

# Achieve<sup>®</sup>

Volume 2, Issue 2, 2009

Also in This Issue:



Recognizing Heroes and Patriots  
in Our Ranks

**Albert and  
Monica Bae**  
★ Executive Diamond  
Military Career Paves Way  
For Their American Dream

In honor of those that  
protect our freedom.



A young girl with blonde hair in pigtails, wearing a green sweater, is holding a white sign that says "WELCOME HOME" in blue letters. The sign has a red heart in the letter 'O' of "HOME". The background is blurred, showing a person in a dark uniform.

Within the Amway Global family, we strive to reflect the values our troops fight for: freedom, opportunity, discipline, honor. We await their safe return home.

And we recognize their sacrifice.

In order to protect and preserve the freedom of others, military men and women give up their own liberty.

Their commitment? Absolute.

Their hours? 24/7.

Their dedication? Total.

With appreciation for all who have served ...  
in memory of all who have fallen.

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GLOBAL™

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*What makes a* **hero?**





## It's Always Something Inspirational

It may be an act of selfless courage or a flash of brilliant insight. An unexpected response to tragedy, or a positive attempt to instigate change. Sometimes, it is simply the steady, quiet dedication to a cause greater than oneself.

In the United States and Canada, Amway Global IBOs are passionate about giving their all as they grow their businesses, nurture their families, and make their communities better places to live.

**“Amway Global heroes show qualities of determination, leadership, patriotism, and generosity.”**

From the earliest days, when Amway was little more than a dream, Jay Van Andel and Rich DeVos instilled their values in the business. For 50 years, family, freedom, hope, and opportunity have guided our efforts. Today, leaders serving on the IBOAI Board and IBOs throughout North America work to uphold the integrity of these ideals.

In this issue of *ACHIEVE*® magazine, we celebrate a few of the unsung heroes and patriots in our ranks ... IBOs who go above and beyond in service to others. In story after story, these Amway Global IBOs show qualities of determination, leadership, patriotism, and generosity ... traits we are proud to celebrate. They are beacons of dedication, hope, and freedom ... shining examples of the values we all share.

We hope they inspire you as they inspired us.

Regards,

**Sandy Spielmaker**

Vice President – Sales

**Jim Hunking**

Managing Director – Canada, Caribbean



# Leadership:

profiles in service

★ **Bill Britt**  
U.S. Army 1950-54

As the oldest of eight children, Bill Britt did not expect to have a college education handed to him. He was willing to work for it and joined the U.S. Army at age 19 to qualify for tuition assistance under the GI Bill.

As a new recruit, Bill completed basic training and then moved on to officer candidate school. He was commissioned at age 20, and then shipped to Korea. During his three and a half years of active duty, he developed a deep appreciation for the chain of command.

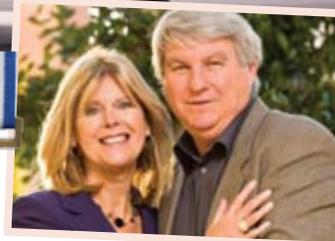
"I learned the hierarchy," he says. "Later, I applied it to my AMWAY GLOBAL™ business, and now I have people and organizations all over the world."



Bill and Peggy Britt

But before he started building Britt Worldwide with Amway Global, Bill was an engineering student at North Carolina State University, grateful for the \$400 monthly check he'd earned as a GI. He laughs now at the value of that investment by the U.S. government. "Whatever they spent on me, they have gotten it back many times over in taxes," he says.

Bill, a Founders Crown Ambassador, will celebrate his 40th year with Amway Global in March 2010.



Annette and Steve Woods

★ **Steve Woods**  
U.S. Army 1967-71



In combat zones, dustoff crews are the ones that pick up wounded troops. They fly in unarmed aircraft, often during active combat, racing against life-threatening injuries and a ticking clock. They move with speed and focus, driven by the mission to save lives.

By the time Steve Woods was 23 years old, he was a medevac helicopter pilot in Vietnam. Flying dustoff missions was his day job. High school was ancient history and flight school a distant memory.

"I was one of the old guys by then," Steve says now. "It was routine for me."

*"I never looked at it as a sacrifice, I looked at it as a privilege ... Nothing you could do is more honorable than serving your country."*

For Steve, now the IBOAI Board Vice Chairman and a Founders Diamond, it was all in a day's work. "You do what you have to do," he says. "Pilot rescue was just one of the things I did."

Despite his humility, Steve was awarded the Distinguished Flying Cross for his service with the U.S. Army in Vietnam. And despite the years that have elapsed since he was drafted at age 18, he can still tick off the lessons he learned in the military: Respect others, complete assignments, accept accountability, don't blame others. Just do it.

★ A tradition of military service

In 1942, following the infamous attack on Pearl Harbor, Jay Van Anandel enlisted in the U.S. Army Air Corps, a combat arm of the U.S. Army Air Force.

Two years later, Rich DeVos followed suit.

In 1946, after the end of World War II, both men returned to civilian life, enriched and emboldened by their military experiences. Certain that air travel represented a growth opportunity, they established a flying school and charter flight service ... the first of several business ventures led by the enterprising young men.

Thirteen years later, in 1959, they launched Amway (American Way). While neither Van Anandel nor DeVos ever donned a uniform again, they were always determined to make their business a viable opportunity for military veterans.



**Jay Van Anandel**  
Army Air Corps 1942–46



**Rich DeVos**  
Army Air Corps 1944–46

# ★ Executive Diamond



## From Life Dream to Dream Life

**Albert & Monica Bae** ★ California

### **Discipline and Teamwork Provide Flexibility and Freedom**

Albert Bae came to the United States from Korea with a lot of dreams – and a plan. First, he joined the U.S. Army, knowing it would provide a steady career and an opportunity to go to college. A year later, he returned to Korea to marry Monica, bring her to the United States, and begin their life together.

Over the 21 years Albert served in the Army, the couple took every opportunity to travel, particularly during the last nine years when the family was stationed in Germany. The Baes' children, now in their 20s, "were a great age for seeing the world and learning about other cultures," says Albert. "It was a wonderful family experience."

### **Choosing Opportunity**

When Albert retired from the Army, the family settled in a California coastal community. Hoping to start their own business, they began exploring options. One day when Monica was at the bank, a loan officer mentioned that she also sold Amway products and thought Monica might be interested in the ARTISTRY® line. Always on the lookout for a great bargain on quality products, Monica agreed to try it.

In time, the couple came to appreciate the quality of a range of Amway products. But it wasn't until Monica's sponsor presented the AMWAY GLOBAL™ business opportunity that "the possibilities became very clear to me," says Monica. "I was especially attracted to the time flexibility and travel opportunities. It seemed as though, with some planning and commitment, we could design our perfect life."

*continued on page 8*



### ★ Albert in the Army ★

At age 21, Albert Bae joined the U.S. Army. A recent immigrant from Korea who had just married and brought his wife to their newly adopted home, Albert was stationed – of all places – in Korea.

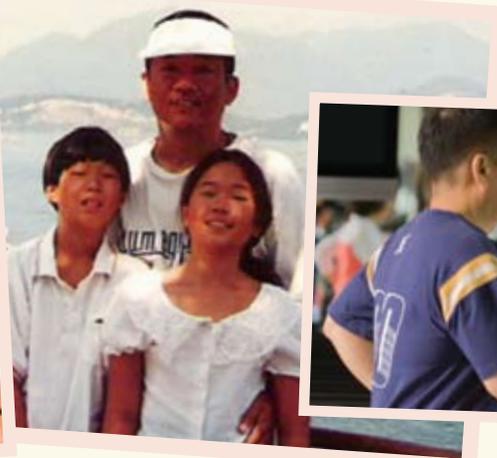
“We were positioned near the Demilitarized Zone, so things got a little tense sometimes,” says Albert. “But I knew our presence there was important.” So important, in fact, that he “re-upped” and spent a total of eight and a half years in Korea as a U.S. soldier.

“When I chose the United States for my home, I immediately gave it full allegiance and was happy to serve anywhere.” And he did, spending his 21 years of service in the U.S. and abroad in Korea, Germany, and Yugoslavia as part of a peacekeeping unit. He rose to Logistics Noncommissioned Officer In Charge (NCOIC), Chief of Staff.

“The Army taught us discipline and teamwork, and we bring those qualities to our downline every day,” says Albert. Asked about heroes, Albert offers: “I think the real heroes are the families of soldiers. They wait at home during deployment, and move with us wherever we’re stationed. That kind of loyalty and sacrifice doesn’t get acknowledged often, but it’s very heroic.”



## ★ Executive Diamond



### Gaining Confidence

The more Monica achieved, the more excited she became. “She kept asking me to join her in the business 100%,” says Albert. “It took two or three months until I finally gave in and pledged her six months of my time. Monica agreed because she knew that’s all I’d need to realize what a great opportunity we’d found. And she was right!”

Early on, the Baes struggled to establish a relationship-based business – they were new to the area and had no business network, family, or close friends nearby. But Albert tapped into his military mindset, methodically setting goals and achieving them with persistence. Once each month, and later on a weekly basis, they drove three hours to meet with their sponsors for guidance.

As their confidence grew, the Baes learned to strike up conversations with strangers and guide new business owners in their own line of sponsorship.

“At first we just tried to ‘appear’ confident as we approached people,” admits Albert. “But once we realized we’re offering something spectacular, our confidence became real.”

### Helping Others Grow

“When we started out, we spent most of our time finding new customers and prospective IBOs,” explains Albert. “Now our priority is taking care of our downline partners. Since Monica and I faced some of those same hurdles while growing our AMWAY GLOBAL™ business, our downline partners believe that they can find the same success we’ve found.”

Albert translates books and product information for the couple’s business group, which includes many Korean immigrants. He’s ready to take calls, often helping business owners with their web capabilities. Monica loves to help others hone their presentation skills. “The retail kits are a big help,” she says.

“We love teaching sales skills, showing people how to reach their goals, and helping families realize their dreams. Meaningful work makes staying home a pleasure.”

In addition to the satisfaction they get from helping others, the Baes lead what they consider a dream life: leisurely breakfasts, time to read and work out, catch a massage, and shop. And, says Monica, “We have the freedom to pick up and take off whenever we want.”

Once a week, Albert and Monica sit down together, revisiting their goals and setting the timetable for reaching them. They discuss challenges and successes, and the plans – and dreams – that never stop growing.



***The average gross monthly income earned by “active” IBOs was \$115 (US)/\$181 (CAN).***

The success depicted may reflect income and investments outside the IBO Plan. Approximately 66% of all IBOs of record were found to be active\* and the percentage of active IBOs who achieved Executive Diamond qualification in FY08 was .0097%.

\*Based on an independent survey during 2001, “Active” means an IBO attempted to make a retail sale, or presented the Amway Global Independent Business Owner Compensation Plan, or received bonus money, or attended a company or IBO meeting in the year 2000.

“Gross Income” means the amount received from retail sales, minus the cost of goods sold, plus the amount of Performance Bonus retained. There may be significant business expenses, mostly discretionary, that may be greater in relation to income in the first years of operation.

“Once we realized we were offering something spectacular, our confidence became real.”





# Jumping In

Navy SEAL goes full force in military service and business



**Frank Radford**

IBO since 1989 | Diamond

Frank Radford is the kind of guy who tells it like it is. He is quick to say he's not a hero. Even quicker to admit that becoming a Navy SEAL was not a lifelong dream.

"It was 1969, we were going full force in Vietnam," Frank says. "My dad sat me down and told me it was something I should go do." And so he did.

Fast-forward to 2009. Headlines about SEALs saving the captain of a civilian vessel captured by Somali pirates brought back vivid memories of what may have been the first anti-piracy mission of the SEALs in the 1980s. Frank was there.

"We were called in to put together an air drop in the Indian Ocean, 250 miles south of Sumatra," he remembers. "A U.S. munitions ship went dead in the water. Because it was powerless, anything could happen. We were going to have to go out to protect it."

That night, 12 SEALs in two boats boarded the ship and rode protection on it for 12 days, around the clock. Radford believes the air drop was the furthest from land that had ever been done, with 250 miles separating them from the nearest land.

In 1987, Mike Carroll showed the AMWAY GLOBAL™ business opportunity to Frank. In typical no-nonsense fashion, Radford made a decisive move. "I went after it with a vengeance. I rocked it. The products are phenomenal, and we use them religiously," Frank says. "In fact, I'm 58 years old and I'm constantly complimented on how great I look."

By working hard, selling product, and applying lessons learned on land, air, and sea with the Navy, Frank went Ruby in seven months. In just four years, he was proud to be called a Diamond.

But never a hero. "I just went out there and did the best I could," he says. "I came home safe and sound. I would be uncomfortable being called a hero."

"I don't want to be referred to as a hero. Heroes are the ones who get wounded in action or don't come back."



