



1) I am not a good talker 我沒有口才

Do you think that you need to be a very good talker before you can do Amway? One important thing in Amway is to learn how to do product demos. Everyone likes quality products. You need to learn how to do product demo only, let the products do the talking!

您認為做 Amway 需要很好的口才嗎？您看（產品示範）重要的是在 Amway 您只要將產品的好處示範出來，好的產品大家都會喜歡，您只要學會示範，讓產品替您說話。

Do you think I'm a good talker or speaker? That's because I have understood the Amway products and system. Similarly if you were to talk about your current job, you would be able to say it better than me. That's because you are familiar with it. Thus, once you have familiarized yourself with Amway's products and system, others will think that you are a good talker or speaker too!

您認為我的口才好嗎？我已經深入瞭解 Amway 的產品及制度，假使要您介紹目前從事的工作，您一定介紹得比我有條理，因為那是您所熟悉的，因此您只要熟悉 Amway 的產品和制度，人家一定會說您的口才很好。

Do you wish to improve your communications skills? We have very good training opportunities. As long as you are willing to learn, your public – speaking skills will definitely improve. Plus you have a lot of successful leaders and friends who will help you too.

您是否希望增進自己的口才呢？我們有很好的訓練學習的機會，您不用擔心您的口才，只要您願意學習，有一天您會發現您的口才也不錯哩，況且您還有領導人跟成功者可以幫助您。



2) I don't like to do sales 我不喜歡推銷

Most people do not like to do sales. This is because salesmen have often left people with bad impressions e.g., they are pushy, aggressive and give a lot of sales talk. Actually, Amway business is a business done through sharing. In fact, we are all doing such sharing or network marketing all the time. I am sure that you have been to a great restaurant, good movie or read a good book and shared with someone else. They probably went to the same restaurant, good movie or read the book that you recommended. That's network marketing – sharing of products and information. With Amway, you can share products and business information by using marketing tools like VCDs / CDs, newspapers, brochures, booklets etc. You don't have to be expert on nutrition, business, or network marketing. Also, you will have the support of a team of people who will train and support you. You don't have to be a sales person. Wouldn't it make sense to check out the Amway business?

很多人也不喜歡推銷，因為推銷員給人的印象往往是死纏爛打，強迫中獎，油腔滑調。事實上，我們在經營 Amway 事業，而 Amway 事業做的是分享的工作，分享就是人類基本的精神。這是一種本能，就象魚生下來就會游泳般；假如你覺得哪部電影好看，你會不會介紹給你的朋友看？這就是分享的本能，你認為 Amway 的產品好用，為何不能介紹給別人？更何況 Amway 的產品有滿意保證！

Why don't you like to do sales? Is it because you think that it's door-to-door sales, or need to talk to strangers or need to beg others to buy and hence feeling inferior? In Amway business, we have a wide range of products that can meet people's daily needs. Hence we are requesting others to change their product brands and not just spending additional money to buy things. And you do not need to do door-to-door sales as you only need to service your regular customers.

為什麼你不喜歡推銷，是不是因為要沿門兜售，面對陌生人而且要開口求人，感覺低人一等？在 Amway 事業中，我們有幾百種以上必需的消耗性日用品，我們只是換品牌，並不會增加經濟上的負擔，更不必沿門求售，只需服務固定的顧客可以了。

In Amway business, you only need to do your product demo well and share your wonderful experience in using the products with your customers. And let your customers decide then whether they want to buy.

在 Amway 事業，您只要做好產品示範對顧客說明您用這些產品的愉快經驗即可，買不買由顧客自己決定。

Amway is a business done via sharing of experiences. Sharing good things with good friends is the most natural thing to do!

Amway 是分享的事業，好東西與好朋友分享是最自然的事。



3) I don't like to do sales. 我不喜歡推銷

Hey, welcome to the club. I don't either. One of the nice things about being affiliated with my company is that you don't have to be good at selling to be successful. May I explain what I mean?

