

By: Emily Seagren

A collage for an Avon team update. It features a photo of two women, Emily Seagren and another woman, standing in front of a resort-style building. To the left is a large, stylized graphic of a pink kiss. The text "Avon Team Momentum" is at the top in a large, bold, black font. Below it, "New Rep December 2017 Update" is in a slightly smaller, bold, black font. In the center, the text "Hosted by: Emily Seagren" is written in a large, cursive, black font. To the right of the photo, there is a bulleted list of links for Avon tips, training, Facebook groups, and YouTube subscriptions.

A scenic landscape with a vast blue sky, white clouds, and distant mountains, serving as a backdrop for the quote.

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By: Emily Seagren

## Team Momentum is 1,213 Reps Strong!!!



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## Way to Go Team Momentum



### Team Performance through C25

YTD Unit Sales: \$1,898,861

2017 Goal Unit Sales: \$2 million

YTD Increase: \$701,931 (60% Increase)

2017 Goal Increase: \$1 million

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By: Emily Seagren

## The Sky is the Limit with New Avon!

### • 9 years – 30 Trips mostly FREE!

- Hawaii, Alaska, Cancun, Bahamas, Puerto Rico
- Disney – Family Trip
- Las Vegas - Private Jon Bon Jovi Concert
- New York Corporate – 4 times - Met Fergie
- iPad, 2 Flat Screen TVs, DVD Player, 2 Keurig Coffee Makers, 1 Ninja Coffee Bar, Camera, Apple Watch, Popcorn Maker, Bose Speakers, Designer Items like Kate Spade, Coach, Tiffany's
- 2017 – Scottsdale, New York, Punta Cana, Bahamas, Nashville
- Airline points to fly free and bring my manager to Las Vegas for free.
- Only regret? Not participating every time and not starting a team sooner.



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## BUILD YOUR CONTACT LIST

Think about everyone you know who might **love Avon products or enjoy the opportunity of selling Avon** – who wouldn't?

Make a contact list of people to share your excitement for Avon with.

For starters:

- Friends
- Family
- Neighbors
- Co-workers (yours and your spouse's)
- Teachers, coaches, school parents
- People you chat with at your everyday stops (grocery store, gym, coffee shop, nail salon)

Keep your contact list with you all the time and keep adding to it. People are the heart of your business – you will meet new ones every day.

Talk to at least three people a day about Avon and see your business grow. The more you put yourself out there, the more confident you'll become.

So be brave – be bold – you never know whose life you could change by your offer of an Avon business.



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## Avon Daily Care Collection – New Rep Success Item #: 332-598



- Available to sell 1<sup>st</sup> seven campaigns
- Available on your eStore by entering product number

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By: Emily Seagren

Example 1:



*"I am so excited to share with you that I have just started a new business with Avon! I am working on a challenge to jumpstart my business by finding 7 people who want to take advantage of a great offer! It is a Skin So Soft bundle valued at \$65 for just \$19.99!"*

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Example 2:

*"I am so excited that I just started my Avon business! As a new Avon Beauty Boss, I'm offering a Daily Care Bundle for the entire family at just \$19.99 valued at \$65. How many would you like to order?"*



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### 3 Avon Earnings Opportunities

Traditional Sales



Online Sales



Team Sales



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By: Emily Seagren

**Traditional & Online Sales Combine to Determine Commission Level**

\$250 Face-to-face Sales + \$250 Online Sales = \$500 Total Sales



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**Avon KickStart Goals in First 7 Campaigns to Earn up to 40% Commission**

- 7 campaigns
- 1<sup>st</sup> campaign = Any size order! Guaranteed 40%
- Progressive goals begin in 2<sup>nd</sup> campaign

KICKSTART PROGRAM	
LOA	Sales Goals Effective Campaign 4
1	ANY SIZE!
2	\$150
3	\$200
4	\$250
5	\$300
6	\$350
7	\$400

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**KickStart Program – Grow Your Sales**

Campaign	Sales Goal	Customers	Earn
Second	\$150	~5-6	\$60
Third	\$200	~6-8	\$80
Fourth	\$250	~8-10	\$100
Fifth	\$300	~10-12	\$120
Sixth	\$350	~12-14	\$140
Seventh	\$400	~14-16	\$160
			<b>Total Earnings \$660</b>

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By: Emily Seagren

**6 Tips to Start Your Success**

- **Share your brochures** with everyone everywhere: The cashier at your grocery store, your waitress at lunch, your hair stylist, your child's teacher, your personal contact list ... for starters!
- **Carry your products and samples** everywhere so people can try and buy.
- **Include the Daily Care Collection** flyer with every brochure.
- **Learn about the products** in your kit: their uses, benefits and how to make them a must-have for your customers.
- **Get your business on track** with your Getting Started guide.
- **Experience and share** the products in your kit — fall in love with them yourself and your excitement will be irresistible!



