to their friends or family if they would like to know more about the brand. Always leave your contact details for future orders.

The ARTISTRY Brand Centre will now feature the new ARTISTRY Creme LuXury area. Log in to get more information, view training videos and learn more about the brand and our ultimate benchmark product. An exclusive behind-the-scenes video of Sandra Bullock is waiting here for you. Visit the Brand Centre at www.amway.co.uk / www.amway.ie by clicking on the following links: Business Information > Brand Centre > ARTISTRY > Creme LuXury.

To support you in your sales, we have developed an attractive Sales Incentive Programme based on ARTISTRY Skin Care, including Creme LuXury. This will be featured on the ARTISTRY Brand Centre with full details. Further information will follow, alongside features, in future issues of AmwayFocus.

Look out for more scientific information, hints and tips, packaging details and question and answers in the coming issues of AmwayFocus.



### Unique texture is more than just the ingredients...

ARTISTRY™ Creme LuXury is unlike any other cream we have created. From the packaging, to the ingredients, to the way it is filled, we have continually searched for new ways to make it better. Challenged with making a rich and luxurious creme, engineers working on ARTISTRY products have developed a unique 87-step process that creates one of the smallest particle cremes we have ever made. These small particles give ARTISTRY Creme LuXury a firm, smooth feel and allow for seamless absorption into the skin. This process is called micro-texturing manufacturing.



### Here is how it works:

Key to the process is maintaining a constant temperature throughout the mix and fill cycles. The ideal temperature is actually much warmer than normally used to manufacture products and therefore created some challenges for the team to overcome. Several of the ingredients are sensitive to heat and could be damaged if heated at too high a temperature. A team of engineers worked for months to determine the optimal heat level that provided the right feel for the creme yet did not damage the ingredients. Another challenge was maintaining the right temperature from the time the ingredients were first mixed to filling the jars. The solution has been to produce smaller batches and ensure they are filled right away. These small batches are weighed by hand and carefully kept at the optimum temperature at every step of the filling process. By maintaining the optimum temperature in small batches, ARTISTRY Creme LuXury is able to achieve the

rich, luxurious texture not found in any other ARTISTRY





### **ARTISTRY Creme LuXury Charm** AVAILABLE from 2nd June, 2008 for a limited period only

product.

Wear the beautiful ARTISTRY Creme LuXury Charm to showcase not only the ARTISTRY brand but also your use of Creme LuXury. It comes with a silver cord and can be used as a necklace, or maybe as a handbag or key ring charm. This stunning rhodium-plated jewellery piece is a great conversation starter. The exquisite Austrian crystals add a final touch of luxury, catching the light and helping to inspire your customers. The packaging of Creme LuXury has inspired the design, which is an exclusive creation of Olivier van Doorne.

ARTISTRY Creme LuXury Charm - available from 2nd June - 31st August, 2008 Order no. 105564





Spoil yourself and create an EXTRAORDINARY look with ARTISTRY<sup>TM</sup> RARE BEAUTY Colour Collection

The new Rare Beauty Seasonal Colour Collection from the ARTISTRY product line makes up-to-the-minute elegance easy. You'll discover endless colour options in the four soft-as-suede, buildable eye shades inside each convenient compact. The Rare Beauty Collection also marks the debut of a brand new luscious lip-gloss formula to soothe and provide superb moisturisation.

Whether you're in the mood for a subtle look or showstopping glamour, our luscious new lip shine formula and subtle metallic eye shadows will help you create the ideal look you desire with the demonstrations below.

### Create the look: **INDULGE**Order no. 104669

Capture the spirit of spring with a purple palette that complements the season's favourite florals and hydrangea brights. Pastels can make a surprisingly strong statement; for a look that evokes the early 1960s but is still very modern, carry the colour all the way around the eyes and finish it off with a shimmering whisper of pink on the lips.



### **STEPS**

- 1. To create this look yourself, start by **applying a wash** of the darkest purple eye colour from lashline to the crease. Then apply the same colour along the lower lashline, being sure to connect the eye colour at the outer corner of the eye. Blend well.
- Next, layer the lavender shade into the crease and extend it up to just below the browbone, taking care to blend evenly.
- Finally, blend the shell pink eye colour over the browbone and finish the eyes with two coats of ARTISTRY Smudgeproof Black Mascara - order no. 4920.











Warm metallic shades are the secret to the

kinds of natural, yet refined looks that are right for 2008 - but we've included a bold stripe of brick in our terracotta spectrum in case a playful mood strikes. To create the pictured look, perfect for the office or an elegant evening out, follow these easy steps.









### **STEPS**

1. **Start by applying a wash** of the bronze eye colour from lashline to crease. Then sweep the same tone along the lower lashline, being sure to connect the colour at the outer corner of the eye. Blend well.



- 2. Next, **add some depth** to the look by brushing the copper tone eye colour into the crease and blending it evenly up to just below the browbone.
- 3. Finally, **highlight** by blending the lightest, sand-toned eye colour along the browbone. Finish the eyes with two coats of ARTISTRY Smudgeproof Black Mascara **order no. 4920.**

Don't forget to create the finishing touch by wearing one of the three glitzy Lip Shines!

**SIGNATURE** Champagne Shimmer - **order no. 104672 GIFTED** Soft Print Shimmer - **order no. 104673** 

UNRIVALED Rose Shimmer - order no. 104671

Why not buy the ARTISTRY™ Cosmetic Brush Set to complete the above dazzling looks **order no. 0867** 

For more information on this fabulous collection, visit **www.amway.co.uk / www.amway.ie.**Please see page 31 for pricing details of the Collection products.

Please refer to your Price List for pricing details of the Cosmetic Brush Set and Mascara.



How to **perfect your look and increase sales** with the ARTISTRY<sup>TM</sup> Eye and Powder Blush Colours

The following tips will help you to answer key customer questions when choosing and using ARTISTRY Eye and Powder Blush Colours.