## Call of Duty



**Mike Carroll**  
IBO since 1987 | Diamond

In 2001, Mike Carroll was nearly 10 years into a well-deserved retirement after 16 years in the Navy. He had no regrets. Then September 11 happened, and everything changed.

“When I retired in 1992, I didn’t need to stay in the Navy,” Mike says. “My AMWAY GLOBAL™ business gave me the ability to walk away.”

But the 9/11 terrorist attacks reignited the former Navy SEAL’s drive to serve, so he called to re-enlist. At first, he was turned down – two bad hips from previous missions made him a liability. But in 2004, surgical advances promised a complete recovery.

“After I had my hip surgery, I started training to see how well they would do,” Mike says. “The hips performed well, so I put in two years of intensive training.” Then he attended a SEALs team reunion. While most of his comrades were also civilians, Mike reconnected with some colleagues who were still “in,” rekindling his goal to serve again.

The journey back was daunting, including a medical checkup amid a maze of 17- and 18-year-olds. The verdict of the exam? “Reject, unless authorized by higher authority.”

Mike knew the most likely higher authority was Captain Jim Bowen. His recruiter discouraged him. “If you try it, they’ll reject you simply for bugging him,” the recruiter said. But days later, Mike’s phone rang. It was Bowen, who had seen Mike speak at an Amway Global Free Enterprise Day, and had heard of his desire to rejoin. They talked, and as they hung up, Bowen said, “You’re in.”

The higher authority had spoken, and Mike was deployed for a tour of duty in Iraq in 2006.

Mike’s wife, Robin, and their children, Kaitlin, Michael, and Christian rallied around their husband and father. Robin talked to their pastor, Tony Foglio, who advised that Mike’s commitment was short compared to a lifetime of regrets.

“I had to get behind him and pull up the bootstraps,” says Robin. “The biggest help was the Worldwide Dreambuilders organization, Paul Tsika, and Joe Foglio. They were there for us while Mike was gone, every step of the way.”

Mike returned home from Iraq and continues to serve as a Navy SEAL instructor today.



# Little Brother Big Heart

★ **Luke Zeller**  
IBO since 2006 | Associate IBO

“Luke Zeller is an IBO from Jeddah, Michigan, currently serving in the United States Coast Guard. He is nearing completion of a one-year tour in the Persian Gulf near the island of Bahrain. Luke has conducted numerous boardings of suspect marine vessels and has participated in multiple operations against a wide range of threats including terrorism and smuggling. In July 2009, Luke will advance to his next assignment in Chesapeake, Virginia, where he has qualified to be part of the Coast Guard’s top-notch counter-terrorist team working alongside our nation’s most elite units of the Navy and Army. It will be a fitting role for a hero like Luke.”

– Matt Zeller, Luke’s brother



# Choosing to Serve

★ **Glenn Young**  
IBO since 1976 | Emerald

On a mission in Vietnam more than 40 years ago, pilot Glenn Young's B-52 was assigned lead position among three aircraft. When his plane malfunctioned, Glenn was reassigned to position three ... a move he's never forgotten. In the ensuing enemy attack, Glenn's was the only plane to return to base.

"It was then that I knew I was being saved for a higher purpose," says Glenn.

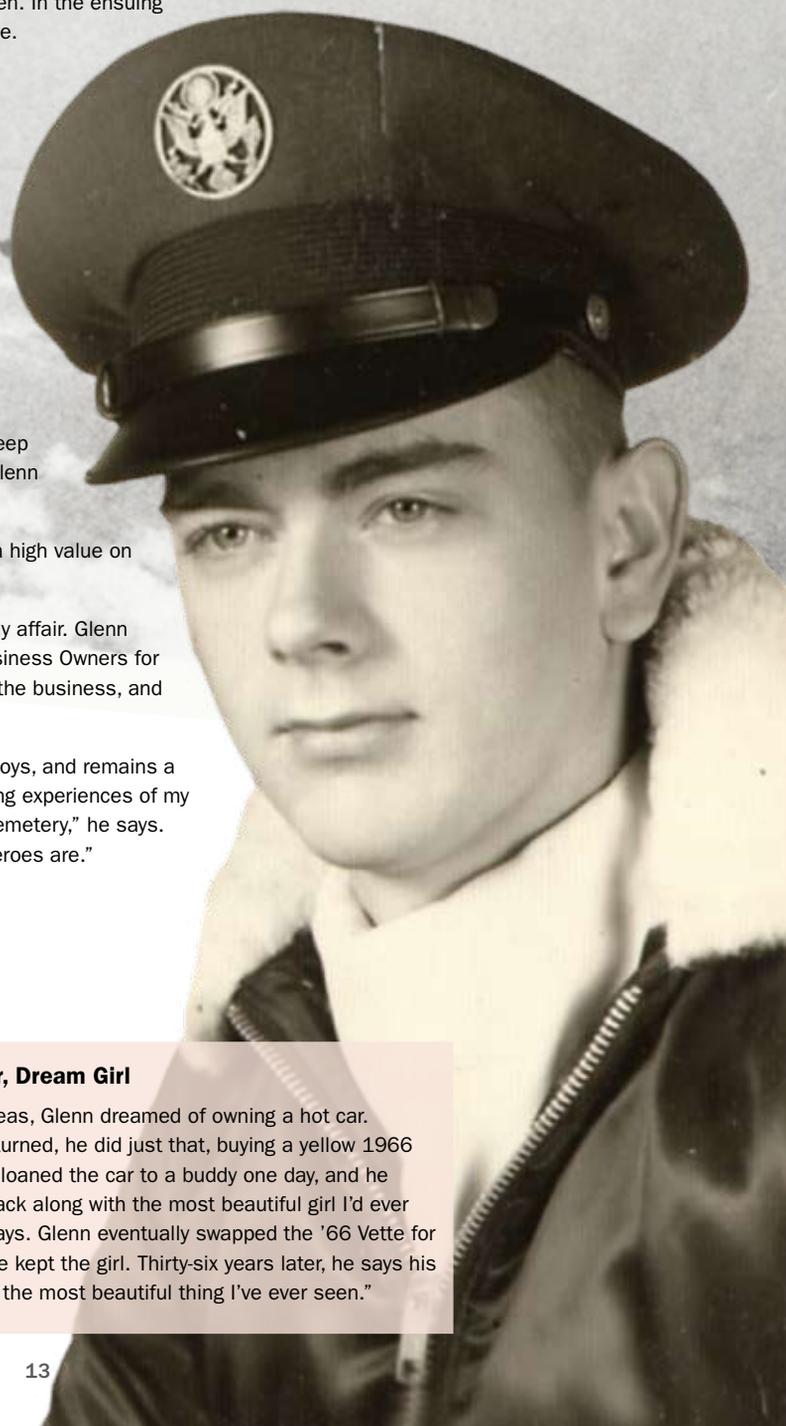
And he was there by choice. When others were trying to figure out how to avoid the Vietnam draft in 1964, Glenn had voluntarily enlisted. He joined the Strategic Air Command (SAC), a special force within the U.S. Air Force charged with protecting the country against possible retaliatory attacks. Many of Glenn's missions involved flying 24 hours straight, refueling in air.

Honorably discharged in 1968, Glenn hit the books. He completed his undergraduate degree at the University of Maryland amid violent anti-war protests, and learned to keep quiet about his veteran status. On the way to his Ph.D., Glenn learned about Amway Global.

"Amway was a company that embraced veterans, placed a high value on freedom, and encouraged free enterprise," says Glenn.

In Glenn's experience, the company has also been a family affair. Glenn and wife Lynda have been Amway Global Independent Business Owners for 30 years. Their children, Russell and Pamela, are also in the business, and their first grandchild is on the way.

Glenn has never forgotten the price of the freedom he enjoys, and remains a stalwart supporter of U.S. troops. "One of the most moving experiences of my life was attending my father-in-law's funeral in Arlington Cemetery," he says. "When you look around there, you know where the true heroes are."



## Dream Car, Dream Girl

While overseas, Glenn dreamed of owning a hot car. When he returned, he did just that, buying a yellow 1966 Corvette. "I loaned the car to a buddy one day, and he brought it back along with the most beautiful girl I'd ever seen," he says. Glenn eventually swapped the '66 Vette for a '65, but he kept the girl. Thirty-six years later, he says his wife "is still the most beautiful thing I've ever seen."

# Turning

## When the Parachute Fails



**Dominick Miller**

IBO since 1999 | Founders Platinum

With little more than 20 seconds to react, Army Ranger Dominick Miller was falling through the air when he realized that his parachute was tangled. Heavily weighted with gear and buffeted by high winds, he slammed into the ground, breaking his vertebrae.

Dazed and grateful to be alive, he carried on.

Only after completing a 12-mile road march with a 100-pound pack on his back and enduring two weeks of grinding pain did Dominick come to realize the seriousness of his injury.



Mental toughness and fortitude, instilled in him from his military training, got Dominick through the physical and psychological hurdles he faced during months of grueling rehabilitation. After completing most of his recovery, he made the difficult decision to leave the Rangers, ending his military career as a paratrooper. A few years later, he began to pursue the AMWAY GLOBAL™ business opportunity in earnest.

Today, Dominick and his wife Danielle are expanding the business that affords them the time and flexibility to be together with their 2-year-old daughter, Hailey, and to grow in relationships with family and friends.

He draws on the discipline and teamwork he learned in the military, and the lessons of his parachuting accident and recovery.

“It taught me that we’re not invincible. Your life can change any day or time,” he says. That’s why he believes in working for your dreams. “It’s true when they say, ‘It’s never work when you love what you’re doing.’”

# g Point

## Surviving the Firefight

★ **Al Bresciani**  
IBO since 1978 | Emerald

As a young Cobra helicopter pilot in Vietnam, Al Bresciani learned three important lessons: Focus on the mission at hand, always guard your brother's back, and until the mission is complete, the mission is not complete.

Through every firefight, he was guided by the instinct to survive.

"What's the worst that can happen?" he would ask himself. "What can I do so I don't die right now?"

Meanwhile, others were dying all around him. "I watched as one unarmed medevac helicopter was blown up, the next one was ready to go in, then the next, then the next," says Al. "Those were the real heroes. In trying to rescue their fallen comrades, many soldiers gave their lives."

Al still gets emotional when remembering the sacrifices of his fellow soldiers. The experiences of war and the blessing of survival left him humble, grateful, and committed to living the best possible life he could.

After returning home from Vietnam, Al married Marie, now his bride for 33 years. Together they have a daughter, Renee, and a son, Anthony. Once a teenage runaway and high school dropout, Al was determined to do better for his children.

When Al and Marie met Richard and Karen Muller, he recognized an opportunity. At the time, Richard, a retired full colonel and graduate of the U.S. Naval Academy, was building a future with Amway. Inspired by Richard's military background and the potential with Amway, Al decided to start his own AMWAY GLOBAL™ business.



"It is the best thing on this planet," Al says today. "I want to give people hope, and let them know that they don't have to be superheroes to be successful." Most important, he says, people need to trust that their friends in the business have their backs and will stick with them until the mission is complete.



# Serving Veterans

★ **Charles Macias, Ph.D.**  
IBO since 1981 | Associate IBO

When Charles Macias came home from his tour of duty in 1971, he had to shift from his 24/7 job of keeping planes flight-ready for combat in Vietnam to a new life ... almost overnight.

Not sure of his next steps, he turned to self-help books and charted his own path in the fields of sales, aviation, and psychology – eventually earning his doctorate in psychology. Along the way, he built a successful AMWAY GLOBAL™ business after his father, Frank Morales, invited him to consider the opportunity.

## Finding a New Way

Of all military people transitioning into civilian life, Charles says only 30% use services provided by the U.S. Department of Veterans Affairs. It can take a year just to get into the system, followed by a wait of three to six months to receive professional help.

“When I found this out, I said, ‘I have to do something.’ Everyone needs to get involved in some way,” says Charles.

Remembering the value he found in books as a returning vet, Charles turned to two of his professional colleagues from graduate school. Along with Dr. Richard Nicholson and Joyce Zhang, MS, MFT, he created an 18-hour workshop designed to guide military veterans through five steps and 20 transitional exercises, and then turned it into a self-guided workbook.

“I have chosen to serve the military veteran for the rest of my life,” says Charles, “and that is my purpose in this life.”



# Facing facts

1 in 4

homeless persons is a veteran

## Suicide rates

among veterans far exceed the civilian population

## Iraq War female veterans

are the fastest-growing population of homeless people in the U.S.

## 40% of Army reservists

returning from Iraq need treatment for depression or post-traumatic stress disorder

## Joblessness for veterans

ages 20 to 24 is three times the national average

## Divorce rates

for active-duty soldiers are rising sharply with deployments to Afghanistan and Iraq

Source: [militarylifeplanning.org](http://militarylifeplanning.org)

# Army Ranger Confronts Challenges



**Lynn Burnett**

IBO since 1994 | Founders Emerald

Becoming an Army Ranger was Lynn Burnett's dream.