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**TRY THESE 3 KEY ACTIONS EVERY DAY**

- Always carry brochures and samples and share them everywhere you go. Make sure every brochure has your phone number and eStore address.
- Invite customers to sample the quality of our products—brush, spritz, style, and take their orders!
- Spread the word that you're open for business 24/7 — invite everyone you know to shop your eStore.

**And one more!** Post on social media regularly: your favorite new products, a selfie with a new makeup look, Avon's newest special offer. Find ready-to-share content in the Social Media Center on YourAvon.com.

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**2017 Tips for Reducing Avon Shipping Fees**

Tip #1: Order 1x per Campaign On Time  
 Tip #2: Place Add'l Orders on your customer website  
 Tip #3: Call in Sales Tools Orders – 866.513.2866  
 Tip #4: Know your fee chart  
 Tip #5: Add a 0.75 shipping fee on customer orders

BEGINNING APRIL 9 Order Size	Representative		President's Club	
	On-Time	Other	On-Time	Other
\$0 - \$149.99	\$6	\$10	\$6	\$6
\$150 - \$299.99	\$8	\$12	\$8	\$8
\$300 - \$499.99	\$12	\$16	\$12	\$12
\$500 +	\$15	\$19	\$15	FREE

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## Let's Celebrate! Top New Rep Sellers

## ***Top 10 in Sales C25 – New Reps in KickStart Program***

1. Julitza Geerman - \$6,994
2. Phan Lieu - \$1,594
3. Diana Lee - \$676
4. Jessica Gumm - \$598
5. Jennifer Smith - \$593
6. Sheila Conn - \$585
7. Tonia Lawless - \$570
8. Sherry Hickman - \$544
9. Ashley Cox - \$516
10. Shelly Land - \$449



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When is my Avon order due?

your AVON

Early Stages Avon Thu, May 14, 2017 Search

MY ORDERS **SEARCH** FREE OFFICE CAMPUS CENTRAL HOW UNIVERSITY EARNING OPPORTUNITIES FADED LEADERSHIP FRIENDS & RECOGNITION MY COMMUNITY

Order Due: 11/04/2017, 11:59 PM (EST) Last Order Due: 05/15/2017, 11:59 PM (EST)

Home - My Account

MY ACCOUNT

Account Summary

Order History

Online Order History

Invoices

Process Returns

Pay Avon

Pay Bill By Avon

Referrals

Profile

Leadership Earnings Statement

Get Involved

Join Campaign 11

Join Involve

**Key Campaign Dates**

Your Mailbox Representative Processing Schedule: **RP5 & 6**

View Other RP5 Schedules:

Current Campaign (C11)		Upcoming Campaign (C12)	
Begin Selling Campaign 11 Online:	26/03	Begin Selling Campaign 12 Online:	20/04
Order Due by 11:59 PM (EST) Local Time:	06/04	Order Due by 11:59 PM (EST) Local Time:	10/05
On-Time Orders: Ships	20/03	On-Time Orders: Ships	04/05
Complete Your Reporting:	27/03	Complete Your Reporting:	07/05
* Your customers may shop year Campaign 11 online store from 14/03 to 06/04			

April 2017						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

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www.makupmarketers.com

## How do I order demos?

**6-digit code from What's New – Price adjusts to demo price when you are billed.**



## How do I order brochures?

055-745 – 2 Campaigns Ahead – Packs of 10

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English and Spanish Brochure Pricing

Order in Packs of 10. Buy more and save more! Take advantage of discounted quantity pricing.

Pack # Brochures	Cost Ea.	Total
1	\$6.99	\$6.99
2	\$4.59	\$8.99
3	\$3.09	\$9.99
4	\$2.29	\$13.69
5	\$1.99	\$15.99
6	\$1.69	\$16.99
7	\$1.49	\$17.39
8	\$1.39	\$18.79
9	\$1.39	\$19.69
10	\$1.29	\$12.99
11+	\$1.19	\$11.99

Please Note: A 3 pack of brochures in Spanish is available for purchase for \$1.99.