- If eyes are set close together, apply the concentration of colour on the outer corners of the eyes.
- If eyes are set wide apart, put the concentration of colour on the inner corners of the eyes.
- To make small eyes look larger, apply a wash of light colour over the entire lid. Define the outer corners with an eye pencil and blend. This will help to elongate the eye.

### Precision Powder Blush Colour

When applying ARTISTRY Powder Blush, use the flat side of the brush bristles instead of the tips. This technique gives you more control and allows you to carefully and gradually build up your colour.

To avoid patchy, uneven blush application, first set your skin with ARTISTRY Loose Powder.

# **HSIN**

### FREQUENTLY ASKED QUESTIONS

### How do I get the most wear out of my ARTISTRY Eye Colour?

Before adding ARTISTRY Eye Colour, prime your eyelids with a dab of ARTISTRY Enhancing Concealer or ARTISTRY Loose Powder to extend the wear of your eye colour. This helps to brighten colour.

### How do I create a more modern look from my ARTISTRY Powder Blush?

A more contemporary look is achieved by adding blush under the cheek bone. This creates the illusion of a more pronounced cheek bone by contouring the hollows of the cheeks.

Please refer to the Beauty & Grooming Product Brochure for details of products featured in this article.



### ARTISTRY™ SKIN CARE PROMOTION

Your customers' skin is as unique as they are and nobody understands that better than the specialists working on ARTISTRY products.

ARTISTRY offers highly personalised products for every skin type...

**ARTISTRY Moisture Rich** products are gentle, non-drying and alcohol-free, to help relieve and protect normal-to-dry skin from dryness.

Buy ARTISTRY Moisture Rich Protective Moisturiser SPF 15 and get the Moisture Rich Vitalising Cleanser FREE\*.

### Promotional order no. 231726

**ARTISTRY Clarifying** products are virtually oil-free and specially formulated to provide long-lasting oil control and suppleness for normal-to-oily skin.

Buy ARTISTRY Clarifying Balancing Moisturiser SPF 15 and get the Clarifying Foaming Cleanser FREE\*.

### Promotional order no. 231727

\* Offers available from 1st May to 30th June 2008, or while stocks last. Please see page 31 for pricing details.



### A Referral-Based Retail Business Driven by the Enthusiasm of its Members

After reading about the history of Amway, we decided to go back to the very basics of "retailing" with product showcases, so we set up general showcases every month at home, inviting people around to see the products.

We set ourselves goals every month to increase PV and go for new levels – we knew we had to be consistent month on month.

We then decided to focus on the Home Care range because we wanted a bigger customer base and everybody needs cleaning products. Plus, we knew we had great products and great prices, especially with the new competitive pricing structure. Our product knowledge grew, knowing our cost per use and our competition.

We then had a Home Care showcase at a trade show with Amway's approval. It was our intention to explore the commercial market.

Our PV kept growing, repeat orders came in, we built our customer base from referrals – everybody was registered online and soon we had over 100 customers and our personal retail business had grown 130% in two months!

We are finding success not because we are sales people but because we have found the new pricing structure very competitive in the marketplace. Everyone we speak to knows about the quality of Amway products, wants to save time and money and is looking for good, reliable service.

We realise that this is a fantastic opportunity for us to develop our retail business. The Home Care range offers unlimited opportunities to cross-sell our other core ranges and even though not everything may go to plan, if you have plenty going on then you are only focusing on the next event or the next customer.



We appreciate and value the support, counsel and advice from our upline. We would also like to thank the staff at Amway who have given us fantastic back-up, not only from the office but also with the company training given by Sara and Robyn.

**Duncan Campbell and Alison Wightman** 



# E. FUNKHOUSERT NEW YORK

presents to you

### **Colour Collection 007: Streamline**

Streamline is brought to you with a convergence of refined forms, bold coloured shapes and horizontal lines with the promise of possibility.

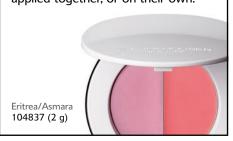
As with all E. FUNKHOUSER NEW YORK Collections, trend defining colours are produced with exquisite formulas and exclusive must have new products.







Crafted into a custom duo compact, the Cheek Color Duo's complementary shades can be applied together, or on their own.



### **NAILS**

Ensure your nails are always shining with irresistible colour with E. FUNKHOUSER NEW YORK



### **MULTI-PURPOSE**

Serving one solution with many functions is the essence to E. FUNKHOUSER NEW YORK multi-purpose.

Bronzing Powder (7 g)

With matte and shimmer shades combined together to bring out the goddess that you are, with an ever-modern, sun-kissed look.



### **TOOLS**

Eddie has equipped this travel-ready set with all the brushes you will need while on the go for your everyday make-up application.



### FOR A LIMITED PERIOD ONLY, DURING THE MONTH OF MAY 2008, PURCHASE THE FULL COLOUR COLLECTION 007, ORDER NUMBER 106875, AND RECEIVE A 10% PRICE DISCOUNT (FULL PV/BV).

For a full product listing, including the Professional Product Series range, please refer to the E. FUNKHOUSER™ NEW YORK Collection Card (order nos. 106387 - single/106388 - pack 5). For further information, please visit the Brand Centre at www.amway.co.uk/www.amway.ie, where you will find exciting tips from Eddie, new downloads, including your FREE Training Guide for the Collection, latest offer details and much more.

Available on an ongoing basis is the E. FUNKHOUSER NEW YORK Professional Product Series. Find all your everyday products to make you the star that you are. The E. FUNKHOUSER™ NEW YORK Customer Leaflet. Available from 1st May 2008 to support the Colour Collection 007. A great promotional tool to give out to customers, it provides a simple and accessible link to our products - order no. 106279 (pack 10).

Please see page 31 for pricing details.



# Energise your health and business with NUTRILITE™ products for an active lifestyle

Once considered niche products, fitness waters, rehydration drinks and other active lifestyle products now carry wide appeal. People of all types understand that what they put into their bodies has a huge effect on their health, their performance and even their outlook.

Who doesn't want to feel better, perform better and achieve more?