As light infantry experts assigned to Special Operations, Army Rangers form an elite corps of highly trained, qualified, and determined soldiers. They are leaders through and through.

One of the first steps is getting through Ranger School.

"It is 68 days of pure hell on earth," Lynn says. "We were so hungry, we ate grass. By the end, we'd each lost 60 to 70 pounds. The idea is to make you wish you were dead, but not give up, and stand by your unit."

After 66 days in the extreme conditions of a Florida swamp, all the soldiers were near the breaking point.

"With two days left in training, I was ready to give it up," Lynn says. "I would have when we were ordered back into that swamp, if it weren't for the one soldier who picked up his gear and started marching. Our entire unit found strength enough to follow him back in."

That's the power of leadership.

Reflecting on 13 years of distinguished military service – as a machine gunner, ranger instructor, platoon leader, and combat patrol leader – Lynn says the biggest challenge came after graduating from Officer Candidate School, when he served as a different kind of leader.

"When I signed into the Ranger battalion, I was pretty conspicuous," he says. "I didn't realize it going in, but I was its first black officer." A few years later, Lynn was one of the first black Amway Global Independent Business Owners as well. "Being the only black person in a room makes a person feel like a fish out of water," he says. "Not that people were racist. It's simply that I stood out."

That is no longer the case. Lynn and Jo, his wife of 18 years, appreciate the diversity that's come to this business since then ... as well as the leadership it's always had. "Its leaders have already safely stepped through the land mines," Lynn says.

"We just have to follow. We're in it for life and proud that even our daughters, Grace (8) and Hannah (4), can be a part of it."





# Whatever It Takes

★ **Ray Barrera**  
IBO since 1989 | Emerald

Courage doesn't come from a lack of fear.

"Courage is overcoming the fear. Controlling it."

That's the philosophy of Ray Barrera Jr., retired Army Special Forces Captain.

Ray entered the Army in 1966. That year, more than 6,000 Americans were killed in Vietnam, with 30,000 more wounded. After joining the Army Special Forces Unit in 1968, he quickly worked his way up to the rank of Captain.

"I knew what Special Forces was – America's best," Ray says. "I wanted to be so well trained that I'd have no excuse if something ever happened on my watch."

**"I couldn't have done all this without the AMWAY GLOBAL™ products."**

In early 1969, his training was put to the test. An Air Force pilot had been captured near the Vietnam-Thailand border. Under cover of darkness, Ray and his crew rappelled from a helicopter, caught up with their target, and completed the rescue, saving the pilot's life.

Near the end of the war, in August 1972, Ray and his team were preparing for a highly skilled strategic mission designed to streamline the exit of U.S. troops from Vietnam. To train for the precision HALO (high-altitude, low-opening) jump, Ray led a 2 a.m. practice jump out of a jet aircraft at Ft. Bliss, Texas.

With no moon in the sky, it was incredibly dark. But Ray noticed that one of his men was starting to perspire and looked uncomfortable. The young non-commissioned officer was new to the unit, so Ray swapped gear with him. After taking the soldier's heavier pack for himself, Ray neglected to double-check it. He was the last to jump out of the plane.

He thought he heard his main parachute open, but something was wrong. Instead of catching the wind, he started tumbling in a free-fall.

"What I thought was the opening shot of my main parachute was actually my main parachute being shredded by the jet blast of the aircraft," Ray says. "I went to pull my riser to check the main parachute and that's when I realized it was gone."

With every second critical, Ray jettisoned his equipment and activated his reserve chute. It malfunctioned.

"It wasn't like what some people think. My life didn't flash before my eyes," Ray says. "I just thought, this is serious, and oh man, this is going to hurt."

Ray hit a sand dune on impact.

"The Lord had his hand on me. I bounced, but my body didn't even move. My first thought was I'm dead and I can see myself," Ray remembers.

Many hours later, surgeons worked to repair his battered body. He woke up in a full body cast. Walking normally again was unlikely, his physician said. But Ray defied the grim prognosis and conquered his fear once again. After a year of intensive physical therapy, he was back in command ... and back to jumping out of planes.

After leaving the military, Ray again defied the odds, earning three karate world championship titles. He eventually started a chain of martial arts schools called Karate One International.

In 1989, the idea to start an AMWAY GLOBAL business was his wife Rexanne's, with Ray reluctantly tagging along. But now he credits the mentorship of Jim and Nancy Dornan with giving his life an incredible focus. Today, Ray sees parallels between his death-defying experiences in the military and building an AMWAY GLOBAL business.

His drive to conquer fear is embedded in everything he does.

Maybe that's why Ray named his AMWAY GLOBAL business The WIT Group ... whatever it takes.

Ray works out in the Sandia Mountains, high above his home in Albuquerque.



*“We were still able to generate income from our business even though we were in active service.”*

### First in Flight

Sharron Coley is the first African-American woman to command the largest U.S. Air Force cargo carrier. The massive Galaxy is nearly 250 feet long.



## Proud to Serve

★ **David & Sharron Coley**  
IBOs since 1994 | Founders Platinum

When the U.S. military needs to send a few truckloads of supplies to Iraq, it calls on David and Sharron Coley.

As a pilot of the C-5 Galaxy – the largest cargo plane in the U.S. Air Force – Sharron has logged more than 2,000 flight hours shuttling troops and supplies to support operations in Iraq. As the first African-American woman to pilot the aircraft that’s almost as long as a football field and as tall as a six-story building, she has cleared the way for others to succeed.

Her husband, David Coley, helps keeps everyone in the air. At one time he was in charge of the C-5’s maintenance. Today, he’s an award-winning logistics man, coordinating people and supplies for the Department of Defense.

For both Sharron and David, the Air Force represented dreams of a better life. Both were raised by single mothers. Both grew up in inner city environments.

Neither took anything for granted.

David’s rationale for joining the Air Force was simple: Life in his housing project wasn’t pretty. He saw his uncle, who served in the Air Force, living a better life in a nicer home. David made the decision to enlist while still in high school, and later graduated from the Air Force Academy. He quickly progressed through the ranks and has been recognized as an outstanding maintenance manager in the Air Force.

Growing up in Baltimore, Sharron knew she wanted to fly planes by the time she was 7-years old. Realizing education represented opportunity, Sharron’s mother guided her to magnet schools with gifted and talented programs. That paved Sharron’s way to the Air Force Academy, an engineering degree, and a professional career.

Married since 1994, the couple now admits they had to overcome some hurdles first.

“We almost didn’t get married because I wanted to fly airplanes, which, in the military, drives the relationship as far as where we live,” Sharron says.

David worried that having to move often would be difficult given the demands of his career, but he eventually overcame his concerns. “When a person has a dream, you have to help them accomplish that,” David says. “I saw her fight for pilot training as relentlessly as a pit bull, so I knew there was no way I could steal that dream from her.”

After completing pilot training in August 2001 as a member of the Air Force reserves, Sharron was called to active duty after the September 11 attacks on the World Trade Center, while David was chosen to command more than 600 troops during the busy flight operations that followed.

### Glimmers of Emerald

The couple’s AMWAY GLOBAL™ business represents their stake in free enterprise, and complements their military service, even during deployments.

“We were still able to generate income from our business even though we were in active service,” says Sharron. “That was my eye-opener.”

Having achieved Q12 Founders Platinum level, David and Sharron now have glimmers of Emerald in their eyes. Children Darron, 11, and Sierra, 9, are along for the ride.

“We look at ourselves as a husband and wife, a mom and dad,” says David. “But we happen to be in the military and we’re proud to serve.”



# At Ground Zero



**John Damato**

IBO since 2007 | Associate IBO

When John Damato enlisted, he saw the National Guard as a way to make extra money. September 11, 2001, changed all that.

“I went from a weekend warrior to a soldier protecting my own people in my country,” says John. “It took me about a week to realize what truly happened.”

John and his fellow Guardsmen were activated and sent to Ground Zero. Propelled by the national crisis and a personal sense of duty, he became a full-time soldier. Following his time at Ground Zero, he was called to guard Grand Central Station. “As I walked around, people came up to me to say thank you for making them feel safe,” says John. “It made me feel proud to wear my uniform.”

In 2004, John was called into active duty in Iraq. He spent 18 months there, tackling a variety of missions. “I was teaching the Iraqi people how to become police officers,” he says. “I was driving and protecting American people and the other soldiers while taking them from base to base.”

John completed his active duty in 2005, but he still feels connected to those in war zones.

“My heart is with my fellow comrades that are still overseas in Iraq and Afghanistan,” he says. “I still feel like I lose a brother or a sister when I hear that a soldier was killed.”

He asks his fellow Amway Global IBOs to offer up prayers and support for the men and women overseas. “Thank them for what they are doing,” he says. “They are changing their lives for you ... they leave behind the ones they love.”

# Looking Out for the Left Behind



**Charlie Wolf**  
IBO since 1972 | Emerald

Still in his pajamas, Charles Wolf ran into the street and saw a gaping hole in Tower One of the World Trade Center. It was September 11, 2001. His wife, Katherine, had started a new job at the end of August, and she was working on the 97th floor.

"American Airlines Flight 11 flew directly over my apartment building," remembers Charlie. "I'm a pilot. I immediately knew something was wrong."

Soon, he received a concerned call from Katherine's father but could tell him nothing. Later that morning, he heard people outside screaming and saw them running. He stayed inside watching the TV. When Tower One went down, he knew she was gone.

Charlie and Katherine had met 13 years earlier. While working on a British-American light opera exchange, Charlie says he fell in love with the visiting Brit "in 30 seconds." They were married the next year and, together, expanded the AMWAY GLOBAL™ business Charlie had begun as a teen.

In the days following September 11 and Katherine's tragic death, Congress passed the September 11th Victim Compensation Fund (VCF) to compensate the families of 9/11 victims for their lost future earnings.

And Charlie embraced a new role: champion of victims' rights. "I started meeting people and studying the VCF to understand it based on fact, instead of emotion," says Charlie. Later, he says, "I realized there were all these women whose husbands had been killed. There were 2,000 widows, many with children. I walked through a park and I said, 'I am going to do this for the widows.'"

Armed with an understanding of the VCF and driven by a desire to help 9/11 survivors receive their just compensation, Charlie appeared on every major news network and local TV station, major newspapers in New York, Boston, and Washington, and on the cover of the *New York Law Journal*.

He hounded Kenneth R. Feinberg, Special Master of the U.S. government's September 11th Victim Compensation Fund, urging him to change the course and refine the details of both victim and survivor compensation. Along the way, he won Feinberg's respect and helped change his mind. Through Charlie's initiative, 98% of the victims' families accepted the terms of compensation and received this financial compensation for the loss of their loved ones.

A gaping hole remains in the Manhattan skyline of today, and in the lives of countless families. But the families of those lost in 9/11 received help in starting their lives over ... thanks in part to Charlie Wolf.

## Charlie in the Business

As a boy in Kokomo, Indiana, Charlie began selling Amway products to customers on his paper route. "I was so young looking that I couldn't sponsor anyone ... but I could always sell product to the neighbor lady." With his natural charisma, Charlie soon had the YMCA buying 100-pound boxes of SA8® Laundry Detergent.

Early on in his 37-year experience as an Amway Global business owner, Charlie found it difficult to get traction with the business in New York City. Eventually, he says, "I started to catch on about getting customers. I put myself in the phone book and started getting calls. I learned that people wanted these products." Charlie's advice to any Independent Business Owner who wishes to build: "Be in touch with the market. Build on customer loyalty. And charge retail."

# Service Snapshots

*“Taking my AMWAY GLOBAL™ business to a higher level took the same kind of discipline as being in the military.”*

★ **Dave Severn**  
IBO since 1977 | Executive Diamond



## Job Well Done

★ **Jean-Marc Rouette**  
IBO since 2004 | Associate IBO

In business and as a vehicle technician in Princess Patricia's Canadian Light Infantry, Jean-Marc Rouette knows it's mission-critical to listen well and get it done right the first time. For weeks at a time, he leaves his home in Edmonton, Alberta, to prepare heavy-duty military vehicles for service in Afghanistan. What drives him is keeping fellow soldiers safe.



“Super trooper” is how Jean-Marc describes his wife, Anne. “She’s doing a fantastic job building our business. While I’m out here for weeks at a time, she’s going strong. I can’t wait to get back home and join her!” The couple met at a weekly business opportunity. She teased him when he received a lipstick sample instead of her. He made conversation and “fell in love from there.”



★ **Joshua Pearl**  
IBO since 2007 | Associate IBO

“While my husband, Joshua, was deployed, I thought maybe he would be reading and listening to his iPod® with teaching and rallies but he was doing more than that. He was showing the plan and getting other military members interested in our products.”

– Amanda Pearl

★ **Ralph & Carrie Roeger**  
IBOs since 1994 | Associate IBO

“My husband and I both served in the United States Marine Corps. As Ralph was approaching retirement, a fellow Marine who was his ‘Career Planner’ started posting bonus checks from his AMWAY GLOBAL business on his office wall. He is now our upline Platinum (still our career planner!)”

