

Submitted by J.H. (Business Owner) – New York

To Whom It May Concern:

After reviewing my financial accounting for the last full year (of the 2+ years I was active), I can state that I conservatively lost greater than \$10,000.00 in my efforts in the Amway Business.

I believe that loss is primarily attributed to following “a system” that was deceiving and manipulative. We were told that “the system” works 100% of the time for those who follow it 100% of the time. The system was 5 basic steps:

1. Buy all your own products from your “own business”
2. Listen to a tape a day – (by buying tape of the week and if you are serious about building the business, buy the “plus one,” which is an additional tape “hand-picked by Fred Harteis.)
3. Attend all functions – almost without exception a fee attached beyond expenses.
4. Read everyday – a list of books that everyone who wants to succeed will read and can be ordered up-line.
5. Show the plan – the dream and getting people to the next function are the most important things as well as having tools to give to prospects. Changes to these tools happened at least 3 times while I was in the business, which meant more tool sales.

We were led to believe that the majority of money is made via the Amway products our downline would sell. Careful analysis after seeing reality of peoples’ buying patterns show that to maintain any kind of sales volume, took much more than what is represented when the plan is shown.

Never, and I can say NEVER, was I as a “business owner” encouraged to look at basic finances, such as expenses, income, profitability or cash flow. Sacrifice in the name of loyalty, duplication for your down-line and investment in your dream were the constant responses to money issues. If you could sue a mentor – which is how the up-line is portrayed – then this would be basic business malpractice, and be grounds for obvious legal action.

Lastly, when these mentors were asked to produce their tax returns to back up their claims and show of success, it was denied. How much you were supposed to know was very carefully monitored.

Respectfully,

JH
New York