With this in mind, we are pleased to announce the arrival of two BRAND NEW products, developed under the NUTRILITE brand for an active lifestyle, to follow the launch of

**NUTRILITE 1™ Food Supplement (order no. 103493).** 

Designed for everyone who wants to feel and perform at their best, the new range is now complete following the arrival of these compelling products:

### NUTRILITE FITH<sub>2</sub>0<sup>™</sup> Antioxidant Enhanced Drink Mix NUTRILITE STRIVE+<sup>™</sup> Isotonic Drink Mix

Each of these NUTRILITE premium products for an active lifestyle has been developed to encompass a broad range of activity levels, as many people do not consider themselves to be highly active or athletic people. Even people who don't exercise as much as they should can feel the benefits of using these performance products, which include: hydration, energy and vitamins.

### **SUPPORT MATERIALS - AVAILABLE NOW!**

Why not visit the new Active Lifestyle Brand Centre to see the excellent benefits of these exciting products for yourself. Log on to

www.amway.co.uk / www.amway.ie and click on the following links: Business Information > Brand Centre > Nutrilite > Active Lifestyle.

NUTRILITE is the world's leading brand of vitamin, mineral and dietary supplements (based on 2006 sales, as supported by research conducted by Euromonitor International).



NUTRILITE  $1^{\text{TM}}$  Customer Leaflets are still available - order NOW and introduce the Active Lifestyle category from the NUTRILITE brand.

Leaflet (pack of 10)

Order no. 106550

Ideal for leaving your contact details, these attractive and useful NUTRILITE Active Lifestyle category Business Cards are available now.

Business Cards (pack of 10)

Order no. 106714



### NUTRILITE™ FITH<sub>2</sub>0™ Antioxidant Enhanced Drink Mix

### FIT WATER INTO YOUR LIFE

- NUTRILITE FITH<sub>2</sub>0 Drink Mix is a low calorie, low carbohydrate, delicious way to add flavour to any standard size bottle of water to help hydrate and nourish the body for light activity.
- Containing Red Orange Complex<sup>™</sup> (ROC)\*, NUTRILITE FITH<sub>2</sub>0 adds powerful antioxidant
  protection to your day, helping to fight free radicals such as pollution, poor diet and exercise and
  excess stress.
- Available today, this crystallised drink mix is conveniently packaged in small, sample-friendly 6 g stick packs.





### **NUTRILITE STRIVE+™ Isotonic Drink Mix**

### A REHYDRATION DRINK THAT WORKS OUT AS HARD AS YOU DO

- NUTRILITE STRIVE+ Drink Mix is an experiential rehydration drink for active people. Each stick
  pack contains a blend of carbohydrates, electrolytes and 100 mg of Red Orange Complex™
  (ROC)\*.
- When mixed with water, NUTRILITE STRIVE+ provides an excellent form of protection from dehydration, quickly replacing and replenishing the nutrients you lose during intense exercise.
- Available today, this quick-dissolving drink mix is conveniently packaged in small, sample-friendly 30 q stick packs.

Red Orange Complex\*, found in NUTRILITE FITH<sub>2</sub>O Antioxidant Enhanced Drink Mix and NUTRILITE STRIVE+ Isotonic Drink Mix, is a botanical, shown in clinical research to help cells maintain their integrity - in short, they help the body defend itself during physical activity, the natural way.

\*Red Orange Complex is a trademark of Bionap SRL.

### AVAILABLE SOON:

### **NUTRILITE™ Sports Bottle**

Exclusively designed to be used with NUTRILITE  $FITH_2O$  and NUTRILITE STRIVE+ Drink Mixes. A stylish, functional drinks bottle, with an inner storage compartment designed to house STRIVE+ and NUTRILITE  $FITH_2O$  stick packs.

Order no. 400855



### **NUTRILITE FITH,0**

### Mandarin Flavour Order no. 103786 –

Order no. 103786 – Pack of 20 x 6 g stick

### New flavour launching in July -Peach

Order no. 103/8/ – Pack of 20 x 6 g sticks

### **NUTRILITE STRIVE+**

### **Grapefruit Flavour**

Order no. 103788 – Pack of 20 x 30 g sticks

### New flavour launching in July -Mixed Fruit

Pack of 20 x 30 g sticks







On February 28th, Amway Global Marketing held a press conference in Barcelona, Spain, to announce the next athlete to become a member of TEAM NUTRILITE™, world-class footballer, Ronaldinho.

NUTRILITE



: HAS ARRIVED!



Barcelona, (February 28, 2008) – soccer superstar Ronaldinho receives his newest "team" jersey from Candace Matthews, Chief Marketing Officer, Amway Global Marketing. Today, Ronaldinho announced a global endorsement agreement with NUTRILITE. NUTRILITE is the world's leading brand of vitamin, mineral and dietary supplements (based on 2006 sales as supported by research conducted by Euromonitor International).

The Ronaldinho Press Conference was a huge success! It was the first time in over six months that Ronaldinho had faced the press, so large media outlets such as CNN were actively participating. Ronaldinho is very happy to be part of TEAM NUTRILITE and to use NUTRILITE products. He believes in the TEAM NUTRILITE philosophy of helping get the most out of what nature gave you. As well as being a member of TEAM NUTRILITE, Ronaldinho also became

the NUTRILITE Global Spokesperson for the Amway One by One campaign for children, which was celebrated with a €700,000 donation by Amway Europe to UNICEF. This partnership builds on a shared passion for helping children achieve their potential. After time spent answering media questions, Ronaldinho was then whisked away to meet selected ABOs invited to Barcelona for this special event.

This press conference kick-started other events around Europe, with many markets staging events for staff and/or ABOs to promote Ronaldinho and TEAM **NUTRILITE.** 

On the 29th of February and the 1st of March, also in Barcelona, Amway™ had a stand at the Barcelona Expo, which was another great success in introducing people to Amway,

the NUTRILITE™ brand and TEAM NUTRILITE. We had giveaways of the NUTRILITE 1™ Food Supplement, NUTRILITE flyers and Ronaldinho postcards. We also had a prize draw to win a Ronaldinho signed football and football shirt, as well as selling Unicef bears and pins.