★ **Chris Gable**  
IBO since 2006 | Associate IBO

“There is a bond between service men and women that many people cannot understand. It is stronger than any associations or fraternities. The AMWAY GLOBAL business is the closest thing to that bond that I have encountered and I only hope that I can take advantage of it.”

★ **Roger Williams**  
IBO since 2008 | Associate IBO

“One of the things I learned in Vietnam: If you want to accomplish the objective you are working toward, you can’t quit when you are terrified or wounded.”

## Way to Grow

★ **Nan Wang**  
IBO since 2008 | Associate IBO



Three years into a four-year enlistment in the U.S. Navy, Nan has taken his background in graphic design to Spain, England, Portugal, Italy, and his current post in Bahrain. After his expected discharge in November 2009, Nan looks forward to a new adventure – building his fledgling AMWAY GLOBAL business. “I like that it is my business. I’m going to work it at my own pace, transitioning back to civilian life,” he says. Nan calls his parents, Cilong and Jian Lin Wang, who are also Amway Global business owners, “great role models.” He credits his military experience with building personal character and the ability to “interact with anyone.”

# Ever Ready

**Rob McConechy**

IBO since 2001 | Associate IBO



"I've never been wounded. I'm a lucky one," Rob McConechy says. "I lived in the barracks, and I kept my bags packed ... When another soldier got sick, or if they needed an extra hand, they'd ask for a volunteer and I could say, 'I'm ready.'"

"In the military, we look out for the people in our regiment. In this business, we have the support of our business partners, the IBO Compensation Plan, and the Corporation," he says.

*"If you want to excel,  
you can."*



## Rob on assignment ★ ★ ★

- 25+ Years of Service, Princess Patricia's Canadian Light Infantry
- Combat in Afghanistan
- Three-way civil war in Croatia
- NATO service in Bosnia
- Special Commendation by Commander of the Canadian Contingent Stabilization Force

### His first week in Bosnia,



Rob encountered a girl who'd been riding her bike, hit by a car, and left for dead. "I got her to a surgical unit. It took her a few months to recover, but she survived."



Rob with decorated veterans Warrant Officer Robert Jones (left) and Mr. John Jackson (center, World War II).

### Family focus

Parents to Cameron (10) and Kaitlyn (7), Rob and wife Shelley are assisting the families of soldiers who've lost their lives in Afghanistan.





announcing ...





**Amway**  
GLOBAL™

## American Hero Award

As an Amway Global IBO, you are heroic in many ways.

You work on improving yourself every day.

You focus on helping others achieve success.

You demonstrate loyalty to your community and country.

You give your time and resources to improve the world.

To recognize and reward IBOs who excel in these areas, Amway Global is searching for Amway American Heroes in North America.

In the next issue of *ACHIEVE*® magazine we will announce guidelines for awards in four categories:

**Determination:** recognizing personal responsibility, work ethic, and dedication to self-improvement despite difficult circumstances.

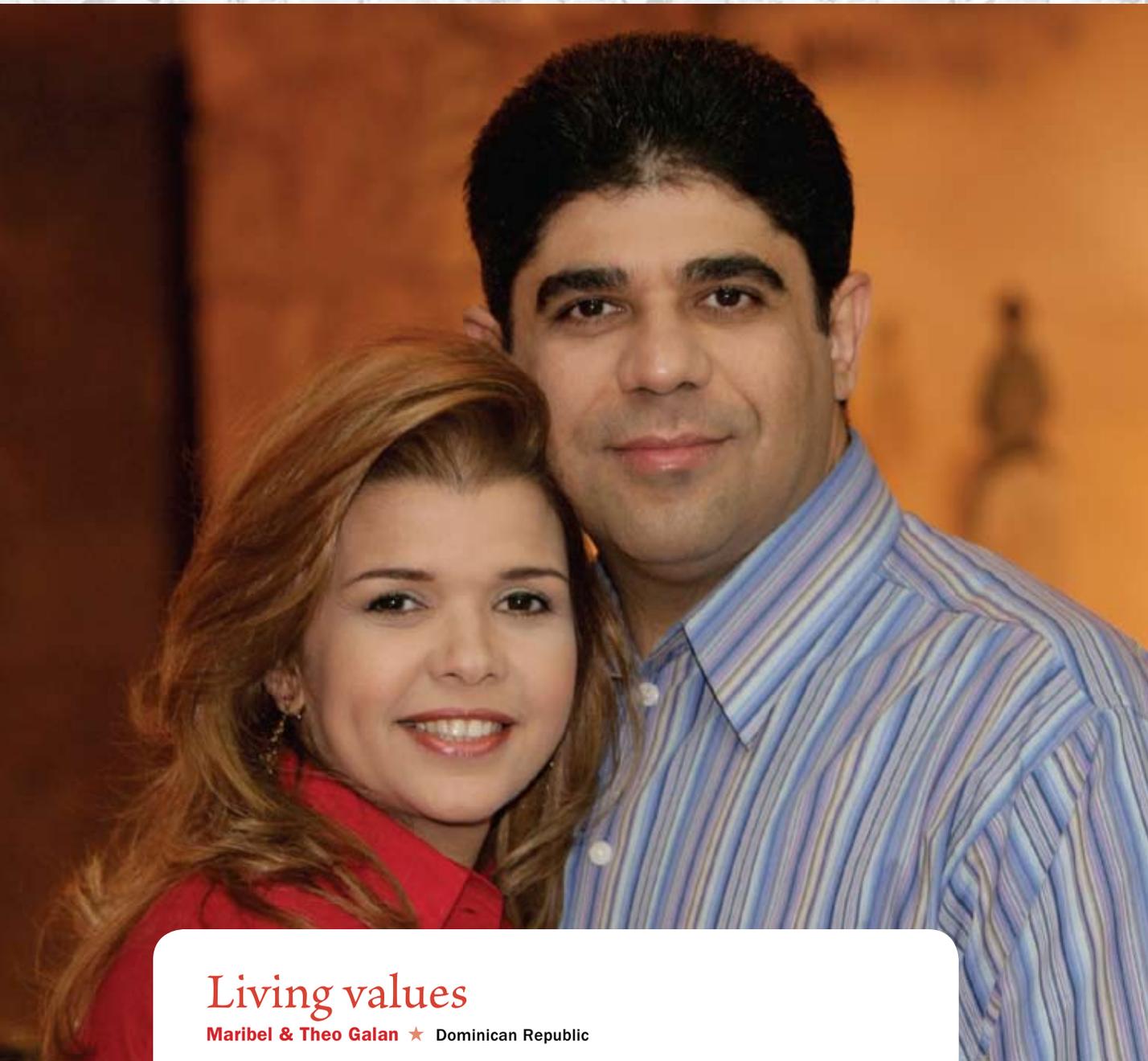
**Leadership:** recognizing a positive focus on mentoring, teaching, and helping others succeed without personal gain.

**Patriotism:** recognizing noteworthy service to community or country through civilian or military endeavors.

**Generosity:** recognizing commitment to improving the world through extraordinary volunteerism or philanthropy.

Watch for award guidelines in the 50th Anniversary issue of *ACHIEVE* magazine in September.





## Living values

**Maribel & Theo Galan** ★ Dominican Republic

Theo and Maribel Galan once saw the business as simply a means to supplement income from their used car businesses. Theo says, “The business gave us extra money to help us through challenging times. It always met our expectations.” These days, the Galans wake up energized because they see something more. Maribel says, “We’ve fallen in love with this business, because it promotes the same principles we teach our kids.” The couple has three: Theo, Kendrick, and Bianca Lorena.

“We value people, feelings, hope, effort, and how success comes with working together. We don’t just talk about these things; we live them every day as we teach others how to do the same in our meetings and workshops. This is a human relations business.”

Maribel shares ARTISTRY® products by hosting Beauty Breaks two or three afternoons a week. Having a degree in business administration, she appreciates how Amway Global rewards effort without the pitfalls of a conventional business. “There’s no overhead or employees to worry about, and only minimal investment is needed to get started.” She adds, “Even our kids appreciate how this business supports healthy living and healthy families. They talk about raising their future families in the same way.”



## The power of a positive vision

**Daniel & Chantale Courcy** ★ Quebec

“Actions are a proof of belief, and our actions have been rewarded,” say Daniel and Chantale Courcy. Today, the couple has realized their dream of having a house on a lake and spending time there with sons Mathieu and Nicolas. The Courcys’ business thrives on repeat sales of NUTRILITE® and ARTISTRY® products and a growing interest in home care products.

When they were first introduced to Amway Global as newlyweds, Chantale initially doubted the business opportunity. Tired of long hours as a construction worker, Daniel was determined to make it work. “His example helped me to change,” says Chantale, a former hairdresser. Today, happier and more profitable, the Courcys advise and encourage others just starting their businesses. “If there’s anything we’ve learned from this business, it’s that everything depends on your attitude. If we’d had a sponsor who was focused only on himself, I wouldn’t have learned to trust and look at life through positive eyes. We wouldn’t be the same people or parents or business partners,” says Chantale. Daniel adds, “It’s so important to find a good mentor – someone who’s been successful at this and can help you overcome the obstacles you encounter.”

# ★ Founders Diamond



## Love and learning

**Xuan Li & Lucy Lu** ★ Texas

Lucy Lu loves singing Chinese folk music. Xuan Li is into Chinese pop. When their AMWAY GLOBAL™ business achieved Founders Diamond level, the couple decided they had the time and money to treat themselves to professional voice lessons. In music and business, the couple believes good mentoring can take skills and confidence to the next level. “We sell products, but it’s a human business,” says Lucy. “Being part of a group gives us power ... energy, knowledge, and experience. The result is personal and business growth.”

Each day, Xuan and Lucy consider which IBOs in their group might need encouragement or a question answered. The couple says it’s important to keep new IBOs focused, especially within the first three months. Every Sunday they host an iCook® Cookware party, inviting others to learn healthy cooking techniques. “It’s important to train our downline IBOs not only about products, but how to engage people in conversations,” says Lucy. “In the end, we get to share a meal and an open discussion with old and new friends.” Business bonds these friends, and it’s good for family. The couple has two children, Li Lu and Rose Li. And, Xuan says, “I’m as in love with my wife today as the day we were married.”



**Toby & Mia Ayers** ★ Florida

**Living the dream:** They left careers in business and fashion to sell more and to mentor “the next generation of entrepreneurs.” Mia says, “This business is the ultimate platform for touching people’s lives ... and I love being able to decide how to spend each day with our little girls.”

**Looking to the future:** Toby sees the potential for fast growth in the next couple of years: “We’re right in the middle of it thanks to superior products and leadership.”



**Matias & Aymara Caceres** ★ Florida

**Living the dream:** They found a way to live priorities including family time, helping others, and building a future. After immigrating to the U.S. from Cuba, the couple was introduced to Amway Global. Matias says, “We saw the business potential immediately.”

**Looking to the future:** In building their business, the Cacereses open doors of independence for themselves and others. With the support available, says Matias, anyone can “shape the business opportunity to fit their own dreams.”



**Jose & Ana Diaz** ★ New York

**Living the dream:** They began their AMWAY GLOBAL™ business to break away from conventional sales and marketing jobs. “We’ve found a whole new way to succeed ... on our terms,” says Jose. Success includes spending time with two sons.

**Looking to the future:** The couple loves selling. A helpful upline “gave us the confidence we needed to retail products – and the business started to grow,” says Ana. Today, they share that confidence with other business owners.



**Mitchel & Janelle Erickson** ★ Minnesota

**Living the dream:** They discovered how to make a living and make time for four children. What started with the desire to “generate a little cash,” grew into a strong AMWAY GLOBAL business, thanks to inspiring mentors. The couple leads by listening to people’s passions and linking them to “a discussion about what Amway Global has to offer.”

**Looking to the future:** “Our lifestyle speaks loudest about this business,” says Janelle. “We want to help others achieve that.”



**Elias & Blanca\* Gutierrez** ★ Virginia

**Living the dream:** They’re 100% committed to success. Elias says, “We eat, breathe, sleep, and share this business.” Blanca encourages downline business owners to take her lead, writing down personal goals and dreams and fully applying themselves.

**Looking to the future:** The couple is determined to reach Diamond, and the whole family is in on earning PV. The Gutierrezes’ 17- and 12-year-old sons love helping with product sales – and earning points on AMWAY GLOBAL credit cards.



**Te-Pei Liu** ★ Nevada

**Living the dream:** With wife May Jin and their two sons by his side, Te-Pei feels at home wherever life takes him – and his growing business extends around the world.

**Looking to the future:** Te-Pei looks to his mother, Crown Holly Chen, for inspiration and guidance. In turn, he helps others see opportunity and prepare themselves to seize it: “We can be our own biggest obstacle. That’s why it’s so important to develop your self-confidence, sincerity, and people skills.”