欢迎加入我们的俱乐部。我跟你一样，也不喜欢推销。成为我们俱乐部一员的好处就是不需要喜欢推销也能成功。我可以帮你解释一下吗？

Exactly! Amway business is not all about selling. It will be very boring then. It is more than that! As we grow along with the business, we can learn about Beauty and Makeup, Nutrition and Well-being, personal development and much more.

那就对了！安利事业并不全是销售。如果这样会很闷的。其实它包含更多！当我们发展这个事业的时候，我们会学习美容护肤，化妆技巧，营养保健，个人提升和很多很多.....



4) Too slow a way to earn money. 賺錢太慢

Fast or slow is up to the individual. If you want to work the plan, you too can achieve Diamond within a few years like one of our successful Amway leader e.g., Sunny and Debra Hsu. Currently, there are many successful Amway distributors who are doing the business on a part-time basis. And many have achieved 21% in about 1 year's time and have quite good extra income. All these can be achieved if you plug into our eCVI support system.

快慢的感覺是比較得來的，目前全世界有相當多的 Amway 夥伴以兼差的形式來做 Amway，通常在一年左右就達到 21%。擁有相當滿意的收入。

Some traditional business opportunity is even slower! You may have to fork out say, \$100k and have to wait for 1 – 2 years and sometimes, you cannot even breakeven the startup capital. For the working class, working to get a higher position is even slower! A Diploma holder earns \$1,500 and yet need to further studies for 2 more years for a degree to earn \$2,500. In Amway business, you can achieve this goal in a much shorter timeframe if you plug into the system and work the plan! Also, you only need to spend your free time and do it on a part-time basis. Hence the amount of time spent in Amway is comparatively less. With that, how can earning money through Amway be slow? It is best to give it a good try to see if it works for yourself.

一般傳統的生意往往在投資大量金錢之後，在經過一年的辛苦奮鬥還無法達到收支平衡的地步。而對上班族而言，想要擁有一份月入（ ）萬元的主管級薪俸，則往往要經過好幾年的曆練與力爭上游，而且每天必需辛勤工作八小時才能達到目的，而一般從事 Amway 事業的夥伴則是利用業餘的時間，以兼差的方式進行，每天所利用的時間非常有限，因此相比較之下，Amway 怎麼會慢呢？

The efforts you put into Amway will pay off. No matter how much money you are earning from Amway now is only a beginning. This is because you can achieve unlimited income through Amway!

Amway的收入與您的付出會成正比，而且無論您在Amway事業的收入是多少，它都 只是一個開始，Amway事業的收入是無止境的。



5) Other companies are better. 其他公司更好

Other companies' allow results to be accumulated? Actually this has 2 disadvantages:

- 1) No growth potential. Your business may be stifled. Because imagine there's a limited pool of bonus and rewards that your boss can distribute. When you and your partners reach the highest achievable level, your bonus and rewards will not increase.
- 2) It's unfair. This will allow rich people to invest huge sums of money to buy their "results" and reach the highest achievable level earlier. However, this will not be fair to others who do not have the money to make such investments. An unfair business is not sustainable. And you would not want to do a business that is not sustainable, right?

其他的業績可以累積（不歸零）？其實業績不歸零有以下兩個缺點：

①沒有發展性。您的事業會被架空，因為老闆所能發放的獎金比例有一定限度，您跟您的夥伴達到最高獎金比率時，您的獎金不可能再增加。②不公平。有錢的人可以投資大筆資金買業績，提前達到最高的獎金標準，這樣對沒有雄厚資本的人來說很不公平，不公平的事業是不可能持久的，不長久的事業您願意從事嗎？

Actually, Amway is a truly sustainable business. Amway may not be accumulating every month's results. But rather it accumulates the experiences, customers and markets that you have conquered. And we would have built a viable business with strong foundations, something that mere money cannot buy!