Then on Sunday, 2nd of March, at the Barcelona Marathon, Amway had a VIP tent at the start/finish

line. This was visited by many Spanish ABOs wishing to gain more information. Jordi Marin, Spanish Branch Manager and Robert Tully, Supervisor Guest Relations, Center for Optimal Health, both ran the marathon in Amway and NUTRILITE branded shirts.



In order to motivate and inspire a global community to pursue optimal health, the NUTRILITE brand sponsors some of the most motivating and inspiring athletes on the globe. So while you cheer for them, they're cheering for you.



### 2008 ATHLETE PERFORMANCE SCHEDULES

### **ASAFA POWELL**

Sydney Track Classic Feb 16 Feb 21 Mel Track Classic April 24-26 Penn Relays Outdoor Meeting May 9 **ISTAF 2008** lune 1 **Bislett Games** lune 6 June 8 Prefontaine Classic June 27-29 Jamaican Olympic Trials July 11 Golden Gala July 22 DN Galan July 25-26 Norwich Union July 29 Herculis Olympic Games Aug 15-24 Aug 29 Weltklasse Zürich Norwich Union Aug 31 Sep 2 Athletissima Mem Van Damme Sep 5 Sep 7 Meeting di Rieti Sep 13-14 World Athletic Finals Sep 17 Pedro's Cup Sep 25 Korea Grand Prix Shanghai Grand Prix Sep 30 **LIU XIANG** 

Melbourne AUS Philadelphia USA Doha QAT Berlin GER Oslo NOR Eugene USA Jamaica JM Roma ITA Stockholm SWE London GBR Monaco MON 100m-Aug 15, 16 4x100m-Aug 21, 22 Zürich SUI Gateshead GBR Lausanne SUI Brussels BEL Rieti ITA Germany Poland Daegu KOR Shanghai, China

Sydney AUS

Valencia, Spain Osaka, Japan Beijing, China New York, USA Oregon, USA



**IAAF** Indoor Meet Feb 7-9 May IAAF World GP May 22 Beijing Meet New York GP lune June 8 Prefontaine Classic August 21 **Beijing Olympics** 

Beijing China

### **SANYA RICHARDS**

Tyson Invitational Feb 15 March 28-29 Uta 200m April 5 Texas Relays 4x1, 4x4 April 19 Mj Invitational 400m April 26 Penn Relays 4x1, 4x4 Jamaica Invitational May 3 May 18 Adidas Track Classic June 1 **ISTAF 2008** June 08 Pre Fontaine Classic 400m Eugene Oregon June 27 - July 6 Olympic Trials 400m July 11 Golden Gala July 18 Gaz De France July 22 Dn Galan July 25-26 Norwich Union

Fayetteville Arkansas. Arlington Texas Austin Texas Waco Texas Philadelphia Kingston Jamaica Carson California Berlin Germany Eugene Oregon Rome Italy Paris Rome Stockholm Sweden London England







### As well as Ronaldinho. other members of TEAM NUTRILITE are...

### 1. ASAFA POWELL

World record holder in the 100 metre sprint. The fastest man in the world.

### 2. LIU XIANG

World record holder in the 110 metre hurdles.

### 3. SANYA RICHARDS

Her time of 48:70 for the 400 metre sprint earned her the title of fastest woman in the world for 2006.

Why not track their progress at past events or even organise a group to go and watch at one of your local meets?



### TEAM NUTRILITE

Join TEAM NUTRILITE™ and get the most out of what nature gave you. No matter who you are.







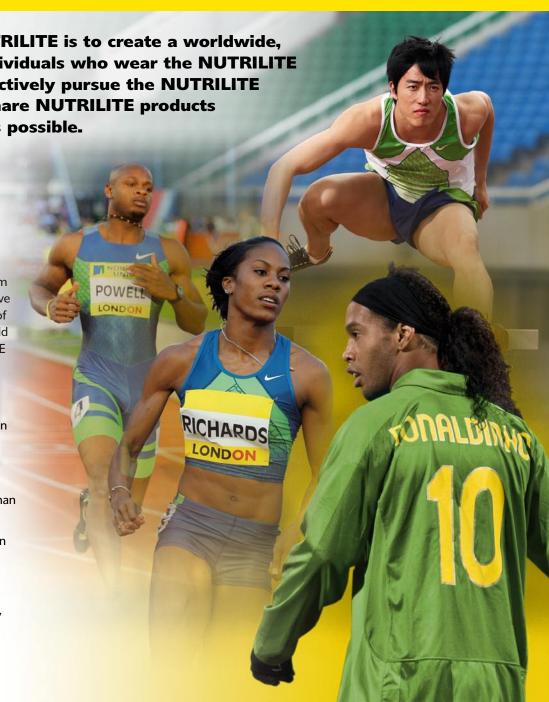
### YOU TOO CAN BE A PART OF THE **TEAM NUTRILITE EXPERIENCE.**

The goal of TEAM NUTRILITE is to create a worldwide, world-class team of individuals who wear the NUTRILITE brand badge proudly, actively pursue the NUTRILITE promise and want to share NUTRILITE products with as many people as possible.

**TEAM NUTRILITE** generates momentum from high-profile professional athletes, global and local athletic events and shared success stories about achieving optimal wellbeing.

Along with millions of individuals from all around the world striving to achieve their own optimal well-being, some of the most exciting athletes in the world have already joined TEAM NUTRILITE - and there's room on our roster for more.

- 1. Liu Xiang, world record holder in the 110 metre hurdles.
- 2. Sanya Richards, her time of 48:70 for the 400 metre sprint earned her the title of fastest woman in the world for 2006.
- 3. Asafa Powell. the fastest man in the world. Period.
- 4. Ronaldinho, one of the world's greatest football players and the newest athlete to be sponsored by the NUTRILITE brand.



