Amway income chart

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In the past there many posts here dealing with success statistics in Amway. That's my analysis. Let me start with some kind of reass. of responsibility. I am motivated by statistics and I think they are important for informed decision-making (of course not everyone feels that way), even though they have certain limitations. First, it is possible to manipulate statistics in order to support virtually any position. Secondly, in order for the analysis to be manageable, it is often necessary to unneduce certain qualitative assumptions (such as what constitutes a sufficient and representative sample, etc.). Finally, probabilities and statistics are used appropriately for large groups and should be taken care when applied to individual situations. For example, a high school student with a good academic record might want to apply to a prestigious, highly selective college. This college could only accept one in every 10 applicants, but I would not try to pull that student away from applications on the basis of that fact alone. It may have specific characteristics that would lead to us believing that it is more likely to be adopted than the one in ten quotas, and it is also probably true that it has little to lose and is worth taking regardless of the odds. So I'm familiar with the routine retortortor, which the pro-Amwayers of the line are or are you planning to be mediocre. While I recognise that decisions should not always be based solely on statistical probabilities, I believe that statistics should be carefully considered. Are you going to be mediocre? It really irritates me. As a result, statistics do not apply in the specific case that an individual level of effort will make success much more likely than the statistics show, or that statistics are generally irrelevant and not worthy of consideration. However, the statistics are widely used by amway carriers. Anyone looking for an Amway distributor has probably seen statistics that for every 100 people at age 25, only 5 is financially independent at age 65 -- that's the favorite statistic to use when presenting a plan. Many others, such as the failure rate of companies and the initial cost of setting up a franchised company, are quoted freely and at the pointed level. But as soon as the stats against Amway are reported, they are immediately removed as irrelevant or wrong to take a position against Amway. Whenever it uses statistics to support its situation, it opens the door to their use and must be ready to be squared with statistics according to its position. It's been quite a long-term, but this is a point I haven't seen fully. Anyway, the next analysis is based on the information present in SA-4400, and it was the analysis through which I went to initially justify some of the negative views that I started to promote during that time. from other sources, it will later support substantial conclusions. I tried to be objective and state the assumptions and limitations of this analysis. I start with the statistics of the active distributor. Of the current SA-4400, 46% are active. I'm going to use percentages to correate a given level of success and approximate it relative to the total pool of Amway distributors (percentages are usually attached to standardized test scores-- a percentage of the 80 rank shows that 80 percent points are lower and 20 percent higher). I put these 46% at the bottom (although in some sense they may not be at all successful, as I will show in the short term)-so would be someone who meets the criteria of an active distributor on the 46th percentile or more. By definition, the inactive distributor did not make the retail sale and received no bonus money. Thus, their only source of income from personal use of products. This is most appropriate if distributors sell themselves wholesale for sales and income tax purposes, and the 1991 SA-4400 note confirms that the basic discount is not included in income for products that are personally consumed. It could be argued that the inopen value of the products is equal to the retail price, so they have a gross income of up to $60/month (assuming they did not receive bonus money because their PV was less than 100 years old, not because the 10-party rule was enforceable.) Since these people did not attend meetings, present a plan or try to make a retail sale, the cost should be virtually zero and their net profit is equal to their gross profit. The above figure of $60/month is based on the assumption that 100 PV = $200 BV = $200 retail price = $60 basic discount. The actual relationship between each of these varies considerably from product to product, and for the product catalog is more like a 90 PV = $100 BV = $300 retail price = $60 basic discount. I chose a two-month period at random, totaling all the products that were ordered for that period, and arrived at the following proportions: 100 PV = $186.92 BV = $281.61 retail price = $49.23 basic discount. The actual average relationships are given close to the back of SA-4400 and are indicated that the basic discount is on average 30 %, that BV on average 87 % retail for non-catalogue and 33 % of retail sales for the catalogue, and that the BV/PV ratio is in fact 2,0. The approximations used in SA-4400 are so quite liberal, but I will still use them, because most people know these