事實上Amway才是一個真正“不歸零的長久事業”。只是Amway所累積的不是每個月的業績，而是累積經驗、累積顧客、累積市場，最重要的是累積您的愛心與熱忱！我們建立起來的成果所產生的業績（絕對不是金錢可以買得到的），您想歸零都很難！

You can look at Amway's system, infrastructure, history, track records, products expansion potential and judge for yourself which company is better!

比較 Amway 和其他公司的制度、規模、歷史、經營理念、產品發展潛力.....您就知道究竟哪家公司比較好了。



6) Why does Amway not advertise its products? Amway 爲什麼不打廣告？

Amway emphasizes on product quality. Hence, its funds are invested in product research and growth and not on product advertising. However, as contribution to a better society, when Amway gets involved in charitable activities, it often promotes and advertises these activities together with the charitable organizations. This may then raise awareness of the Amway brand. As for product advertising, this is left to each distributor who then explains the products and does product demo for customers. This is the most direct and effective form of product advertising.

Amway 公司一向重視產品的質量，所以資金投入於產品的研究與開發，而不作產品的促銷廣告；不過，爲了回饋社會，Amway 公司對社會公益活動一向不遺餘力，所以也經常配合社會公益活動的推展打一些形象廣告。至於產品的推廣，則交給從業人員去對顧客作面對面的解說與示範，那才是最直接、最有效的廣告。

A great company will naturally be recognized and often receive media attention. Amway has gained status as a reputable company. In these past several years, it has established a solid business model and projected an excellent corporate image. And its exceptional accomplishments have attracted many interested parties like the media and industrialists to model after. Today, many universities have used the Amway model as a teaching case, this is also a breakthrough for a modern business model! Besides being reported in various newspapers, Amway is also often reported in leading magazines and periodicals e.g., Times, Newsweek, Fortune etc.

好的公司自然受大眾肯定，並引起媒體及學術界的注意而爭相報導與研究。Amway 公司嚴守商德、正派經營的一貫作風，幾十年來已樹立了從業的典範，建立了良好的商譽與形象，其非凡的成就更引起學術界與工商業界的震撼與好奇而加以研究。今天已有很多大學都已開課講授Amway行銷方法，這也是現代行銷方式上的一大突破！除了報紙上經常出現有關Amway的新聞之外，國內外一些知名的專業雜誌如：讀者文摘、Time、Newsweek、Fortune、財訊、卓越、突破、實業世界.....等都有過深入的研究、分析與報導。



7) I have many friends who have tried but did not succeed.

我有很多朋友沒有做成功

A lot of people may have tried the business and did not succeed. That does not prove that the business model is not workable. We do have a lot of people who are successful in the business as well. The key is the business has put in enough effort to learn the products, learn how to build the business model and learn from others who have made it in the business. Just like F&B business, it will be for some who can't make it, then there is no one what to run a restaurant. Amway is just like any other business. Some win, some lose!

別人做不成功，並不表示那個行業不能做！重要的是他的做法對不對？重要的是他有沒有學習，他對自己的產品、制度有沒有瞭解。例如一家餐廳因經營不善倒了，而且又聽說餐廳的風水不太好，可是還是有人敢頂下來，繼續經營，為什麼敢？因後者認為他的經營方式與方法跟前者不一樣，所以他敢頂下來，他認為他會成功。

Every year, there are a lot of people taking exams to get their degrees. Some of these people do not pass the exams. But will that stop you from sending your children to school?

每年那麼多學生參加大學聯考，落榜的總是比考上的多，您會因此而不讓您的孩子讀書嗎？



8) I feel uneasy earning my friends' money. 不好意思賺朋友的錢

A lot of the products that Amway offers, are daily essentials. These are things which your family and friends will use daily and which they have to buy for usage. So even if you don't sell these to them, they will have to get them from other sources like supermarkets and shops. Others will also be earning your friends' money. Plus Amway's products have money back guarantee!