### FIBRE FROM THE NUTRILITE™ BRAND

### **NUTRILITE Chewable Fibre Blend**

The general function of fibre is to maintain digestive health and gut motility. There are two types of fibre which are mainly found in plant cell walls, insoluble fibres, such as cellulose, hemicellulose and lignin and soluble fibres, such as gums, pectins and resistant starches.

Soluble fibre helps delay gastric emptying, which results in increased satiety and decreased digestive enzyme activity. Heart health benefits are associated with soluble fibre. Blood sugar regulation is also associated with soluble fibre due to its ability to slow gastric emptying and

nutrient absorption. These physiological effects may result in slower release of sugar into the bloodstream and therefore improved blood sugar regulation. Insoluble fibres' primary benefit is to promote regularity and they may also be helpful to colon health.

ibres' primary benefit is to egularity and they may also be colon health. NUTRILITE Chewable Fibre Blend (30 tablets) –



Fibre consumption varies widely with the average adult consuming approximately 11-13 g per day, less than half of the 25-30 g per day that is recommended.

**NUTRILITE CHEWABLE FIBRE BLEND** offers a blend of soluble and insoluble fibres.
Packed with dietary fibres from 13 different raw materials, the product offers an extensive breadth of fibres, along with a sweet taste and enjoyable texture.

This product may be taken individually or together with other NUTRILITE fibre products to offer you benefits from a variety of fibre sources and to optimise effectiveness.



NUTRILITE™ is the world's leading brand of vitamin, mineral and dietary supplements

(based on 2006 sales, as supported by research conducted by Euromonitor International).





MAY/JUN 08

# Keep refreshed and stay healthy this summer

Keeping hydrated is essential to maintaining good health all year round, but during the warm summer months this becomes even more important.

Drinking good, high quality water, free of contaminants and bacteria can:

- Improve energy levels
- Increase concentration and improve reaction times
- Prevent dehydration
- Keep skin looking smoother, softer, more supple and wrinkle-free
- Help with weight loss
- Remove toxins and waste products from the body

Did you know?

If you feel thirsty your body is already dehydrated. The average person should drink eight glasses of water a day\*.







### **eSpring<sup>™</sup> Water Treatment System**

The eSpring Water Treatment System gives cleaner, clearer, better-tasting water, day after day. It not only removes more than 140 different potential health-effecting contaminants, it also destroys more than 99.99% of potential disease-causing, waterborne bacteria and viruses in drinking water.

### Key selling points

- It's easy the eSpring Water Treatment System attaches to most standard kitchen taps and can be installed either on the counter top or under the sink, out of sight.
- It's economical and environmentally sensitive one eSpring filter can treat 5,000 litres of water straight from the tap; far fewer bottles and containers are added to our planet every year.
- It's convenient water on demand, direct from the tap.
- It's good for you using patented technologies, the eSpring Water Treatment System reduces potential health-effecting contaminants, whilst leaving in nearly 100% of the beneficial minerals, such as calcium, in the water.

eSpring Water Treatment System and Existing Tap Kit - **order no. 100188** eSpring Water Treatment System and Auxiliary Tap Kit - **order no. 100189** Please refer to your Price List for pricing details.





Remind your customers to check the electronic monitoring system on their eSpring Water Treatment System. The system keeps track of both time and system use to determine exactly how much effective life remains in the cartridge. When the filter requires immediate replacement, the flashing message is accompanied by an audible beep.

To ensure your customers achieve the level of performance expected from their eSpring Water Treatment System, the filter cartridge needs to be replaced once a year or as soon as it has filtered 5,000 litres of water, whichever comes first.

eSpring Water Treatment Replacement Filter - **order no. 100186** Please refer to your Price List for pricing details.

### More information coming soon in your AmwayFocus magazine... eSpring Water Treatment System and NSF International

The eSpring Water Treatment System was the first in-home water treatment system certified by NSF International, one of the world's leading experts on water treatment, to meet three major quality standards. In this article read more about NSF International and how this certification can help you maximise your eSpring business.

\*Encourage your customers to visit www.eSpring.com. This website is full of in-depth, useful information and interesting facts, not only about the eSpring Water Treatment System, but also about water too. To help your customers check out how much water they should be drinking this summer, show them the Water Intake Calculator.

# Amway and Access Business Group are part of the Alticor Inc. group of companies, owned by the DeVos and van Andel families.

Access Business Group is the organisation that takes care of all Amway products in 80 countries throughout the world.

Major activities on a global level:

- Research and Development
- Production
- Agricultural Activities
- Logistics

### your distribution service

The Service Centers of Access Business Group provide all the logistical activities on behalf of Amway

15 European countries (in red) have their Amway orders assembled and shipped by the European Regional Service Center (ERSC) located in Venlo, the Netherlands.

Countries with their own Distribution Centers or ABG Service Centers (in blue) are re-supplied from the ERSC.

The ABG Central European Service Center (CESC) located in Pruszkow (Poland), services the Polish, Czech and Slovak markets. The ABG Eastern European Service Center (EESC) in Budapest (Hungary), services Hungary and Slovenia and can in the future provide an order fulfillment service for other Balkan countries.



### 2007 statistics for the combined 15 ERSC serviced countries

### **Product availability**

ABG has a team of experts working in the area of forecasting, planning and stock control.

In 2007, product availability of 98.94% was achieved. The top 30 selling Amway products reached an availability level of 99.77%, improving on the 2006 levels!

### **Productivity levels**

More than 2 million parcels, 1.5 million orders and almost 20 million products were picked!

### **Order quality**

All Service Centers operate state-of-theart "pick to light" systems and checking processes, ensuring high levels of picking accuracy and accurately fulfilled orders.

In 2007, an average of 99.75% of all items shipped were delivered without any errors or damage, based on ABO input received.

### **Order distribution**

As an Amway ABO, you are able to enjoy a first class delivery service.

This phenomenal task is achieved by ABG enjoying strong strategic partnerships with some of the leading European home delivery companies in the challenging B2C sector.













In 2007, an overall on-time-delivery service level of 99.1% was achieved.

With over 270 ERSC/CESC/EESC employees committed to providing first class logistical support to Amway, you can be assured that, wherever you choose to build your business, you will receive the same consistent high levels of service today and in the future.