relationships. Going back to the active distributor statistics, on the one hand, it was said that this inflates other SA-4400 statistics, as it eliminates the bottom 46%. It has also been said that inactive distributors, and even many active distributors, do not really make much of an attempt to make a profit. Both statements Really. I'm not sure about the definition of bonus money as used in the survey, but I explain it to include what's called the remaining bonus money, that is, money like the one that earns using MCI and is also payable if the monthly PV is below 100. In order to be active, the distributor only has to make a long-distance phone call with the help of MCI and do nothing else. However, 46% of distributors do not do so!?? That in itself is a rather revealing statistic. Anyone who starts at Amway should be aware of what a large percentage of them down will do little or nothing. Personally, I would like to see the active distributor's criteria to be stricter. That would increase that salary, but it would also teach the validity of the argument that the numbers include a lot of people who don't make a serious attempt to make a profit. The following group of distributors are active non-direct. SA-4400 states that approximately 1 % of all active distributors are eligible for direct. Since 46 % of all distributors are active, this means that approximately 0,5 % of all distributors are direct distributors or that the distributor's direct qualification is one to 99,5 %. Active non-directs thus range from 46. to 99.5 percent. The hypothetical examples mentioned in the plan give gross monthly income for these people between $66 and $2,138. SA-4400 from 1991 contained some additional earnings information that allows us to view this group of distributors in more detail. This previous SA-4400 contained a chart with the distribution of monthly total sales to BV. I converted the percentages into cumulative percentile ranges and set up an active distributor with zero sales at the bottom of the active distributor (46th percentile). Results follow: BV ------------------- 59.7,700 $66.4 $50 79.8 $150 89.1 $350 95.3 $1000 Above gives sale in BV. Gross income depends both on the personally sponsored downward structure and on the percentage of volume due to retail sales. Hypothetical cases foresee a $200 BV in retail and an equal distribution of the remaining volume to six personally sponsored distributors. In my experience, the reality is that one or two strong legs and many others with very low volumes-- this would normally have a slightly lower earnings. Also, the $200 BV in retail is also high, since the same chart shows the average amount for all active distributors that is $95. The average personal spend in BV is $89, so anyone who has a monthly BV below it will be able to make a predominantly personal consumption -- which only brings a bonus income. Therefore, hypothetical examples in many respects somewhat distort gross income amounts on the positive side. Use them (taking the first $200 BV for retail sale the rest evenly on six personally sponsored downline distributors), though, Gives us a track result: Percentile Monthly Gross Income ------------------------------------ $59.7 0.300 66.4 $15.00 79.8 $45.00 89.1 $70.50 95.3 $108.00 BTW, The active distributor has an average BV of $513 i average gross arrival of $65, a hundred would mistletoe it just below 87. The active distributor actually produces approximately 87 % of all distributors with an average income. The SA-4400 figures are gross revenues and do not address costs, so I have to rely here primarily on personal exposure to Amway. Those with AV under $200 aren't very active-- most of the time, their costs are made up of mileage to one local meeting a month and one strip a week. If their BV is more than $200, their costs are rising sharply-- they're probably pretty strict supporters of The System. There are some large-scale distributors who focus their efforts on retail and/or don't spend money on motivational materials and meetings-- which is the IMO's best approach. Here I will focus on the traditional approach and methodology that most perspectives and distributors will face. The traditional approach will have one to believe that the next minimum monthly cost is required: 8 bands/month ($5.50 plus tax & shipping: $48.40 1 book per month : $7.00 1 open meeting : $5.00 1 seminar/rally meeting : $2 0.00 0.33 features : $255.8 Misc Sponsorship Consumables : $10.00 Phone Charges : $25.00 Mileage : $129.60 TOTAL : $500 Yes we have paid above the current prices for books, i at meetings and assume that the couple manages the business and that both are in the sjetama. The cost of the feature is based on 4 functions/year, a private room for a couple and $300 per feature in the cost of transportation for the couple. Phone charges include voicemail and about $10 in long-distance fees. Mileage is based on a standard rate of 27 percent per kilometre, 30 miles of round route to each activity and includes 2 meetings, 10 Show plans and 4 product acquisitions per month. Apparently, mileage, phone and function costs may vary significantly depending on the individual circumstances; I've tried to pick what I feel are conservative typical values. In fact, we shouldn't think of driving 100 miles in one way to present a plan or attend a meeting. Our actual monthly expenses