Amway 所銷售的產品是日常必需用品，我們的親友每日都要使用，也一定要購買使用，即使您不服務他，他們也要向雜貨店、超級商店甚至其他地方購買，別人也要賺他們的錢，換個角度來看，如果您的親友在銷售您所需的日常用品，相信您也一定會向他們購買，錢與其讓陌生人賺，為何不給自己人賺？更何況 Amway 的產品有質量滿意保證。



9) Children are too young. 孩子太小

How old are your children? You can bring them along when you do the business. But can you do the same for other types of work? As you can do the Amway business from your home, you can still look after your family at the same time. One successful Diamond couple once said that they have 3 reasons to do the Amway business. It's because they have 3 children. And they want them to grow up in a comfortable environment, go to the best schools and ensure that the family has the best things in life! Every parent loves their children. But spending every night with them cannot secure their future. After you are successful in Amway, you will be able to spend more time with them.

孩子幾歲了？您可以帶著他做 Amway，其他的工作會讓您帶孩子做嗎？Amway 可以在家裏做，所以可以兼顧家庭：有一對鑽石級領導人說：我們有三個做 Amway 的理由，因為我們有三個孩子，我們要使他們生活在幸福的環境中，也要讓他們長大之後能選擇最好的大學，並使我們家精神與物質都是最好的！每個人都愛孩子，但是每個晚上和他們守在一起並不能擔保他們的未來，當您成功後，您不是有更多的時間和他們在一起！



10) I'm satisfied with my income 我很滿意我的收入

I am glad that you are satisfied with your current situation but look around us. Are your loved ones, our sisters or brothers, our close friends and many out there satisfied with their situations? What can we do to help them or what do we have to share with them? Amway is an opportunity, an opportunity that allows people irregardless of their background to be successful in life. With that opportunity in our hands, we can give people a chance to achieve better lifestyle.

我知道您相當成功而且有錢，做 Amway 除了自己賺錢，最重要的是幫助很多人賺錢，而我們身邊很多人需要這個機會，更何況 Amway 的收穫，很多是金錢買不到的，（介紹 Amway 事業的奇特性，舉例：）

金錢的價值觀

- 金錢能買床鋪。但不能買睡眠，
- 能買書，但不能買智慧；能買飾品，但不能買美；
- 能買食物，但不能買食欲；
- 能買奢侈品，但不能買教養；
- 能買房子，但不能買家庭；
- 能買娛樂，但不能買幸福；
- 能買物質，但不能買精神糧食：
 - 能買藥，但不能買健康：
 - 能買僕役，但不能買友誼：

Amway 事業不但使您擁有財富，也能使您擁有金錢得不到的滿足。



11) The Amway business is not suitable for me 安利事業並不適合我做

Neither did I until I have better understanding over Amway business model. It is hard to conclude if a business is suitable for a person until he/she give a serious try. If the business requires you to build it with your hard work and needs to be honest. I think it is worth to give it a serious try. (Since so many people have proved that this business is suitable for them, I think we should give ourselves a fair chance. I think as long as we are willing plug into the system and be humble to unlearn and relearn, All can be a successful Amway entrepreneur)

當我開始做 Amway 時，也不知道適不適合我做，但是當我深入瞭解後，我發現生意不能說適不適合一個人，如果是誠實而建立起幸福的將來的機會，我們就應該試試。（既然那麼多人都證明了這生意適合他們，我想應該給自己一個公平的機會，您會這麼說，可能您以為 Amway 只是成爲一個沿門求售的推銷員。其實 Amway 不是這樣的，只要您能按照我們正確方法去做，您一定可以成爲一位成功的企業家)

No one is born a doctor, director, lawyer or architect too. Amway is more than a salesman thing. If it is just a simple salesman job, then why are there so many professionals such as doctors, lawyers, businessmen, teachers etc doing Amway. It is because it is more than just a soap selling business / direct selling / MLM business.