MY ORDERS

Order Brochures

Start New Order

Item Entry Form

Shop by Brochures & Flyers

Shop What's New

Order Brochures

Order Samples

Order Sales Tools

Order Outlet/Sales Flyers

Shop Innerwear

Shop Trial Sizes

View Purchase Order & Product Number Guide

Avon C13 Brochures

Order in packs of 10. [\(Pricing Info\)](#)

English Brochure  There are 0 items in your cart.

Spanish Brochure  There are 0 items in your cart.

## How do I order samples / sales tools?

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MY ORDERS

Order Samples

Start New Order

Item Entry Form

Shop by Brochures & Flyers

Shop What's New

Order Brochures

Order Samples

Order Sales Tools

Order Outlet/Sales Flyers

Shop Innerwear

Shop Trial Sizes

View Purchase Order & Product Number Guide

Category: Fragrance

Fragrance

649-006 - Vial On Card-Prime	\$2.25 Each Pack	<input type="button" value="1"/>	<a href="#">Add To Order &gt;</a>
255-655 - Vial On Card-Se Very Sofia	\$2.95 Each Pack	<input type="button" value="1"/>	<a href="#">Add To Order &gt;</a>
103-350 - Vial On Card-Today, Tomorrow, Always Absolute	\$2.25 Each Pack	<input type="button" value="1"/>	<a href="#">Add To Order &gt;</a>
756-769 - Discovermore -Alpha	\$1.25 Each Pack	<input type="button" value="1"/>	<a href="#">Add To Order &gt;</a>

## Do I charge sales tax? Yes.

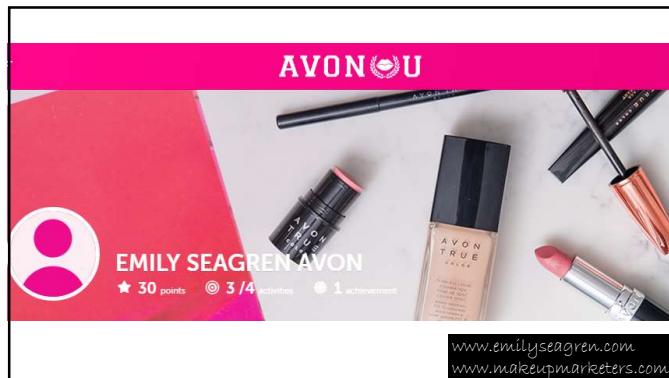
Find your sales tax rate by searching Google or looking at your county's website.

You collect sales tax from your customers and Avon pays the state.

Ex: Sales Tax = \$10.00 \* .0825 (8.25%) = .83  
Total = \$10.00 + \$0.83 = \$10.83

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By: Emily Seagren

### How do I get paid from face-to-face sales?

- Collect payment at the time of the order.
- When you collect from face-to-face customers, you will collect the total amount due.
- Ex: Total Amount Due = Brochure Price + Sales Tax
- Amount left over after you pay Avon is your profit.
- Wait until you receive an email to make payment.



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### How do I get paid from online sales?

- Direct delivery orders are orders from your website that ship directly to your customer.
- Set options for direct delivery only in web office – eStore – personalization tool – customer preferences
- Receive commission from online orders on your account.
- Get direct deposit when you have a credit balance over \$5 twice per month. Issued on 1<sup>st</sup> and 15<sup>th</sup>.
- Call customer service at 866.513.2866 to request a prepaid card for online commission if you don't have direct deposit.



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### How do I get paid for building my team?

- Direct deposit
- If you do not have direct deposit set up, you will receive a pre-paid visa card with your earnings.



*Get paid by AVON*

Get your payments from Avon quickly and easily with automatic deposits. Earnings, incentives, rewards go straight to your account!

Let Avon directly deposit to the bank account of your choice

Recommended: The safest and fastest way to get paid.

For Traditional Earnings (You're enrolled)

Traditional eStore sales earnings, Leadership earnings, incentive pay-outs, etc.

For Online Earnings (You're enrolled)

Online eStore sales earnings

[Manage my deposit investments](#)

MY ACCOUNT

- Account Summary
- Online Order History
- Messages
- Product Returns
- Pay Avon
- Get Paid By Avon
- Profile
- Logout
- Lastest/Print Express Statement
- Get Support
- Key Campaign Dates
- Tax Information

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Home / My Account

**MY ACCOUNT**

Account Summary

Online Order History

Invoices

Process Returns

Pay Avon

Get Paid By Avon

Profile

Referrals

Leadership Earnings Statement

Get Support

Key Campaign Dates

Tax Information

**Pay Avon**

How much are you paying today?