If you would like to find out more about ABG in Europe, please visit: www.accessbusinessgroup.nl

# Amway and the Environment

Here at AMWAY we are not only concerned about how we grow the ingredients used in our NUTRILITE™ products but also how to get the most out of them.

The Nutrilite Health Institute, Centre for Optimal Health and the Scientific Advisory Board have over 1,000 employees worldwide dedicated to Optimal Health. Through state-of-the-art research and education programmes and its global affiliations with scientists, educators and institutions, the Nutrilite Health Institute in California, USA, inspires individuals to help themselves and others live healthier lives.

It has always been recognised at the Nutrilite Health Institute that the best supplements begin with the best plants. Our commitment to grow great plants has led to the development of one of the industry's most extensive natural farming operations.

Crops used for NUTRILITE Food Supplements are grown using sustainable farming methods. Instead of relying on harmful pesticides, herbicides or chemical fertilisers, we let nature do the work. The natural farming methods used to produce ingredients for NUTRILITE products are more costly and more labour intensive than conventional commercial farming, but they offer enormous advantages.

By focusing on long-term sustainability, instead of short-term yields, we have been able to produce healthy crops year after year, without damaging the earth and the environment.







### **NUTRICERT PROGRAMME**

NutriCert is a farm certification programme. It analyses and ensures that the farms supplying botanical materials adhere to the farming Philosophy of Nutrilite.

As part of the NutriCert programme, Nutrilite works with all the farms to help them adhere to natural farming principles.

There are five main principles upon which the NutriCert programme is based: crop and vegetation diversity, healthy soil building practices, no soil or environmental contamination, in-depth quality control standards and building a healthy social environment around the farm.









Soon, you'll be able to find all the information you need about Amway's first multi-purpose, innovative cleaner, L.O.C. Multi-Purpose Cleaner and the range of L.O.C. products.

Read about the outstanding heritage of the L.O.C. brand. Find useful information on all the products in the L.O.C. range and which products to choose for targeted cleaning. Learn how to enhance and grow your Home Care business with WOW demonstrations, including useful hints and tips. All this and much more, to help you increase your L.O.C. product sales.

Visit www.amway.co.uk / www.amway.ie and follow the links: Business Information > Brand Centre > L.O.C.

### **ARTISTRY Nail Colours**

It is with regret to advise you that we will be experiencing some long periods of NLA status on the current ARTISTRY Nail Colours.

Due to vendor challenges, including supply timing issues on their part, and quality standards of some batches of deliveries, we are no longer able to supply the current Nail Colours and these will now only be available while stocks last. Leading up to some of these shades becoming NLA, you may experience some TNA periods due to the supply issues.

The following order numbers will therefore be NLA once current stocks run out:

101632	Base Coat	101633	Top Coat
101622	Crystal Rose Nail Colour	101628	Plum Crazy Nail Colour
101625	Extremely Red Nail Colour	101629	Muted Mauve Nail Colour
101615	Celestial Nail Colour	101619	Iced Mauve Nail Colour
101616	Happiness Nail Colour	101620	Bronzed Dusk Nail Colour
101621	Lustre Nail Colour	101627	Terracotta Nail Colour

We apologise for this inconvenience and any disappointment this will cause. Please be assured that we will be working to keep this NLA period as short as feasibly possible.

We are actively working on sourcing a new vendor and providing a new nail colour line and we will send out a communication once we have more details.



### HALF PRICE FOR THE MONTH OF JUNE

Have the right poster when you need it

Amway has produced a set of 10 brand posters (84  $\times$  59 cm) that will make your customer presentations and product displays look even more professional.





It's so easy - just display your posters and they will immediately attract the attention of your customers and provide the perfect backdrop to your work.

Order no.104756

Each set contains one poster of each of the following brands from Amway:

AMWAY™, NUTRILITE™, NUTRILITE DOUBLE X™, ARTISTRY™, ARTISTRY TIME DEFIANCE™, E. FUNKHOUSER™ NEW YORK, SATINIQUE™, iCOOK™, eSpring™ and Home Care (featuring SA8™, L.O.C.™ and DISH DROPS™).



## New Platinum Seminar

### Day One

Our New Platinums from the UK & Rol arrived at the Hilton Hotel on the Danube River where they were greeted by Amway staff who assisted them into the hotel. The attendees had the afternoon free to explore their surroundings and take in the magnificent views of the city and the Danube River.

A local photographer arrived in the evening to mark this great achievement. The group was then greeted at a cocktail reception and Tom Denham, the UK & Rol Branch Manager, flew in on a special visit to have dinner with the attendees. The food and wine were magnificent and the evening was a great success.

### **Day Two**

The Vienna Amway Experience Centre played host to our New Platinums, as the new leaders moved through the experience with opportunities to watch videos and demonstrations and take part in interactive activities with the Centre's trainers.

The Business Session was an informative piece on where we are to date. The session was enjoyed by all as it was informal and interactive between the Platinums and the Distributor Relations team. The main focus of this session was to focus on their achievement and to reflect on the effort and hard work they had put into reaching this fantastic goal.

In the evening, our guests were whisked

followed by an evening with the Schloss Schonbrunn Orchester who played a mixture of Mozart, Strauss and Kunstler.

### **Day Three**

On the last day our attendees were taken on a sightseeing tour to show Vienna at its best. The group was shown the Belvedere Palace, State Opera, the Spanish Riding School and Hofburg Palace. The tour ended with a visit to Schonbrunn Palace and gardens where they had an opportunity to purchase gifts.

This was a truly memorable weekend for all attendees and a real reward for our New Platinums.



"Our trip to Vienna was truly an unforgettable weekend, such a unique city, every street full of history and culture. Amway provided a very warm welcome upon arrival and an event packed agenda and most memorable Platinum Seminar. A big thanks to all involved."

