

Market Requirements for Hong Kong

Note:
Amway Hong Kong and ACCL are two separate markets and operate under different modes. Sign up in Hong Kong does not give one a right to access the China market automatically.

		Description	Supporting documentation	Official contact information. (eg. Website, phone #, email address, etc)	Potential costs/Fees associated	Potential timeframe	Obtained by authorized agent allowed? (Y/N)
Legal Requirement	Citizenship Requirement	Chinese citizens are prohibited by law from opening a Multiple Business in HK					
	Residency Requirement	Anyone who is a Hong Kong or Macau citizen aged above 18 can sign up as a Privileged Customer or Authorized Distributor being sponsored by an existing Amway Distributor or Amway Privilege Customer.		Name, HKID/Passport no., local address			
	Local Address	Should registered Hong Kong or Macau Address					
	Visa Requirement	Subject to obtaining the appropriate visa (see below), you may establish and operate a No. 2 business either as a sole proprietor, partnership or a limited company. You will want to consult with a Hong Kong attorney for advice on what would be the most appropriate vehicle for your business goals. Every business carried on in Hong Kong is required to be registered with the Business Registration Office. The annual registration fee is HKD2,000 (waived for fiscal year 2012/13) and business registration levy is HKD450. This certificate is issued by the Hong Kong Inland Revenue Department and must be renewed annually.	Oversea leaders (except China citizen) should apply for Business Registration at HK.				
	Business Requirement	For Hong Kong: Every business carried on in Hong Kong is required to be registered with the Business Registration Office. The annual registration fee is HKD2,000 and business registration levy is HKD250 (effective from 1 April 2014). This certificate is issued by the Hong Kong Inland Revenue Department and must be renewed annually. •Tax obligation Distributors are liable to pay taxes. As a distributor carries a business in Hong Kong, you have to file profit tax returns to the Hong Kong Inland Revenue Department every year. •Key conditions of a limited company: Registered office, a company must have a registered office address in Hong Kong. This serves as the company's legal address for notices and proceedings and can be different from the business address. •Directors: One is sufficient unless the company is part of a listed group. Directors may be individuals or corporations of any nationality, domicile and residence. •Company secretary: A company must appoint a company secretary (to ensure compliance with ongoing legal returns, accounts, audit and other requirements) who must be resident in Hong Kong. •Business registration, before making application for a Business Registration Certificate, a limited company must first be registered with the Companies Registry. Applications should be made within 1 month of the date of incorporation. •Alternative to incorporating a company: Buy a company off the shelf, i.e. a ready made company that is already incorporated but is dormant. Shelf companies provide an immediate solution although if you are required to change the company name and specific provision in its constitution. Form a limited company in Hong Kong, you may not be familiar with the procedures, it is advisable for you to contact some local professional solicitors, accountancy or secretarial firms for their advice and behalf to set up the company in Hong Kong. •Key conditions of a partnership/sole proprietorships: The partners or sole proprietor have unlimited liability for the debts and liabilities of the business. If the sole proprietor (or all the partners in the case of a partnership) is not residing in Hong Kong, he/she has to appoint an agent who is residing in Hong Kong to act on his/her behalf for the purposes of business registration. An appointment letter in favour of the agent and a copy of the agent's Hong Kong Identity card must be submitted together with the business registration application form. In the appointment letter, full particulars of the agent must be stated including his name, Hong Kong Identity card number and residential address carried on in Hong Kong. Should registered Hong Kong bank account for autopay bonus service, For Macau Distributor who apply for autopay bonus service, please provide account information of Banco Weng Hang, S.A.	For Hong Kong: Please visit http://www.cr.gov.hk/ and http://www.ird.gov.hk/ for details	For Hong Kong: The annual registration fee is HKD2,000 and business registration levy is HKD250 (effective from 1 April 2014). This certificate is issued by the Hong Kong Inland Revenue Department and must be renewed annually.			
	Local bank account		Yes. But oversea leaders are difficult to register Bank account in HK				
Business Entity	What can be a distributor? (are corporations accepted?)	Amway Privilege Customer and Authorized Distributor may be applied by individuals or married couple. Couple aer entitled to one joint-membership. Only individual - not companies or corporations may apply for authorization. For Corporate: Any Hong Kong or Macau organization or company holding a valid Business Registration Certificate, government department or charitable, ecclesiastical or educational organization may apply to ben an Amway Privilege Customer, upon approval and verification by Amway. This applicant should complete the Amway Corporate Privilege Customer (CPC) Application Form CPC only entitled to purchased Amway eSpring Water Treatment System, Amway Atmosphere Air Treatment System and the accessories for these two products.					
	Age requirement						
	Restriction on # of applicants	maximum of 2					
	Who can register as a partner/applicant? (eg. Spouse, children, relatives)	Spouse (Husband or Wife) Children: Current Amway Direct Distributor who is widowed or divorced can apply to add as a partner of the Direct Distributors, and the partner must be son/daughter of the partner and has attained the age of 18 years old. Cannot be Mainland China Citizens					
	Registrants prohibited (eg. Student, government worker.)						
	Is an ABO able to register their Amway Business as a legal entity?	No					
	Does Contract explicitly allow transfer of assets to trust, legal entity, etc.	A distributorship may be assigned (whether by sales or by way of gift) or transmitted by will. (Detail can be find in our Rules and Regulation Booklet)					
Amway Requirement	Amway business Requirement (eg. Must be at certain PV level of percentage level to earn a bonus)	Distributor may be entitled to have at least 9% monthly performance bonus with 1000 GPV. Futher Sales Incentive Plan can be find in our official website.					
	Amway Limitations (eg. Frequency of visiting the market. Business advice from the market. Etc)						
	Registration Fee Requirement	Purchasing a starter kit is mandatory					
	Renewal Requirement	Anniversary Renewal (basedon registration month)					
	Do you allow the sale of a distributorship?	Yes					
Reference Materials	Cultural differences						
	Unique market characteristics (eg. Some products are not sold in this market.)	A full refund is given for Distributors resigning within the first year to allow time for new Distributors to try and learn to develop the Amway Business.					
Do you provide any additional support from your market? What is it?		eDiscount and Sales Support Fee for Distributor eDiscount - To encourage Distributors to purchase Amway products for personal use, eDiscount will be additionally offered to Distributors. The amount is about 3% of the personal purchase value of the Distributor. Sales Support Fee: To subsidize for the operational costs involved in providing professional support and personal follow-up service to Privilege Customers, Sales Support Fee will be offered to Distributors. The amount is about 3% of the total purchase value of all directly-sponsored and foster-sponsored Privilege Customers in the same group (upto and excluding the first Distributor).					

If you have any further questions or concerns, please contact the company at 852-2969 6333, ahkinfo@amway.com