-\$451.83 (Current balance as of May 04,2017 at 11:30 AM EST) ?

\$0.00 (Amount Due with Campaign 11) ?

Other Amount: \$

Please select a payment type:

**QuikPAY**

Credit Card

**Continue**

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**Avon Beauty Buzz** [View All »](#)

 Say Hello to the Holidays with New Tools and Videos

 Make Note of Technology Updates Nov 10-11

 Make a List and Check it Twice with Our Holiday Checklist

 Our New Social Selling Training Series Starts this Wednesday!

**AVON**

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**NEW Online Store Promotion**

Beginning 4/12/17 - Promotable via the ESC (Email Service Center)



**Benefits**

- 10% off online orders of any size  
Promo code: WELCOME10
- Re-engage existing customers to online ordering
- ONE time use only in either situation.
- No minimum order size to qualify.
- New Customer must sign in to use promo code

**Let's Go Shopping!**

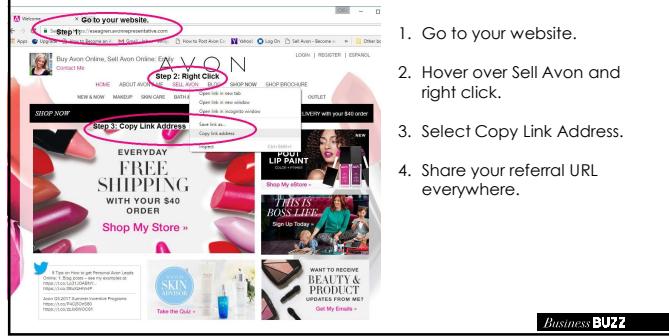
**A**

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## Option 1: Sign Someone up on your Team



## Option 2: Sign Someone up on your Team



By: Emily Seagren

### Option 3: Share Recruiting Posts from the Social Media Center or Download App

#### Social Media Center

1. Go to yourAvon.com.  
 2. Click on Web Office.  
 3. Click on the pink box that says Social Media Center.  
 4. Sort by: Most Clicked and Become a Representative  
 5. Share daily on Facebook, Pinterest, Twitter, & Google+

### Recruiting Bonuses

- \$50 Qualified Recruit Bonus during your KickStart campaigns – Unlimited!!!
- 3% Sponsoring Bonus each time that new Rep submits an order
- Learn more under Sales Leadership on yourAvon.com

By: Emily Seagren



**Social Selling  
SHOW  
AVON**



**SAVE THE DATE!  
REPFEST 2018  
JULY 27-29**



**Introducing  
espira  
BY AVON**

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### Emily's Top 12 Service Providers

1. Constant Contact - Email Marketing Free Trial: <http://conto.cc/2lGh7JY>
2. Campaign Mailer - Catalog Mailing: <http://www.campaign-mailer.com>
3. Zoom - Record your Screen – Host Webinars: <http://bit.ly/2lzFeXQ>
4. Animoto - Video Collages – <https://animoto.com/reff/Emily-c619dc0ed>
5. Buffer - Social Media Scheduler: <http://www.bufferapp.com>
6. StatCounter - Website Traffic Tracking: <http://statcounter.com/>
7. Google Analytics - Website Traffic Tracking: <https://analytics.google.com>
8. Marketing Materials: Overnight Prints, VistaPrint, Town & Country, Avon Signs & Decals, Love my Buttons, MasterType and Print Co.
9. Business Programs: Quickbooks, Paypal, Square - Credit or Debit Card Processing: <https://squareup.com/1f4F4B4B91>
10. Pizap - Photo Collages: <https://www.pizap.com/>
11. Mailmunch - Email List Builder: [www.mailmunch.co](http://www.mailmunch.co)
12. Blog Providers: Blogger or WordPress (Bluehost)



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### Suggested Content

- Subscribe to [www.youtube.com/user/avonrepemily](http://www.youtube.com/user/avonrepemily)
- New Avon Representative Videos:
  - Welcome to the Team
  - Avon Starter Kit Arrival
  - Achieving 1<sup>st</sup> Month Goals
  - Sales Tips
- When is my Avon Order due?
- How to Order Avon Demos
- How to Charge Sales Tax on Avon Orders
- How to Order Avon Brochures, Samples, and Sales Tools



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- **Join us on Facebook:**  
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- **Subscribe on YouTube:**  
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DON'T WORRY  
ABOUT FAILURES,  
WORRY ABOUT THE  
CHANCES YOU MISS  
WHEN YOU DON'T  
EVEN TRY.

- JACK CANFIELD -

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