over a 12-month period during which we followed traditional methods of a fairly strict average of $508.81. As mentioned earlier, anyone with less than $200 BV per month is likely to have much lower costs-- depending on the time and money required by the System, anyone committed to do so is probably also committed to at least $200 BV in personal product consumption. I'll estimate the cost under $150 BV at $38 a month. I will also take into account the costs, which are set at $500 per month for those with more than $150 BV. In fact, costs increase slightly for those distributors with larger downline groups (they swallow some shipping costs and travel to support groups outside the city, for example.) Net profit thus expires as follows; I continued to classify them based on product scope: Percentile Net Monthly Profit or (Loss) --59.7 ($38.00) 66.4 ($23.00) 79.00 89.1 ($429.50) 95.3 ($392.00) Yes i further to the direct level of distributor i above. This puts us at 99.5 per cent and at least $15,000 BV. With a hypothetical structure, their monthly gross income is $2,034. With $500 in expenses, their net profit is $1,534 a month. It's quite respectful, but it doesn't bring me too much into the light of the fact that it's less than I earn in my regular profession (albeit full-time) and only half of one per cent earns as much. Similarly, at this stage, the hypothetical structure of the network can significantly distort earnings. For example, if you earned 7,500 PV with one 5,000 PV leg, two 1,000 PV feet, four 100 PV legs and 100 PV in retail/personal use, the net profit would be $706. Then we get to higher levels. SA-4400 does not currently give many statistics. The next level of success after qualifying as a direct distributor is for someone to qualify as a direct distributor in their determination and earn a leading bonus. To do this, it means that your total downline BV consistently works at least $30,000 per month, as it must have a direct distributor in your downline of at least 7,500 PV in *its* down, which is no longer included in your PV group. The 4% bonus is then paid by management at $600 a month, earned a hypothetical net profit of $2,134 a month. At this moment, you also qualify for a profit-sharing bonus of an average of $145.50 per month. Let's look at emerald pin level, the person who qualifies for Pearl and probably also qualifies for the Ruby bonus. It requires $30,000 BV per month in your personal group and personal sponsorship of three direct distributor groups at a minimum of $15,000 BV each. His earnings may appear as follows: Personal Group ($30,000* (25% - 18%)) = $2,100.00 Profit sharing bonus = $145.50 Ruby Bonus = $ 517.00 Leadership Bonus at 3 Direct Distributor = $1,800.00 Pearl Bonus = $1,160.00 Emerald Bonus = $53 9.25 Basic discount = $60.00 TOTAL GROSS FORTASKA = $6,321.75 Less expenditure ($500.00) ===5,821.75 $5,821.75 or i minimum amount of bonus for executives, but this gives a general idea of emerald income. It is now approaching thousands of thousands of dollars of land in our mailbox every month while we travel to distant exotic income thefts and lifestyles that are routinely represented for prospects and distributors through the System. Pay compares to most occupations, husband and wife together can invest 40 hours a week, and I'm sure most employees earn less than $70,000 a year. But that doesn't upset me too much when I think of the percentage of people reaching that level. SA-4400 doesn't give us this information. Given that one of all 200 distributors is a direct distributor and the above example requires a minimum equivalent range of five direct distributors, it can be estimated that only one in 1000 or 0,1 % achieves the above success. We're at 99.9. Finally, the wanted diamond needles. The diamond would earn the aforementioned profit, plus $1,800 per additional three direct groups, plus an average diamond bonus of $2,061 a month for a total profit of $9,683 per month. Again, this case makes a number of assumptions and can only be accepted for the general idea of income. The diamond could actually earn an above-average amount in each of the lower bonus categories. I also only look at the proceeds of the sale of Amway products. SA-4400 gives us some tips on the percentage which are suitable for diamonds. It states that 0.8% of direct distributors who qualified for the management bonus earned a 3% bonus of more than $34,128 or more annually. At a 3% bonus level (a leading bonus now paid four per cent), the diamond would earn at least $32,400 for its six personally sponsored direct distributors if they maintained a steady amount throughout the year. SA-4400 does not tell us how many direct distributors are eligible for the management allowance. However, even if each direct distributor qualified for the leading bonus, the percentage of diamonds would be 0.8% 0.5% or 0.004%. Thus, the diamond must be placed close to 99,996 percentile or more. So when someone says This is so easy-to-go diamond all you have to do is go directly and then help six others go directly or cheerfully says I'm going diamond and you can!! Be aware that they are really saying all you need to do is to be in the top 0.004%. Once again, the statistics are not all--every given person could have (or could have developed) any characteristics that are required in this 0.004%. Few people have that much confidence