沒人生下來就是醫生、董事長或律師、建築師，這是訓練、學習或環境的影響。



12) I'm very tired and don't want to do another job 我很累,不想再兼差

I see May I ask why do you feel so tired after work? Is it because of high work pressures, long working hours? Or the work is too dry? Or the company has no more prospects to be with? Why not make some slight adjustments to your career path? If this adjustment may allow you to have more potential and promising future, will this be a better option? Anyway there is no risk to give a try, what if you make it?

請問您為什麼會覺得累？是工作壓力太大、工作時間太長、太枯燥？或是工作性質，不合乎您的志願？還是看不到工作發展的潛力？.....假如改變一下工作的環境或性質，能讓您覺得很有興趣，很有發展潛力，對未來充滿信心，您還會覺得累嗎？



13) You are making your upline and others rich 你在帮带你入行的人赚钱

I totally agree with you. However, after some research and studies on my own, I realized that Amway business model is fair and rewards proportionally to the efforts you put in. Your upline may earn a small percentage of the business generated by you. This percentage is given to your upline by the Amway company for bringing you into the business (but no deducting from your income), for helping and training you. Likewise, you will be rewarded for bringing your downlines into the business and helping them. It is a win-win situation for everyone.

我完全同意你的说法。可是，当我研究和学习后，我发现安利事业是一项公平和按劳取酬的事业。从你的业绩中，你的上线可能赚取些许百分比。可是，这百分比是由安利公司奖励你的上线的，并不是从你的业绩中扣除。公司奖励你的上线因为他把你带入行，帮助你训练你。同样的，你也会被奖励如果你带你的下线入行，帮助他和训练他。这是一个双赢的制度。



14) I know that Amway business has huge potential. But it is difficult to do! 我知道安利事业有很大的潜力。但是，太难做了。

There is a saying, "If there is a will, there is a way." There is no such thing as too difficult or cannot be done. Even a piece of metal can fly in the sky (airplane) and a lump of metal can move on the road (car). The plan will work if you work the plan!

人们总是说：“世上无难事，只怕有心人”。飞机和汽车的出现让人难以想象一块铁可以在空中飞，和在路上跑。“有志者，事竟成”。

Things or business that are easy to do would not be left for you and me to do! In fact, any business is difficult to do if we do not have a system! Here, we have the eCVI support system that can help us to grow in the Amway business. It is more than 30 years unified system which has proven success. Thus, you can just tap into the system and learn how to operate the business just like MacDonalds.

如果是容易的话就不会留给你和我了。其实，任何的生意都会难做，如果你没有一个系统！在这里，我们有一个被证明的卓越 CVI 系统。它具有 30 多年经验，和经过不断的改良。如果你能有效地利用，从中学习。那从事这个事业就象从事麦当劳一样。



15) I want to think it over. 我要考虑考虑

That's a good idea. You should think this over. How much time do you need? (Answer: A few days) "No problem. By the way, based on what I've already explained, how does this sound so far." (Answer: It sounds pretty good so far). "Good. If you feel as good about it in a few days as you do right now, will you take the next step with me?"

这主意不错。你应该考虑一下。你需要多长时间来考虑呢？(回答：几天)“没问题。对了，根据我对安利的解释，你觉得如何呢？”(回答：挺不错的)“非常好。如果几天后你还是跟现在的感觉一样好，你愿意跟我合作吗？”

That's a good idea. You should think this over. Just may I ask, what are the factors that you are considering over? (Listen attentively to what your prospects have to say, there are certain points that a prospect needs us to emphasise on more. After proofing, try for a second close (maximum 3 tries). If can't, move on to provide relevant materials such as book, CD or VCD and fix a follow-up appointment to collect the materials).

这主意不错。你应该考虑一下。我可以知道你需要考虑些什么吗？(专心听你的对象所说的。有时他需要我们再次强调。再次解释后，尝试第二次让他加入(最多尝试3次)。如果不成功，就把书籍，CD或VCD借给他，制造下次见面的机会。)