**Anthony & Jody Myers** ★ Pennsylvania

**Living the dream:** They expanded their earning power with an AMWAY GLOBAL™ business, realizing her dream of home-schooling their four children. “It’s exciting to be able to teach while we travel as a family,” says Jody.

**Looking to the future:** Alongside their parents, the kids experience entrepreneurship firsthand. The couple also imparts lessons on their downtime, helping new IBOs balance their business and make money sooner – essential to “building belief in our business,” says Anthony.



**Anthony Pappalardo** ★ New York

**Living the dream:** A sports and travel enthusiast who began building his business after high school, Anthony now has “time and opportunity to introduce my 5-year-old son to the things I love.”

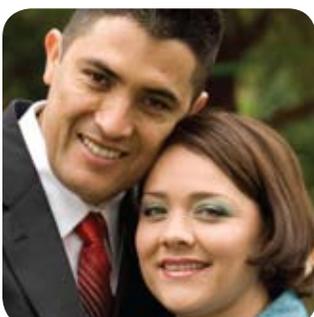
**Looking to the future:** Tony has a young, growing base of customers and believes that the company’s on-trend products and promotions are “providing a positive introduction to the company, and really opening doors.” He says, “It’s a great time to be an Amway Global IBO.”



**Nestor Perez** ★ California

**Living the dream:** He took charge of his destiny, leaving his job as a dishwasher to build an AMWAY GLOBAL business. “The harder I work, the better I get, the more I gain,” says Nestor, who has a knack for selling NUTRILITE® products. He’s most proud of being able to send money home to his mother.

**Looking to the future:** The owner of an established and growing business, Nestor’s prepared to achieve his next dream – starting a family.



**Leobardo & Selene Ramirez** ★ Colorado

**Living the dream:** They once faced unpaid bills and the loss of a home, yet missed their kids as they juggled traditional jobs. Now, they lead a vibrant business and have time for each other. “We spend a lot of time with our IBOs,” says Selene. “We reward them for meeting their business goals with fun activities like manicures, movies, and skiing.”

**Looking to the future:** Spirits are high in the Ramirez household. “Anything is possible,” says Selene.



**Eliseo & Maria Ruiz** ★ Ohio

**Living the dream:** They worked in the fields until they set eyes on the IBO Compensation Plan. “I learned to read through this business,” says Maria, who was orphaned as an infant. With mentoring and skill-building opportunities, the couple has built a new way of life.

**Looking to the future:** Maria says, “Our dream was to have a strong family with a bright future.” Eliseo says, “This organization does everything possible to help us succeed.”



**Sho & Sherry Tay** ★ California

**Living the dream:** Satisfied with work and homelife, she was “less than thrilled” when he proposed a new business venture. But then he suggested that they treat AMWAY GLOBAL™ business events and presentations like dates. They worked together, built common friendships, and found more time to spend with their two children. Today, says Sherry, “We have more options for really living our lives.”

**Looking to the future:** Always the entrepreneur, Sho says, “We’re setting higher goals and dreaming bigger.”



**Dirk & Laura Taylor** ★ Virginia

**Living the dream:** He sponsored her when they started dating. Three years later, Dirk and Laura became partners – in life and in business. Today, their business feels like family, with upline mentoring and encouragement the couple calls “invaluable” and a customer base rich with family and friends.

**Looking to the future:** With a background in psychology, Laura loves to help others realize their potential. “Our AMWAY GLOBAL business provides the perfect opportunity to do that.”



**Leonardo & Rosa Vasquez** ★ New York

**Living the dream:** He credits her for their success. “Rosa drops everything to help an IBO or a customer with a question,” says Leonardo. “She’s a leader.” The couple holds regular team meetings and weekly open houses, inviting people to try the products. Their balanced business is paying off.

**Looking to the future:** Among their favorite perks? “Traveling together to meetings, seminars, and sales calls keeps us learning and brings us closer,” says Rosa.



**Norman Wong & Salena Chen** ★ Vancouver

**Living the dream:** They decided to pursue a balanced business and soon after achieved Emerald. “We’re good examples that it takes patience, dedication, hard work, selling to customers, and using the products to build a successful business,” says Norman. The couple invites sales with casual home gatherings, cookware demos, and No-Tox parties.

**Looking to the future:** They see professional and personal growth. “We’re maturing together while we improve our business and our personal relationships,” says Salena.



