

John Parker is Chief Sales Officer for Amway

Title: GIP/XS launch in Bulgaria

Event Location: Bulgaria

Purpose: Announce launch of GIP and XS in Greece

Audience: 1,000 ABOs

Writer: Jerry Soverinsky

Speaker: John Parker

Subtitle/Translation: Yes/No

Hi, everyone. I'm John Parker, Amway's chief sales officer, and I'm excited to announce the official launch of the Growth Incentive Plan and XS Energy products in Bulgaria.

Growth Incentive Plan — or G-I-P — is our most ambitious rewards program *ever*, providing you with additional and highly generous income and rewards opportunities.

Sustainability is at the heart of G-I-P, which offers *more* bonuses to *more* people *more* often. The program has already enjoyed a highly successful rollout in North America and other markets, inspiring ABOs to readjust their long-term goals to heights that were unthinkable just a few years ago.

With its generous bonuses and rewards, including exceptional, world-class vacations, G-I-P will help you generate a more balanced revenue stream while unlocking the full potential of your business.

Now, XS Energy. (a beat) XS Energy is .. without a doubt ... the most exciting new product we've offered in the past 10 years. It offers all of the benefits of store bought energy drinks but with far less sugar, carbs and calories. (holding can) This entire can ... no carbs and only 8 calories. It's available in 16 flavors and each is packed with a blend of herbs, B-vitamins and amino acids. While the caffeinated varieties contain only about the same amount of caffeine as a small cup of coffee, we also offer two decaffeinated brands.

It's no secret that functional drinks have surged in popularity these past several years, resonating strongly among Millennials and Generation Y. XS Energy engages these two highly coveted demographics and delivers a significant income opportunity for you today, while establishing strategic relationships that are so important for your future growth and sustainability.

Together, G-I-P and XS Energy are part of our ongoing promise to provide you with the most powerful tools to build your business. Thank you for your commitment and passion. I wish you continued success.