in them. In any case, the same reasoning applies to ordinary business-- maybe I'm the one who's going to climb the corporate rankings to the top 25,000 employees. Tukaj je povzetek tega, o čem sem razpravljal: Percentile Bruto mesečni dohodek Neto dohodek (izguba) Kategorija -- 99.996 $ 10.183,00 $ 9.683,00 Diamantni 99,9 $ 6,321,75 $ 5,821,75 Smaragd 99,5 $ 2.034,00 $ 1.534,00 Direct 95,3 $ 108,00 ($ 392,00) >500PV 89,1 $ 70,50 ($429,50) >125PV 79,8 $ 45,00 ($455,00) >75PV 66,4 $ 15,00 ($23,00) > 25PV 59,7 $ 0,30 ($38.00) >1PV 46,0 $ 0.00 ($38.00) 0PV aktivni pod 46 $0.00 $0.00 neaktivno Vse nad vendar daje samo posnetek , i.a. the distribution of distributors' income at any given time. It is logical to assume that the number of distributors in the group will increase and that these distributors will represent an increasing volume. growing profits. This is, of course, the hope of most network marketers. Thus, according to the information itself, John Doe is the Amway distributor correctly used the statistics above to say The probability of being a direct distributor is 0.01. It is not appropriate, however, given the information John Doe has just signed his name and is now an Amway distributor to indicate the likelihood that he will eventually become a direct distributor is 0.01. What, then, are the chances of success if someone's going to work long enough? When we returned to SA-4400, we saw that Amway's total retail sales grew from $1.9 billion to $3.9 billion between 1989 and 1992. This represents a growth rate of 27% per year. When presenting the plan, they showed a number of possibilities and said Look at this phenomenal growth- you can't be made a miss. Here's a closer look. I believe that inflation has been around 4% lately, which means 23% real growth. This growth could come from two sources: 1) additional distributors or 2) additional sales and consumption of existing distributors. I believe that the first dominant factor, although sales/consumption per distributor, is likely to have increased slightly as a result of the expansion of the production line. Because the earnings are based on the quantity of the product, the exact source will not be relevant to the example below; I assume it's from the extra distributors. I therefore assume that the annual total growth of distributors is 23% and will continue to be 23%, which is a very speculative assumption and is the essence of the arguments about the terrible word with. Furthermore, I assume that the existing pool of distributors is inseparable -- i.e. the sponsorship of new distributors every year, which represents 23 %, is evenly distributed among existing distributors. As a result, each distributor will personally sponsor 0.23 new distributors each year. A person with a group of ten (nine down plus alone) would similarly expect his group to experience a net growth of 10*0.23= 2.3 new distributors. They're going to sponsor more, and some of them are going to stop. Obviously, an experienced, successful distributor would probably have a higher level of sponsorship and an inactive distributor would almost certainly have a lower level of sponsorship. It will also be the growth rate internationally (where Amway is often new) compared to domestic. However, the following gives the size of the group at the end of each year the distributor, who joins at the end of year 1, never gives up, and is otherwise typical. I made a rough correlation between the size of his group and about earnings, which he used previous analysis (group size 200 to be direct, 1000 to be emerald, etc..) and some eyeball interpolation--and this time at its cost to make a consistent $500 per month: Year Group Size Net annual Cumulative profit --- 1.0 ($5,280) ($5,280) 2 1.23 (5,280) (10,560) 3 1,51 (5,280) (15,840) 4 1.86 (5,280) (21.120) 5 2.29 (5,280) (26,400) 10 6.44 (4,704) (52,224) 15 18.00 (2,000) (73,040) 20 51 00 (2,040) 20 51 00 (20100). 1,000(82,040) 25 144.00 0 (86,040) 30 405.00 18.408 (67.632) 35 1.140.00 69.861 75.86 1 40 0 0 430.305 430.305 45 9.032.00 810.305 50 25.427.00 116.000 1.130.421 Under this scenario 28 years takes 28 years to qualify as a direct distributor. Individual efforts will obviously have an impact on the growth rate. It is very possible that it could overtake average overall growth (ourselves too), although a group with the growth of one or two exceptional distributors will have a declining impact on the group as a whole, and the growth rate will normally move closer to statistical values (if I am not mistaken, this is known as the Strong Law of Large Numbers). If the growth rate doubles to 46% per year, the level of direct distributor touches within 14 years. It seems to me that it is often to argue a 2 to 5 year plan to achieve a diamond level is unfounded. Offering evidence that the claim is valid because John and Jane Doe did it-- here's their picture and the story in Profiles of Success is a classic example of the logical inadel that the exception proves the rule. This concludes my analysis of Amway's potential. What I've done here can be easily verified by anyone who has access to SA-4400, which should include anyone we're looking for. I know it's not like a lottery - individual efforts and characteristics can allow it to beat statistics. But Amway isn't big can't-go-wrong the absolute best business opportunity that's often pre-recommended to be.