**Arnaldo Aguirre & Adelfa Olmedo**  
California



**Alex & Raquel Duran**  
New Jersey



**Lionel Koeiman & Claudette Reineta**  
Curacao



**Isidro & Antonia Peraza**  
Texas



**Simla Benny**  
Trinidad



**Antonio & Brisilda Fernandez**  
Dominican Republic



**Francisco & Lucia Lugo**  
California



**Alejandro & Juanita Sandoval**  
California



**Rafael & Magda Bote**  
California



**Hsin-Tsung & Judy Hsi**  
Texas



**Oleksiy Mautanov & Vera Arkhipova**  
Georgia



**James Vine\* & Ryeo Hwa Shin**  
Virginia



**Young-Shin\* & In-Hyung Kang**  
British Columbia



**Benedicta Rivera Torres**  
New York



**Michael Ciotta**  
New York



**Hye Kang**  
California



**Gennadiy & Yelena Pavlenko**  
Oregon



**Eduardo Rosales & Ana Borrero**  
Florida



**Jihoon Han & Sanglim Lee**  
New York



**Manuel & Rosi Martinez**  
Georgia



**Felix & Norma Ramirez**  
California



**Felix Salazar & Lizzeldy Carmona**  
California



**Ramiro & Maria Hernandez**  
California



**Hanjin Park & Eunjoo Koo**  
California



**Francisco & Dinora Rivera**  
Illinois



**Juvenal Taboada & Rocio Gutierrez**  
California



**Christopher & Michele Jones**  
California



**Jesús & Tere Rodríguez**  
Arizona



**Jose Acosta & Nectalina Romero**  
Illinois  
*Jose Luis Clemente & Evelia Rodriguez*



**Elier Aguiar & Marta Oliva**  
Florida  
*Ernesto Lopez & Martha Govea*



**Manuel & Martha Aguilar**  
Texas  
*Custodio & Josefina Flores*



**Mauricio & Vilma Alvarenga**  
Tennessee  
*Horacio & Ana Villar*



**Gregorio & Rosa Araiza**  
California  
*Nora Edith Garcia Gonzalez*



**Carlos & Olivia Arellanos**  
Illinois  
*Robert Pankavich & Connie Limas*



**Balan Artem & Elena Nemtsova**  
New York  
*Sergey Beskrovnyy & Natalia Nemidova*



**Pedro & Dina Benitez**  
Virginia  
*Roman Reyes*



**Alex & Patricia Buitrago**  
Florida  
*Alexander & Fabiola Llanos*



**Jose Caicedo & Matilde Valdez**  
Colorado  
*Juan Antonio Cruz & Dora Ma Garcia*



**Francisco & Arcelia Calderon**  
Illinois  
*Jose Acosta & Nectalina Romero*



**Jose & Guillermina Carchi**  
New York  
*Raul & Emma Vivanco*



**Armando Castro & Rosario Martinez Garcia**  
California  
*Rubiel Cruz*



**Inder & Simran Chadha**  
Washington  
*Vishal & Usha Sarin*



**David Chi & Elena Xia Huang**  
California  
*Tommy Lam & Hai Yan Wu*



**Kuan Tse Chien & Mei Hua Huang**  
California  
*Huei-Fen Lin*



**Yin Pang Chiu & Wan Yu Chen**  
California  
*Soon Yee Chiu & Lik Fung Mok*



**Wesley & Cynthia Dove**  
Virginia  
*Dirk & Laura Taylor*



**Jose & Maria Del Carmen Gaona**  
California  
*Juan & Maria Lucila Gaona*



**David & Adela Gonzalez**  
Virginia  
*Elias & Blanca Gutierrez*



**Antonio & Lucia Davalos**  
California  
*Martin & Alicia Ramirez*



**Jose Anibal & Francis Escobar**  
Virginia  
*Jose Escobar Ramos & Sofia Rivera De Escobar*



**David & Shu Liu Gaw**  
Texas  
*Jian Lin & Cilong Wang*



**Jihoon Han & Sanglim Lee**  
New York  
*Hyeseon & Kikuk Kim*



**Martin & Carmen De La Cruz**  
Tennessee  
*Arnoldo & Alma Valdez*



**Jose & Sofia Escobar**  
Virginia  
*Manuel & Sara Alvarez*



**Siu Ngan Yu Gee**  
California  
*Marla Kuang*



**Libia Jara**  
New York  
*Alejandro Fajardo & Hilda Jara*



**José Diaz & Francisca Carmona**  
Dominican Republic  
*Josefina Garcia*



**Enrique & Suneiy Galvez**  
California  
*Steven & Star White*



**Alexander Gonzales & Apolonia Mejia**  
Florida  
*Antolino Gabriel & Florencia Garcia*



**Christopher & Michele Jones**  
California  
*Willard & Fidelis Irwin*



**Hye Kang**  
California  
*Jacy & Sharon Chou*



**Edward Lee & Jing Xia Tan**  
California  
*Tommy Lam & Hai Yan Wu*



**Keesoo & Seonyong Pak**  
Michigan  
*Namee Chung & Hoyong Kim*



**Nikolay & Galina Popruzhny**  
Washington  
*Aleksey Kozorezov & Aleksandra Kozorezov*



**Jong Hwa & Choon Yi Lee**  
Guam  
*Junmo & Jeong Sook Yang*



**Gennady & Yelena Pavlenko**  
Oregon  
*Yelena Sorokina*



**Tullo & Nelina Portal**  
New Jersey  
*Javier Torres & Angela Galicia*



**Kshitij Lanjewar & Charu Mathur**  
California  
*Yogesh Lanjewar & Sarika Agrawal*



**Ramon Martin & Martha Campos**  
California  
*Jorge Gonzalez & Azucena Campos*



**Narinder & Sukhwinder Phangoora**  
Ontario  
*Jaswinder Kaur*



**Mohammad Ashraf & Selina Rahim**  
Texas  
*Mohammad Momen & Shaila Pervin*



**Malaguias & Patricia Lara**  
Texas  
*Julio & Santa Alvarez*



**Edgardo & Adriana Pabon**  
Florida  
*Joseph & Roxana Galatolo*



**Jamie Piz**  
Pennsylvania  
*Lisa Dabinett Mitchell*



**Alberto & Araceli Reyes**  
Colorado  
*Luz Melendez*



**Brendan & Kristen Leavitt**  
Massachusetts  
*Julian & Janeen Jenkins*



**Francisco & Dinora Rivera**  
Illinois  
*Eusebio & Blanca Alfaro*



**Maria Rodriguez**  
Illinois  
*Eusebio & Blanca Alfaro*



**Gonzalo & Gladys Samaniego**  
New York  
*Alejandro Fajardo & Hilda Jara*



**Mi Kyung Sung**  
New York  
*Hyun Seung & Joon Kyung Sung*



**Yu Ting Wang**  
California  
*Hsin-Chang Chen*



**Eduardo Rosales & Ana Borrero**  
Florida  
*Jose Cohen & Leity Tojeiro*



**Victor Sanchez & Maria Guadalupe Ortega**  
California  
*Juan & Erika Casillas*



**Lilian Tawill**  
Florida  
*Thomas & Alisha Miller*



**Jesús Yanes & Eloisa Munoz**  
Massachusetts  
*Jose & Cipriana Yanes*



**Julian Rubio & Julia Avila**  
California  
*Jorge Alberto Soto & Consuelo Cortez Raya*



**Luis Santos & Zulma Ramos**  
Massachusetts  
*Jesús Yanes & Eloisa Munoz*



**Domingo Tolentino & Melonia Ordonez**  
Dominican Republic  
*Juan & Carmen Castro*



**Junmo & Jeong Sook Yang**  
Guam  
*Hyun Sil & Shin Dok Chang*



**Rodolfo & Maria Saldaña**  
Illinois  
*Eusebio & Blanca Alfaro*



**Scott & Rachael Schmidt**  
New York  
*James & Cindy Olsen*



**Aleksandr Voronov & Nelya Voronova**  
Oregon  
*Nikolay & Tatyana Struk*



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Jose Abrego	Giraldo Gomez & Eldis Iglesias	Bizhao Li	Jose & Martha Ramos
Jim & Ruth Alcorn	Juan & Dulce Gonzalez	Jose & Vilma Lopez	R. Ranjani & V. Ramanathan
Ramon Almazan & Edith Reyes	Reinaldo Gonzalez & Berta Camejo	Nestor & Martha Lopez	Franklin & Heather Raymond
Raju & Teresa Anthony	Lurie & Svetlana Grama	Yoke Lan Lum	Syed Tahir Raza Zaidi & Samaana Rizvi
Hildegardo Badilla & Nora Guerrero	Karthik Gurumurthy & Shobana Balasubramanian	Jun Ma	Jose Omar Reyes & Olga Marina Alvarez
Viktor Batt	Nathan Hahn	Eric Malvin	Rafael & Juana Reynaga
Parag Bhalerao & Sonali Deshpande	Angela Her	Ivan & Olga Manolov	Roberto & Margarita Roldan
Richard Bianchi	Mario Hernandez Pena	Allan & Adam Marks	Fidencio Romero & Francisca De Gante
Mikhail Bludov & Valentyna Bludova	Zhongpeng Pitchai Herr & Kana Song	Ezequiel Marrero & Olga Ortega	Francisco & Karla Salgado
Mark Brown	Ryan Hetrick & Gillianne Russ	Porfirio & Maria Martinez	Francisco & Angeles Sanchez
Michelle & Robindra Bujhawan	He Hongfa	Selene Martinez	Leonel Santos
Shijun Cao	Steven & Amy Houston	Steven Mazzurco	Yuriy & Tatyana Senin
Reyna Carranza	Weston & Lauren Hutchings	Santos & Ana Medrano	S. Senthil Kumar & S. Thulasiram
Betuel & Joann Carrion	Akm Golam & Rafat Hyder	Jose & Gloria Mendez	Christine Shewchuk
Beginner Castro	Saul & Irma Ibarra	Miguel Angel Mireles Saucedo & Vilma Garcia	Lee & Sharon Smith
Teck Kuwe Chai & Kon Yin Lew	Juan Interiano & Reyna Calderon	Matthew & Melinda Molloy	Vadim & Yelena Sokolov
Mukul Mitra & Jaswinder Chander	Nischal Jadoonanan	Victor & Jeny Morales	Maria Solis Aguilar
Misun Chang	Rohit & Rajshree Jalan	Alberto & K. Sandra Moreno	Berenice Solis
Catarino Chavez & Carpio	L. Janarthanam & L. Lakshminarayan	Austin Moss	Lee Soung Hiw & Hwang Young Shim
Delfina-Rivera	Rafael & Agustina Javier	Ruben & Juanita Munoz	Robert & Melissa Strong
Gerardo Chavez & Angelica Lobatos	Chandan Jayakumar & Lakshmi Srinivasan	Murali Murthy & Shalu Kapur	Kai Tang
Tham Meng Chee & Ko Yuk Fong	Jae Pil & Joann Jeong	Paul Nelson	Gidget Tay
Brenda Chin	Erick & Doris Jimenez	Kyeoungmin Nho	Sharlotte Tay
Yu Che Chin	Serafin & Margarita Jimenez	Benjamin Norris	Victor & Gloria Tecuanapa
Dai-Hyun Choi	Meichun Jones	Yukari & Yoshiharu Nose	Donald & Joan Te Roller
Sing Choi & Y. Chuin Chew	Nuuanu & Julie Kahiapo	Carlos Palomeque & Marilu Fajardo	Anthea Thomas
Yong & Joung Choi	Rahul & Pooja Kapoor	Cherkping Pang	Kohilal Tirbany & Angela Gopee-Kohilal
Chee Chong	Tariq & Devina Khan	Alfonso & Fabiola Patino	Angel Tuba & Julia Fernandez
Nicolas & Ignacia Cleto	Eunjung & Yongbeom Kim	Maria Peralta	James Wade & Nicole Howard-Wade
Julio & Jessica Del Angel	Haeyoung & Youngcho Kim	Rigoberto & Blanca Peraza	Hungg Chie Wang
Rogelio Delgado & Amalia Perez	Junyoung Kim & Yiyeong Kwon	Josey Perez & Jessica Beltran	Jason Wise
Jokasta Diaz & Juana Flete	Young Choon Kim	Kaitlin Peterson	Ki Yang
Hector Dietsch & Ana Maria Espinal	Se Jung Kong	Jose & Rubenia Pineda	Shin Yun
Martin Escobar	Hyundeok & Heejung Kwon	Andrew Polito	Francisco Zamorano & Estela Rico
Luis Espinoza & Leticia Martinez	Chue Lee & Wa Yang	Yelisey & Svetlana Primachenko	Fernando Zavala & Carla Tovar
Viviana Flores	Hyo Sang & Hong Ju Lee	Paul Raffone	Ricardo & Claudia Zermeno
Huang Fulong	Moonsoon Lee	Francheska Ramirez	Yan Zhang & Nuoming Xie
Dong Xu Gao		Oscar Ramirez & Marta Olivar	
Brian & Aubrey Gardner			

Jose Abrego	Manuel Ceballos & Rosaana Solis	Luis & Luz Florian	Yanwen Hu
Salahuddin & Nuzhat Abbasi	Emmanuel Chan	Zachary & Michelle Fox	Chien-Jui Huang
Maria Abonce	Min Chang	Noe & Maria Del Carmen Franco	Weston & Lauren Hutchings
Han Airong	Misun Chang	Franklin & Denny Mejia De Frias	Saul & Irma Ibarra
Jim & Ruth Alcorn	Thai Chang Loy	J. Frias Rodriguez & Yocasta Guzman Vargas	Marilyn Igleski
Ramon Almazan & Edith Reyes	Catarino Chavez & Delfina Carpio-Rivera	Kapeteni Frost & Jennifer Leo	Nischal Jadoonanan
Carmelo Alvarez	Felipe & Charlene Chavez	Fransisco & Guadalupe Gallegos	Miguel & Monica Jaime
Jose Alvarez & Adriana Gomez	Jose Antonio & Maria Chavez	Arun Gandhi & Monica Ratan	Cristobal Jara & Natividad Jimenez
Alvaro Amurao	Jiang Fen Chen & Zi Tan Wang	Shalin Gandhi	Rafael & Agustina Javier
Fernando Andrade & Erasma Ledezma	Lily Chen	Sujani Ganeshanantham	Pawanjit Jawanda
Alex Andrews & Reena Mathew	Renee Chen	Ashish Ganguly	Chandan Jayakumar & Lakshmi Srinivasan
Mario Salvador Arevalo Castillo & Maria Silva	Rong Hua Chen & Jian Kui Jing	Dong Xu Gao	Bryon Jaymes
J. Jesús Aviles-Villasenor & Luz Maria Aviles	Tianlai Chen	Liang Gao	Kai Jia
Francisco Badillo & Alicia Gomez	Zhi Juan Chen	Ramon Garcia & Belkys Soriano	Erick & Doris Jimenez
Hildegardo Badilla & Nora Guerrero	Jong Chin	Maricela Garcia Andrade	Serafin & Margarita Jimenez
Luis Baez & Euqueria Villar	Myung Ae Cho	Yanelis Garcia Brito	Meichun Jones
Ramon Baez & Aleida Castillo	Dai-Hyun Choi	Krishna Garimella & Lakshmi Cherukuri	Ruban & Anne Joseph
Taimur & Zainab Baig	Seo Yoon Choi	Arturo & Araceli Gomez	Lino Juncal-Monroy & Maria Felix Juncal
Juan Ricardo Ballesteros	Ijaz Choudry & Naheed Ijaz	Giraldo Gomez & Eldis Iglesias	Kanchana & V. Kabilan
Eduardo & Veronica Barroso	Rita Chui	Juan Gomez & Raquel Burgos	Nuuanu & Julie Kahiapo
John & Maureen Barthel	Jose Luis Cisneros & Agustina Jimenez	Isidro & Ofelia Gonzales	Man Kang
Dionicio Batista & Patria Garcia	Nicolas & Ignacia Cleto	Helio Gonzalez & Alicia Pina	Richard & Cynthia Keller
Viktor Batt	Howard & Ruth Cole	Jorge Gonzalez & Martha Tenelanda	Abdulrasheed & Aisha Khan
Shaafi & Iftikhar Bhatti	Monica Colon	Reinaldo Gonzalez & Berta Camejo	Siew Khor
Shernell Blackett	Marco & Emelia Contreras	Vicente Gonzalez & Yakira Delgado	Eunjung & Yongbeom Kim
Carlos Blas & Anastacia Ramirez	Samuel & Maria Rosario Contreras	Lurie & Svetlana Grama	In & Byoung Kim
Mikhail Bludov & Valentyna Bludova	Alexei Cruz & Mariseli Piloto	Vishwas Grover & Inna Cherenkova	Jay Kim
Timothy Bohr	Brent Cuyler	Henry Guanuchi	Jee Hyun Kim
Bory Bonilla & Thammy Suarez	Dave & Loreen Danny	Anil & Suniti Gulati	So Young Kim
Miguel & Rosario Brito	Julio & Jessica Del Angel	Jianjun Guo	Sungok Kim
Mark Brown	Uddy Del Orbe & Estefany Jimenez	Tom Guo	Young Choon Kim
Elaine Brunken	Waldemar Dimmel	Manuel Gutierrez & Edith Cortes	Se Jung Kong
Michelle & Robindra Bujhawan	Jing Du	R. Guzman Reyes & D. Gomez Rodriguez	Rohit Kulkarni
Maurilio & Maria Bustamante	Nathan & Kathleen Dykgraaf	Hyung Heon & Hyun Ok Ha	Prabakaran Kumarasamy & N. Prabakaran
Cindy Byeon	Mostafa Easa	Daesoo Han	Willis Kwee
Barry Caesar	Amable Encaracion & Celenia Mejia Del Jesus	Shi-Rong Han	Shirley Kwok
Saul & Diana Camacho	Isidoro & Gonzalez Encarnacion	Kevin Henn	Felix Lahoz & Luz Milagros
Liangyang Cao	Conrado Escalante Roblero & Alma Delia Perez	Benjamin & Guillermina Hernandez	Grace Lai
Shijun Cao	Luis Escobar	Flor Hernandez	Yukei Lam
Sonny Carpio	Martin Escobar	Hector Hernandez & Sandra Rodriguez	Henry Lantigua & Rosalina Casado
Reyna Carranza	Heber & Norma Esparza	Israel & Febe Hernandez	Russ & Kathleen Leavitt
Ricardo Carrizal & Rosa Luis	Juan & Mercedes Espinal	Lauro Hernandez	Amador Lechuga & Maria Esther Esparza
David & Adriana Casanova	Gilberto & Maria Luisa Espino	Margarito Hernandez	Balavan Lee
Francisco & Carmen Castillo	Bernardo Estambul Estevez & Lourdes Estevez	Maria Hernandez	Chong Lee
Juan Castillo & Fe Del Carmen Gerez	Peter & Dennise Fernandez	Zhongpeng Pitchai Herr & Kana Song	Chue Lee & Wa Yang
Beginner Castro	Yvonne Flanagan	Ryan Hetrick & Gillianne Russ	Dustin Lee
Jesús Castro & Margarita Hernandez	Froylan & Irma Flores	Li Q Hong	Houn Lee & Hoyun Yang
Nelson Cazun & Lorena Martinez	Viviana Flores	Devin & Mindy Horne	Jackey Kh Lee & Ki Yong Jung
		Justin Chi-Fang Hsu & You Hua Wang	Kwang Hyun Lee & Jin Shin Kim