"WOW! What a treat! Our all expenses paid trip to the 'EXPERIENCE CENTRE' in Vienna was a dream come true: a luxury weekend, packed with information, romantic setting of a famous historic palace. All that in the company of leading corporate members of staff, crowned by sharing personal time with Tom Denham, who joined us for dinner on Friday night. An unforgettable experience: 'thank you'

"Vienna was awesome, the whole trip exceeded my expectations and it was humbling to be treated in such a fantastic way. At every opportunity, Amway gave us gifts and treats throughout the weekend and it made me feel like they really did appreciate us. Now I'm really looking forward to Cyprus!"



### April/May/June Ordering and Delivery Schedules

### WEEK COMMENCING MONDAY 28TH APRIL 2008

Normal Order Day	<b>Revised Order Day</b>	Delivery Days	<b>Direct Debit</b>		
Monday 28th April	Unchanged	Thursday 1st/2nd May	13th May		
Tuesday 29th April	Unchanged except for Republic of Ireland	Wednesday 7th/8th May	14th May		
Wednesday 30th April	Unchanged	Wednesday 7th/8th May	15th May		
Thursday 1st May	Unchanged	Wednesday 7th/8th May	16th May		
Friday 2nd May	Unchanged	Thursday 8th/9th May	19th May		

### Please note:

Orders placed on 29th/30th April and 1st/2nd May will be delivered later than normal due to a combination of statutory holidays within both the UK and the Netherlands. ABOs in the Republic of Ireland will need to place their orders, including Amway online orders, on or before Monday 28th April for delivery 1st/2nd May.

### WEEK COMMENCING MONDAY 5TH MAY 2008

Normal Order Day	Revised Order Day	Delivery Days	Direct Debit
Monday 5th May	Tuesday 6th May	Friday 9th/12th May	20th May
(offices closed)			
Tuesday 6th May	Unchanged	Friday 9th/12th May	20th May
Wednesday 7th May	Unchanged	Monday12th/13th May	21st May
Thursday 8th May	Unchanged	Tuesday13th/14th May	22nd May
* Friday 9th May	Unchanged	Thursday 15th/16th May	23rd May

### Please note:

ABOs in Northern Ireland/Channel Islands will need to place their orders, including online orders, on or before Tuesday 6th May for delivery on 9th/12th May.

### WEEK COMMENCING MONDAY 26TH MAY 2008

Normal Order Day	<b>Revised Order Day</b>	Delivery Days	Direct Debit
Monday 26th May	Tuesday 27th May	Friday 30th May/2nd June	10th June
(offices closed)			
Tuesday 27th May	Unchanged	Friday 30th May/2nd June	10th June
Wednesday 28th May	Unchanged	Monday 2nd/3rd June	11th June
Thursday 29th May	Unchanged	Tuesday 3rd/4th June	12th June
Friday 30th May	Unchanged	Wednesday 4th/5th June	13th June

### Please note:

ABOs in Northern Ireland/Channel Islands will need to place their orders, including online orders, on or before Tuesday 27th May for delivery on 30th May/2nd June. Amway online orders should be placed as per the above schedule. The offices will be closed for business on Monday 26th May 2008.



<sup>\*</sup>Orders placed on 9th May will be delivered one day later than usual. Amway online orders should be placed as per the above schedule. The offices will be closed for business on Monday 5th May 2008.