Michael & Shinjung Lee	Zacarias Navarro & Juana Martinez	Jose & Martha Ramos	Jose Tavaréz & Yuderka De Jesús
Soojung & Jinkyu Lee	Nathan & Carrie Nelson	R. Ranjani & V. Ramanathan,	Tanya Tawill
Young Hea Lee & Seung Seok Kim	Paul Nelson	Anil Ravikanti	Gidget Tay
Pascale Leon	Wai Leong Ng	Franklin & Heather Raymond	Sharlotte Tay
Xiang Ming Liang	Kyeoungmin Nho	Elido Reyes & Milagros Pena	Victor & Gloria Tecuanapa
Lionel Liebman	Matthew & Wanda Nickens	Jose Omar Reyes & Olga Marina Alvarez	Rodney Teves & Tammy Nakamura
Meng Chu Lin	Benjamin Norris	Rafael & Juana Reynaga	Anthea Thomas
Zhang Lin	Tom & Dian Nunes	Keith & Sue Rhee	Kohilal Tirbany & Angela Gopee-Kohilal
Jose & Vilma Lopez	Juan Nunez & Dilcia German	Jose Rivera & Griselda Gonzalez	Benito Trinidad
Cristobal Lorenzo & Lisbet Novoa	Rene Onofre & Maria Vega Soto	Mark & Tracy Rivers	Angel Tuba & Julia Fernandez
Fernando Loya Rascon & Evelin Hernandez	Jenis Sany Ordonez Perez & Sandra Pelico De Leon	Valerie Robinson	Bernardine Van Der Voort
Yahong Lu & Xin Zhang	Leopoldo Orozco	Lynda Robitaille	Jerry & Kathy Van Oort
Melissa Luckman	Leroy & Richelle Ortiz	Fidencio Romero & Francisca De Gante	Long Vang & Pangly Her
Florencio Luna & Juana Batista	Carlos Palomeque & Marilu Fajardo	Francis Rosario & Daisy Parras	Paul Vang
Kevin & Michelle Lundeen	Yi Lang Pan & Shou-Jie Jiang	Otto Ruano	Enedi Vazquez & Idalmis Fonseca
Jun Ma	Arvind & Poonam Pandey	Rodel & Maria Angela Sabayo	Luandys Vazquez
Lianzhi Ma & Liwei Zhang	Cherkping Pang	Rajakumar Sahasranamam & Gayathri Jayaram	James Wade & Nicole Howard-Wade
Rajinder & Manjit Madhar	Kyung Park	Efren Saldana & Mirna Rivera	Shuanxiang Wang
Juan Maggiolo & Maria Del Carmen Bernal	Richard & Katherine Park	Tadek & Karina Sampson	Wendy Wang
Eric Malvin	Humayun & Kalpana Patel	Diana Sanchez	Zhong Qing Wang & Jie Li
Ivan & Olga Manolov	Carlos & Ana Paulino	Francisco & Angeles Sanchez	Nathan & Paige Watkins
Taurino & Martina Marcelino	Mark & Jennifer Pearson	Raul & Ana Sanchez	Clifford Welcome & Cherrie Brooks-Welcome
Allan & Adam Marks	Maria Peralta	Martin Sanchez-Lopez & Reyna Vasquez Santiago	Jason Wise
Atilano Martinez & Marta Serrano	Miguel Anguel Perez Pacheco & Ana Antonio Perez	Pedro Sanchez Lopez & Roxana Lopez Ruiz	Guangshuai Wu
Geuris & Maria Martinez	Cesar & Angela Perez	M. Sandoval Jorge & E. Rosario Tejada	Jianming Wu
Porfirio & Maria Martinez	Hipolito Perez & Ja Vizcaino	Kashyap & Chaitali Sanghvi	Pei-Hwan Jarry Wu
Socorro Diaz Martinez & Jacelin Ozuna	Jesús Ivan Perez & Maria De Lourdes Gutierrez	San & Maria Santana Quezada	Courtney Wyatt
Ericelis Mata	Jose Luis Perez & Belen Vega	Leonel Santos	Coskun & Claudia Yalcin
Steven Mazzurco	Kaitlin Peterson	Won Ho Seo	Cheng Hsi Yang
Franklin Medina & Pura Robles Mejia	Rafael & Rey Polanco-Estrella	H. Shankara Narayana & S. Shamanna	Feng Yang
Santos & Ana Medrano	Andrew Polito	Pardeep & Sunita Sharma	Ki C Yang
Mariela Mendez Melo	Karla Popa	Pete & Matanee Shee	Wenjin Yao
Alexis Merete & Mari De Pena	Roberto Prado & Araceli Ortega	Feng Lian Shen	Kim-Foong Yap
Yong Meyer	Yelisey & Svetlana Primachenko	Li Shi	Sarah Yoon
Yonsuk Miller	Fei Nan Qiu & Cun Kang He	Sunhee & Jaelrr Shim	Francisco Zamorano & Estela Rico
Allan Molina & Pilar Sifontes	John Quiroz & Karina Giraldo	Svitlana Shkurko	Adrian Zavala & Patricia Medrano
Matthew & Melinda Molloy	Paul Raffone	Deomatee Singh	Fernando Zavala & Carla Tovar
Hector Montesinos & Monica Segundo	Videepkumar Rajendiran	Nathaniel Smith & Gorgor Jones	Ricardo & Claudia Zermeno
Juan & Estela Montoya	Prashanth Rajendran Maruthur C	Maria Solis Aguilar	Chao Que Zhang
Jacqueline Morales	N. Ramirez Borges & L. Rodes Garriga	Jeewon Song	Wen Juan Zhang
Marciano Morales & Lidia Marquez	Hermelando Ramirez Cruz & Thalia Jazmi Herrera	Albert Stanek	Yan Zhang & Nuoming Xie
Victor & Jeny Morales	Francheska Ramirez	Robert & Melissa Strong	Yiqing Zhang & Minh Bui
Gladys Moreno & Margarita Hernandez	Oscar Ramirez & Marta Olivar	Ky Hong Taing	Yong Zhu Zhang
Juan Carlos & Jimenez Morillo	Carlos Ramos Rodriguez & Fatima Ramos	Sheela Siew Leng Tan	Zuwen Zhang
Austin Moss	Jaime & Monica Ramos	Eric Tanaka	Xin Zhou & Yuehui Jiang
Carlos & Cristina Munoz	Javier & Victoria Ramos	Hui-Lian Tang	
Ruben & Juanita Munoz		Wei Chun Tang	
Wendell Murphy			

# Opportunity Knocks

In tough economic times, Amway Global Independent Business Owners are growing their businesses, taking control of their finances, and securing their futures. Your friends, family, and colleagues can too.

With the **best business opportunity in the world**, Amway Global IBOs represent premier health, sports nutrition, skin care, personal care, and home care brands.

With Amway Global, you own your business, but you are never on your own.

## **Accreditation**

Organizations affiliated with Amway Global must adhere to high ethical standards and maintain sound business practices to secure accreditation.

## **Training**

Amway Global provides award-winning, professional training on selling techniques, product benefits, business development, and more.

## **Credibility**

AMWAY GLOBAL™ products are backed by decades of science, research, and development, and come with a money-back guarantee.

## **Specialization**

The breadth of Amway Global offerings allows IBOs to develop advanced expertise and focus their retail efforts in health, beauty, gifts, or home.

## **Stability**

Amway Global has paid 100% of IBO bonuses on time for 50 years. (If you're evaluating other business opportunities, compare this statistic!)

## **Diversity**

Product diversity is a critical component to weather economic storms. Amway Global offers a larger product portfolio than the majority of competitors.

## **Income**

Whether you want to pay for a vacation, cover four years of college, or achieve financial freedom, the ability exists for you to achieve your financial goals with Amway Global. Depending on your personal situation, you may realize tax benefits as well.

## **Freedom**

Whatever your financial goals, you can increase your personal freedom with the leadership and camaraderie you find with Amway Global.



## First-time Platinum Elite

These IBOs have generated at least 12,500 Ruby PV in a month, which qualifies them to be eligible to receive a cash award of an additional 4% of their Ruby BV.

### **Emerald**

Melvin & Phyllis Campbell  
 Russ & Kathryn Edeal  
 Uber & Elizabeth Esquivel  
 Marvin & Jennie Ho  
 Gerardo & Elsa Lopez  
 Joseph & Ellen Petrillo  
 Joe & Dawn Pici  
 Jose & Ana Rosario  
 Michel Roy & Manon Theoret  
 Gary & Lisa Sadden  
 Seenath & Rajcoomarie Seeraj

### **Founders Sapphire**

Daniel & Martha Arreguin  
 Keith Devilbiss  
 Lyle & Donna Noble

### **Sapphire**

Jiexiao Chen & Zhiyong Qiu  
 Juye Han & Hyung Sup Choi  
 Bizhao Li  
 Aureliano & Norma Rosas

### **Ruby**

John Leggio & Rebekah Roman  
 Greg & Sonya Stoll  
 James Wade & Nicole Howard-Wade

### **Founders Platinum**

Jose & Alicia Arambula  
 Lance & Carol Black  
 Richard & Susan Digby  
 Richard & Maria Fernandez  
 Julio Garcia Jr.  
 Mike & Melinda Henson  
 Praveen & Chandra Kanumuri  
 Jieun Kim & Chul Lee  
 Phil & Aimee Kirschenmann  
 Eunjoo Koo & Hanjin Park  
 Chu-I Liu & Wei Sun  
 Jacob Magnuson  
 Manuel & Rosi Martinez  
 Sreekumar Natarajan & Lakshmi Hariharasubramanian  
 Mario & Veronica Rivera  
 Jesús & Teresa Rodriguez  
 Steven & Shaunna Rulli  
 Jeffrey & Denise Russo  
 Max Santos  
 German Suarez & Rosa Fernandez  
 Mi Kyung Sung & Rin Yang  
 Sumeet & Sonica Vij  
 Drew & Anna Witherington  
 Chad & Courtney Wivell  
 Dean & Brenda Wood

### **Platinum**

Aurora Alvarez  
 Alexi & Danna Diaz  
 Frank & Corinne Dostal  
 Stanley Eng & Anna Sochneva  
 Lynda Filipello  
 Ubaldo Gomez & Maria San J Martinez  
 Juan Carlos Hernandez & Maria Esther Fermin  
 Vladislav & Jocelyn Milic  
 William & Sandra Nold  
 Josey Perez & Jessica Beltran  
 Manuel Ruiz & Olga Guevara  
 C. Sanchez Hernandez & E. Gaspar Garcia  
 Dean & Marcie Whalen

### **Gold**

Manuel Campa & Magaly Gonzalez  
 Rigoberto & Anida Morales  
 Kai Tang  
 Steven & Laura Valenta

### **Silver**

Jamilah Bauerle  
 Joseph & Patricia Breker  
 Emmanuel Chan  
 Renee Chen  
 Howard & Ruth Cole  
 Victor Cotes  
 Jeffrey & Gail Ferguson  
 Hutch & Paysar Harutyunyan  
 Angela Her  
 Yanwen Hu  
 Kai Jia  
 Tze Fong Jong  
 Balavan Lee  
 Dustin Lee  
 Jian Li & Xiao Guang Feng  
 Taurino & Martina Marcelino  
 Wai Leong Ng  
 Roberto Romero & Damaris Colon  
 Greg & Sonya Stoll  
 Paul Vang  
 Kim-Foong Yap  
 Lin Zhang  
 Zuwen Zhang

## First-time Platinum Plus

These IBOs have generated between 10,000 and 12,499 Ruby PV in a month, which qualifies them to be eligible to receive a cash award of an additional 2% of their Ruby BV.

### **Emerald**

Melvin & Phyllis Campbell  
 Uber & Elizabeth Esquivel  
 Jong Keun & Yunehee Kwon  
 Curtis & Jung Won Kwon  
 Margarito & Angelica Ledezma  
 Marshal & Terry Loos  
 Gerardo & Elsa Lopez  
 Charles Murray  
 Jose & Ana Rosario  
 Seenath & Rajcoomarie Seeraj  
 Partha & Sandhya Suresh  
 Mike & Jenny Suh  
 Bob & Marty Wittig  
 Bob & Debby Wright

### **Founders Sapphire**

J. & Teasha Bass  
 Chris & Cathy Cook  
 Lyle & Donna Noble

### **Sapphire**

Sanjay & Benu Dhawan  
 Juye Han & Hyung Sup Choi  
 John & Marcy Hilkert  
 Marco & Zaira Jimenez  
 Brian & Lori Levi  
 Bizhao Li  
 He Sook Pyo & Ji Won Kim  
 Aureliano & Norma Rosas  
 Peter & Melanie Samuel

### **Ruby**

Alberto Diaz & Nelly Sotomayor  
 Cirilo Diaz  
 John Leggio & Rebekah Roman

### **Founders Platinum**

Julio & Santa Alvarez  
 Nick & Lauren Beisker  
 Subroto & Sangeeta Bhattacharya  
 Bernard & Diana Brennan  
 Patricia Castaneda & Nubia Blanco  
 Pablo & Felicity Castillo  
 Belkis Cedeno  
 Abraham Cordero & Ana Minaya  
 Carlos Cruz  
 Johan Dubor & Francine Routhier  
 Olga Garcia  
 Rodolfo & Dinora Gonzales  
 Nicolas Gutierrez Torres & Laura Rodriguez  
 Martin & Aurelia Heredia  
 Claudio & San Juana Hernandez  
 Jaime & Maria Iniguez  
 Paul & Vicki Jacobs  
 Bruce & Nancy Kanegai  
 Praveen & Chandra Kanumuri  
 Frank & Sandy Kessler  
 Hugh & Susan Kilmartin  
 Mihwan Ko & Yeongbeom Kwak  
 Sunju Lee & Donghun Han  
 Yoon & Rae Lee  
 Jea Hak Lim & Grace Suhee Kim  
 Chu-I Liu & Wei Sun  
 Sanjay & Sangeeta Logani  
 Juan & Antonia Madrid  
 David Mendoza & Lindaura Monroy  
 Sreekumar Natarajan & Lakshmi Hariharasubramanian  
 Jose Luis & Lucia Ochoa  
 Alexander & Erin Parisio  
 Manuel & Josefina Quinones  
 Jesús & Teresa Rodriguez  
 James & Elizabeth Ryder  
 Francisco & Maria Ruiz  
 Max Santos  
 Gerald & Donann Smith  
 Andrew & Anita Stewart  
 Sumeet & Sonica Vij  
 Brad & Ann Ward  
 Joey & Shane Yadao

### **Platinum**

Mireya Abreu-Cabral  
 Inderpal & Jassimran Chadha  
 Chun Ting Chang  
 Xiu Chen  
 Cesar & Isaias Cruz  
 Frank & Corinne Dostal  
 Stanley Eng & Anna Sochneva  
 Lynda Filippello  
 Ubaldo Gomez & Maria San J Martinez  
 Victor & Elvia Guzman  
 Haeyoung & Youngcho Kim  
 Choon Yi & Jong Hwa Lee  
 Samuel Lopez  
 Ivan & Olga Manolov  
 Allan & Adam Marks  
 Gabriel Martinez & Martha Mendoza  
 Benigno & Eloisa Mora  
 Tulio & Nelina Portal  
 David & Maria Quirarte  
 Rodolfo Quinones & Enid Torres  
 Rafael Reynaga & Maria Juana Valdez  
 Lucino Jorge & Maria Ruiz  
 Francisco & Maria Sanchez  
 Constantino Sanchez Hernandez & Epifania Gaspar Garcia  
 David & Lily Sung  
 Alberto & Concepcion Torres  
 Gaurav & Sapna Verma  
 Oliver & Martina Vizcaino  
 Choon Yi & Jong Hwa Lee  
 Jayoung Yoon & Jaeyong Ahn  
 Jianguo Zhang & Yuling Ma

### **Gold**

Manuel Campa & Magaly Gonzalez  
 Dai-Hyun Choi  
 Lurie & Svetlana Grama  
 Angela Her  
 Juan Lopez & Ana Romeu  
 Rigoberto & Anida Morales  
 Young Ah & Man Gyu Park  
 Juan Perez Beltran & Maria Felix De La Herran

Enrique Quintana & Mayuli Perez  
 Jose Omar Reyes & Olga Marina Alvarez  
 Victor & Gloria Tecuanapa  
 Angel Tuba & Julia Fernandez  
 Steven & Laura Valenta  
 Richard Wang

### **Silver**

Alex Aguilar & Argentina Davila  
 Jamilah Bauerle  
 Brian Blessum  
 Emmanuel Chan  
 Min Chang  
 Renee Chen  
 Seo Yoon Choi  
 Kwok Chun  
 Howard & Ruth Cole  
 Victor Cotes  
 Jeffrey & Gail Ferguson  
 Dong Xu Gao  
 Lurie & Svetlana Grama  
 Dujuan & Elizabeth Harris  
 Hutch & Paytsar Harutyunyan  
 Yanwen Hu  
 Kai Jia  
 Balavan Lee  
 Dustin Lee  
 Jian Li & Xiao Guang Feng  
 Lianzhi Ma & Liwei Zhang  
 Alejandro Mancilla & Leticia Hernandez  
 Taurino & Martina Marcelino  
 Xiang Zi Min & Chang Shan Li  
 Seung Taek & Janice Park  
 Hermelando Ramirez Cruz & Thalia Jazmin Herrera  
 Roberto Romero & Damaris Colon  
 Deomatee Singh  
 Won Ho Seo  
 Jeewon Song  
 Greg & Sonya Stoll  
 Long Vang & Pangly Her  
 Paul Vang  
 Kim-Foong Yap  
 Lin Zhang  
 Zuwen Zhang

# It's a Date

Don't miss out on a calendar full of opportunities to grow your business.

## Mini Catalogs



**Theresa Danzik**  
Founders Executive Diamond  
IBOAI Marketing Advisory Committee

Theresa Danzik understands the power of retailing. As a single woman, she achieved Diamond status in her 20s. Now married to Diamond Howie Danzik (Diamond at 28), she continues to mentor others to sell products as part of a balanced business ... speeding their way to financial freedom.

### Five reasons Theresa loves the new mini catalog:

1. Entices customers with special limited-time offers
2. Features products with the highest PV/BV
3. Capitalizes on hot consumer trends
4. Supports Drop & Shop selling
5. Costs just \$3 for a packet of 10



## Give much?



## Do tell.

In this issue of **ACHIEVE**® magazine we celebrate IBOs who are also patriots and heroes. In a future issue, we will share the stories of IBOs who exemplify the Amway Global values of generosity and compassion. If you know of someone who has led a mission trip, tutored a child, established a foundation, or somehow changed some corner of the world for the better with selfless gifts of time or money, please let us know.

Send a brief summary of the giver and their story to [achieve@amwayglobal.com](mailto:achieve@amwayglobal.com) by August 17. Please include IBO name, number, and best current contact information.

## get ready

for **ACHIEVERS '09**

**in sunny Orlando**

November 30 – December 8, 2009

And start planning now to qualify for **Achievers '10** in San Diego.

# National **Spotlight**

Mark your calendar now ... attend an award-winning\* National Spotlight Expo or training event near you.  
**Register at [www.amwayglobal.com](http://www.amwayglobal.com)**

## Expo Spotlight

Bring friends and family to see, touch, and feel popular products and learn about the business opportunity.

## Training Spotlight

Attend with other IBOs for in-depth training – the inside track to future success.

*"If I had known the magnitude of this event and how it could be used, I would have invited more prospects and customers." IBO in 2008*

\*The AMWAY GLOBAL™ National Spotlight training program has been selected as a finalist in the 2009 Direct Selling Association's excellence in sales force development award competition.

**AUG 3**  
MONDAY  
Mail Love it mini catalogs

**AUG 6, 7, 8**  
THURSDAY | FRIDAY | SATURDAY  
Expo Spotlight, Baltimore

**AUGUST**  
Get on the Fast Track Program today

**AUG 13, 14, 15**  
THURSDAY | FRIDAY | SATURDAY  
Expo Spotlight, Seattle

**AUGUST**  
DITTO® order? Say Thanks!

**AUGUST**  
Nominate a giver (see previous page)

**AUGUST**  
Thank a veteran

**AUG 21, 22**  
FRIDAY | SATURDAY  
Training Spotlight, Portland

**AUGUST**  
Offer Drop & Shop to two friends

**AUGUST**  
Chart WIN product strategy

**SEPTEMBER**  
Look for the 50th Anniversary issue of ACHIEVE magazine

**SEPT 3, 4, 5**  
THURSDAY | FRIDAY | SATURDAY  
Expo Spotlight, New York

**SEPTEMBER**  
Follow up with three customers

**SEPT 10, 11, 12**  
THURSDAY | FRIDAY | SATURDAY  
Expo Spotlight, Metro Chicago

**SEPTEMBER**  
Set goals for 2010

**SEPTEMBER**  
Take new online training course

**SEPT 18, 19**  
FRIDAY | SATURDAY  
Training Spotlight, Detroit

**SEPTEMBER**  
Automate customer contact information

**SEPTEMBER**  
List five can't-live-without products

**SEPTEMBER**  
Check PV each week ... stay on track

**SEPT 25, 26**  
FRIDAY | SATURDAY  
Training Spotlight, Phoenix

**SEPTEMBER**  
Watch latest IBO webinar

# On the Fast Track to Success

Created by and for Independent Business Owners, the Fast Track Program rewards you for building a strong, balanced business. Check out program details in the *Imagine.Success* section of *Manage My Business* on AmwayGlobal.com to find out what these \$200 winners already know.

Fast Track Program qualifiers are also on AmwayGlobal.com. Find your name in the *Recognition* section of *Compensation, Incentives, Awards & Recognition*, under *Manage My Business*.

## January Qualifiers

Ramon & Virginia Almonte  
Raidel Arias  
Lourthammah Christopher  
Po Hsiang Hsu  
Yu Qiang Hu  
Sunja Jang  
Hae Kim  
Hoon Yang & Soobin Park

## February Qualifiers

Rosa Alina Almirola & Charles Laz  
Elijah Andrews  
Elio Angeles & Carmen Lopez  
Elliott Barraza  
James Bocheccchio  
Felipe Cabanas Ramirez & Celina Lozano  
Javier Casas & Martha Pardo Figueroa  
Jose Chavez & Sara Chavez Rivas  
Seo Yoon Choi  
Gloria Chung  
Marianne Cujean & Andre Pierre  
Xing Fang  
Angel Luis Fernandez  
Carlos Alberto & Araceli Flores  
Jocelyn Flurival  
Daniel Izquierdo & Yamileydis Fondon  
Haitao Jiang  
Seong Eun Kim  
Yeun H Kim  
Juan F & Ramona Rodriguez Lopez  
Srinivasrao Maramraju & Radhika Manduva  
Abisael & Idania Martin  
Piedad Marulanda & Luis Escobar

Jenny Merritt  
Nelson & Yerandi Miranda  
Layda Musa  
Andrew Ng  
Cristina Nieves  
Satsabesh Nithiyananthan  
Isaac Palacios & Gisela Avanto  
Yue Ming Pei & Chang Wei Li  
Hannah Pizana  
Jaimie Ramal  
Andrew Renaux  
Abelardo & Rosalia A Roque  
Douglas & WendalLine Smith  
Argelis Tatis Paredes  
Sandra Truyenque  
Anna Vito Cruz  
Herbert Wong  
Kyung Seon Ye

## March Qualifiers

Pedro & Efigenia Abad  
Maricruz Abarca  
Randy Acker  
Luis & Gabriela Adame  
Jose Alvarado  
Jose & Mayra Alvarez  
Guillermo Andrade & Reyna Perez  
Jhon & Sandra Ayazo  
Domingo Aybar & Yissel Gonzalez  
Teresa Canseco & Jose Santiago  
Laura Cardenas  
Larysa Carter  
Maria Cash & Alvaro S Torres  
Jose Castro & Marisol Alvarez  
Luis Angel Chavez & Idalia Gomez

Gurkirpal Chouhan  
James Chuong  
Jose A & Sara S Colindres  
Maribel Contreras  
Angel Luis Cortez Munos & Marisa Andrade  
Nicolas Cunin & Maria Loja  
Theodore Czajka  
Pedro Delgado  
Robert Engel  
Rolando & Alejandra Escobar  
Bernabe & Rafaela Estrada  
Christopher Foster  
Stephanie Fouts  
Rolando Garcia  
Yosney & Mailenys Garcia  
Alexander Hunsiker  
Won Sang Im  
Xuan Yi Jiang  
R Porter & Ashley Johnson  
Hee Jung Kang  
Micah Walker Kim & Kyung Mi Hong  
Xue Li  
Fred & Lori Lobb  
Eloy & Blanca Lopez  
Maria R Manriquez  
Denise Maravilla  
Miguel Martinez & Ivelisse Padilla  
Jose Mata & Maira Gonzalez  
Oscar Mata & Maria Mercado  
Felix Mercado Fuentes & Maribel Flores Mercado  
Eduardo Miranda  
Judette Molin  
Armando Muro & Maria De La Luz  
Carol Naber

Christine Naber  
Rumondang Parapat & Sahata Tambunan  
Jay & Maria Theresa Parayno  
Jeongim Park  
Jorge Luis Perez & Miriam Flores  
Salvador Perez & Sabina Mendez  
Jose Piedra & Maria Alvarez  
Darryn Pitman  
Prema Pushparajah  
Rolando Quinones & Janice Diaz  
Sixto Reyes & Griselda Rodriguez  
Sacramento & Maria Rodriguez  
Sergio & Catalina Ruiz  
Manouchehr Sabeti  
Joy Santos  
Shoeb & Nazima Shaikh  
Saba Soliman  
Fabius & Rose Supreme  
Fu Tao  
Marcelo Tolentino Lucas & Reyna Hernandez  
Marino Tomas Pedraza  
Alma Topete  
Mario Tosta  
Melissa Turmel  
Edmundo & Jennifer Valencia  
Lina Vanesa Vasquez & Andres Hilario Mencía  
Grigory & Tatyana Verenich  
Hector & Yecica Villegas  
Micah Wentworth  
Sylvestre & Josephine Ygay  
Seonghyun Yoo & Jiyeon Kang  
Manuel Zepeda & Anayeli Ramirez  
Christopher Zerbe



# At Your Service

The IBOAI Board and its Marketing Advisory Committee meet with Amway Global executives four times each year to review important issues and make recommendations for improving the business.



## **For You, We Guide**

- **Incentive programs** that reward and motivate you
- **Technology** that makes doing business easier
- **Product offerings and campaigns** today's consumers crave
- **Training** programs and support materials that build your skills
- **Protocols** for the ways we work in a changing business environment

*For 50 years, we've been your voice and advocate, working together with Amway Global to ensure this business opportunity is the best in the world.*

## ★ **We'd love to hear from you!**

### **Contact us with your questions and ideas**

877-554-2400 | [iboai@iboai.com](mailto:iboai@iboai.com) | [www.iboai.com](http://www.iboai.com) | [www.iboai.com/blog](http://www.iboai.com/blog)

### **Mail a note or schedule a tour of our office**

IBOAI | 220 Lyon St. NW, Suite 850 | Grand Rapids, MI 49503

### **Meet us on the road**

IBOAI Board and staff will make stops at National Spotlight Business Expos in the United States and Imagine True Success events in Canada. You can also find us at *Achievers '09* in Orlando.



A hero is someone who  
has given his or her life to  
something bigger than oneself.

– Joseph Campbell

CELEBRATING 50 YEARS

**Amway**  
GLOBAL™