### pricing details

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Page No.	Order No		Unit Siz	Points L	<del> </del>	Business Volum	Retail Cost	ر اخ ا	<b>9</b>	Business Volum	Retail Cost	ر اور / خ	9 /	Business Volum	Retail Cost	,
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		ARTISTRY™														
6 9	103564	Creme LuXury	100 ml	115.84	179.90		399.78		153.11	114.83	340.24		268.15	166.21	595.89	55.40
9	105564	Creme LuXury Charm		21.18	32.90	21.00		7.00	28.00	21.00		7.00	49.05	30.40		10.14
		ARTISTRY Seasonal Collection - RARE BEAUTY														
10-11		Eye Colour Compact	10 g	11.84	18.40	11.74	52.57	3.92	15.66	14.01	44.74	3.92	27.45	20.26	78.43	5.67
10-11		Lip Shine	10 g	6.27	9.75	6.22	24.38	2.08	8.30	14.01	20.75	2.08	14.55	20.26	36.38	3.01
		ADTICTOV I :tt														
8	106709	ARTISTRY Literature Creme LuXury Postcards (pack 10)	1		0.60		0.06		0.51		0.05		0.90		0.09	
8	106839	Creme LuXury Brochures (pack 5)	1		3.60		0.72		3.60		0.72		6.30		1.26	
8	106549	Creme LuXury Customer Leaflets (pack 10)	1		0.90		0.09		0.77		0.08		1.35		0.14	
		E. FUNKHOUSER™ NEW YORK -														
14-15	104030	Colour Collection 007 Lash Volumizer	10 ml	8.30	12.90	8.23	18.43	2.75	10.98	8.23	15.69	2.75	19.25	11.93	27.50	3.98
14-15	104030	Lip Line and Shine	10 m	8.86	13.90	8.78	16.26	2.75	11.83	8.78	13.84	2.75	20.70	12.83	24.21	4.28
14-15	104828	Liquid Eye Liner Duo	10 ml	12.47	19.50	12.36	97.50	4.15	16.60	12.36	83.00	4.15	29.05	18.01	145.25	6.00
14-15	104829	Bronzing Powder - Utopia	10 g	17.23	26.90	17.08	38.43	5.72	22.89	17.08	32.70	5.72	40.10	24.85	57.29	8.29
14-15		Eye Color Trio	10 g	11.40	17.85	11.30	59.50	3.80	15.19	11.30	50.63	3.80	26.60	16.48	88.67	5.50
14-15		Lip Color	10 g	6.06	9.55	6.01	47.75	2.03	8.13	6.01	40.65	2.03	14.25	8.83	71.25	2.95
14-15	104837	Cheek Color Duo - Eritrea Asmara	10 g	10.15	15.90	10.06 5.71	79.50	3.38	13.53	10.06	67.65	3.38	23.70	14.69 8.40	118.50	4.90
14-15 14-15	104841	Lip Gloss Nail Lacquer - Art Glass	10 ml 10 ml	5.76 9.09	9.10 14.25	9.01	15.17 8.91	1.94 3.03	7.74 12.13	5.71 9.01	12.90 7.58	1.94 3.03	13.55 21.25	13.17	22.58 13.28	2.80 4.39
17-13	10-10-11	I vali Eacquer - Art Glass	101111	7.07	17.23	2.01	0.71	5.05	12.13	2.01	7.50	5.05	21.23	13.17	13.20	4.57
		E. FUNKHOUSER NEW YORK Literature														
15	106279	E. FUNKHOUSER NEW YORK Customer Leaflets	1		0.90		0.09		0.77		0.08		1.35		0.14	
1.5	106207	(pack 10)			0.40				0.24				0.60			
15 15	106387 106388	Colour Collection 007 Card (single) Colour Collection 007 Card (pack 5)	1		0.40 1.80		0.36		0.34 1.55		0.31		0.60 2.70		0.54	
15	100300	Colour Collection 607 Card (pack 3)	'		1.00		0.50		1.55		0.51		2.70		0.54	
		NUTRILITE™														
16	103493	NUTRILITE 1™ - Pack 10 x 15 ml vials	100 ml	16.48	25.60	16.34	17.07	5.45	21.79	16.34	14.53	5.45	31.55	23.66	21.03	7.89
17	103786	FITH <sub>2</sub> O™ Mandarin - pack 20 x 6 g sticks	100 g	10.13	15.75	10.04	13.13	3.35	13.40	10.04	11.17	3.35	19.40	14.55	16.17	4.85
17 17	103788	STRIVE+ ™ Grapefruit - pack 20 x 30 g sticks	100 g	12.68 4.76	19.70	12.57 4.72	3.28	4.19 1.58	16.77	12.57	2.80	4.19	24.25	18.19 6.85	4.04	6.06
17	400855	Sports Bottle		4./6	7.40	4.72		1.58	6.30	4.72		1.58	11.05	6.83		2.28
		NUTRILITE Literature														
16	106714	Active Lifestyle Business Cards (pack 10)	1		0.60		0.06		0.51		0.05		0.90		0.09	
16	106550	Active Lifestyle Customer Leaflets (pack 10)	1		0.90		0.09		0.77		0.08		1.35		0.14	
		PROMOTIONS														
14-15	106875	PROMOTIONS E. FUNKHOUSER NEW YORK Colour Collection		113.10	159.62	112.11		33.96	135.85	112.11		33.96	237.87	163.80		49.15
14-13	1000/3	007 Promotion		113.10	137.02	112.11		33.70	133.03	112.11		33.70	237.07	103.60		<del>1</del> 2.13
13	231726	ARTISTRY Moisture Rich Skin Care Promotion		9.98	15.50	9.89		3.30	13.19	9.89		3.30	23.10	14.32		4.77
13	231727	ARTISTRY Clarifying Skin Care Promotion		9.98	15.50	9.89		3.30	13.19	9.89		3.30	23.10	14.32		4.77

 $<sup>\</sup>ensuremath{{\mbox{$\not$0$}}}$  - If required customer volume criteria are achieved

### Changes to BODY SERIES Liquid Hand Soap Formula

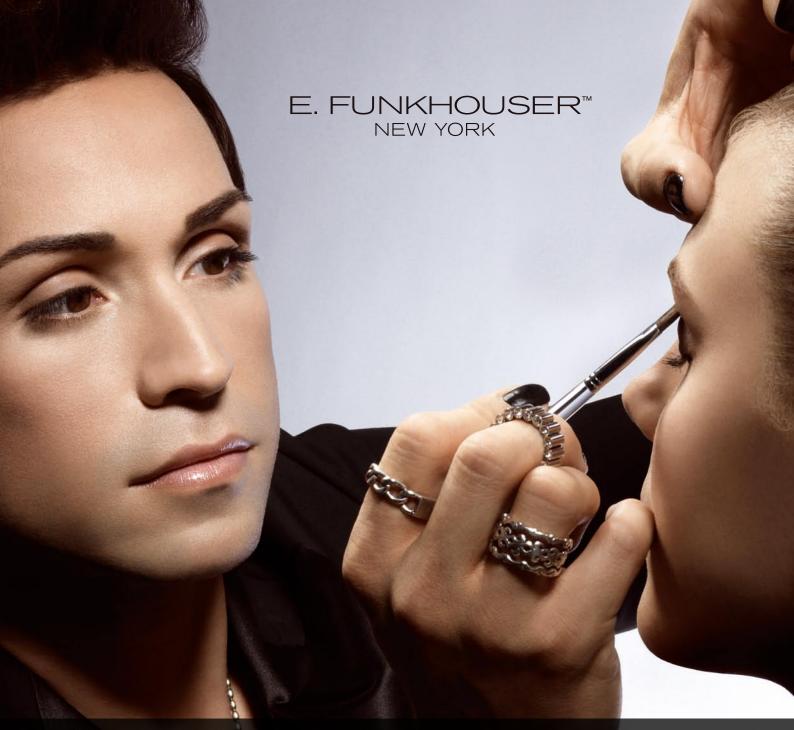
Due to changes in European regulatory requirements, the formula of the BODY SERIES™ Liquid Hand Soap has been changed.

You will notice the formula change by a different colour (clear), different fragrance (peach) and different viscosity, but **all claims remain the same**.

In the UK, the transition to the new formula is estimated to be seen as follows:

- BODY SERIES Liquid Hand Soap, 250 ml (order no. 2171) around mid June 2008
- BODY SERIES Liquid Hand Soap, 11 (order no. 100100) 22nd June 2008





### E. FUNKHOUSER™ NEW YORK C007

Want to show your customers how to get the best out of the latest E. FUNKHOUSER NEW YORK products? Want to sharpen your demonstration skills?

Visit the Brand Centre online today at www.amway.co.uk / www.amway.ie.

Amwav

UK ● Republic of Ireland ● Jersey ● Guernsey

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**Amway**