



**Avon Team Momentum**  
**New Rep December 2017 Update**  
*Hosted by: Emily Seagren*

• **Free Avon Tips:** [www.makeupmarketers.com](http://www.makeupmarketers.com)

• **Avon Training by Emily:** [www.emilyseagren.com](http://www.emilyseagren.com)

• **Join us on Facebook:**  
[www.facebook.com/MakeupMarketingOnline](http://www.facebook.com/MakeupMarketingOnline)  
[www.facebook.com/groups/MakeupMarketingOnline](http://www.facebook.com/groups/MakeupMarketingOnline)  
[www.facebook.com/Emily.Seagren](http://www.facebook.com/Emily.Seagren)

• **Subscribe on YouTube:**  
[www.youtube.com/user/AvonRepEmily](http://www.youtube.com/user/AvonRepEmily)

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

**Welcome to Avon Team Momentum**



Failure will never overtake me  
if my determination to succeed  
is strong enough.  
*Og Mandino*

 BrainyQuote®  
[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

**Avon Training by Emily – Free for Team Momentum – [www.emilyseagren.com](http://www.emilyseagren.com)**



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

Team Momentum is 1,213 Reps Strong!!!



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

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

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---



---

---

---

---

---

---

---

### 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.



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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.



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

[www.makeupmarketers.com](http://www.makeupmarketers.com)

[www.emilyseagren.com](http://www.emilyseagren.com)

3

Example 1:

An advertisement for the Avon Skin So Soft bundle. It features a woman in a pink dress next to several bottles of Skin So Soft products. A pink circular badge says "ALL 7 IN 1 \$19.99".

*"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!"*

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

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?"*

An advertisement for the Avon Skin So Soft bundle. It features a woman in a pink dress next to several bottles of Skin So Soft products. A pink circular badge says "ALL 7 IN 1 \$19.99".

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

3 Avon Earnings Opportunities

Traditional Sales

A display of Avon holiday products, including a large gold ornament with a red bow and a smaller gold ornament with a red bow. The text "make the season SPARKLE" is visible.

Online Sales

A woman is sitting at a desk, using a laptop. She is smiling and looking at the screen. There are some flowers on the desk.

Team Sales

A group of five people, three men and two women, are standing in a circle and holding hands. They are all smiling and looking at each other.

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

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

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



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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
			Total Earnings \$660

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---


---

---

---

### 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!



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

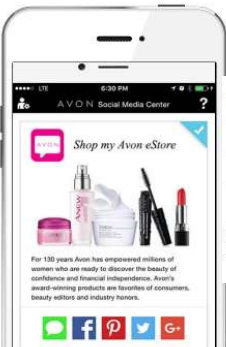
---

---

---

---

---



### 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.

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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 5	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

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

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



www.emilyseagren.com

www.makeupmarketers.com

---

---

---

---

---

---

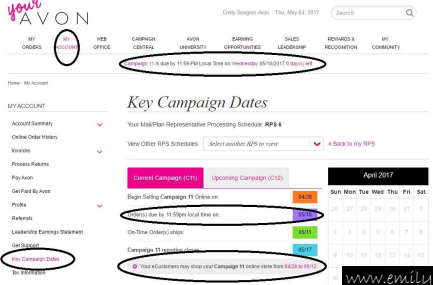
---

---

---

---

When is my Avon order due?



www.emilyseagren.com

www.makeupmarketers.com

---

---

---

---

---

---

---


---


---

---

How do I order demos?

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





even.com

arketers.com

---

---

---

---

---

---

---

---

---

---

www.makeupmarketers.com

www.emilyseagren.com

7



### How do I order brochures?

#### 055-745 – 2 Campaigns Ahead – Packs of 10

your AVON

English and Spanish Brochure Pricing

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

Pack	# Brochures	Cost Ea.	Total
1	10 Brochures	\$6.99	\$6.99
2	20 Brochures	\$6.59	\$13.18
3	30 Brochures	\$6.09	\$18.27
4	40 Brochures	\$4.39	\$17.56
5	50 Brochures	\$3.29	\$16.45
6	60 Brochures	\$2.99	\$17.94
7	70 Brochures	\$2.49	\$17.43
8	80 Brochures	\$2.59	\$16.72
9	90 Brochures	\$2.39	\$21.51
10	100 Brochures	\$2.19	\$21.90

10+ \$21.49 for the first 10 packs, plus \$1.00 for each additional pack.

Please Note: A 5 pack of brochures in Spanish is available for purchase for \$3.99.

MY ORDERS

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

Order Brochures

Brochures Recommended for You

Avon C13 Brochures

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

English Brochure 0 There are 0 English brochures available.

Spanish Brochure 0 There are 0 Spanish brochures available.

www.emilyseagren.com

www.makeupmarketers.com

### How do I order samples / sales tools?

MY ORDERS

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

Order Samples

Category: Fragrance or Search in Samples

Fragrance

649-006 - Vial On Card - Prime	\$2.25 Each Pack	1	Add To Order >
255-555 - Vial On Card - So Very Softa	\$2.95 Each Pack	1	Add To Order >
103-950 - Vial On Card - Today, Tomorrow, Always Absolute	\$2.25 Each Pack	1	Add To Order >
796-769 - Discovermore -Alpha	\$1.25 Each Pack	1	Add To Order >

www.emilyseagren.com

www.makeupmarketers.com

### 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

TAX

www.emilyseagren.com

www.makeupmarketers.com

www.makeupmarketers.com

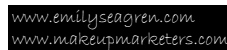
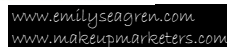
www.emilyseagren.com

8



[illegible]

www.emilyseagren.com  
www.makeupmarketers.com

[illegible][illegible]

---

---

---

---

---

---

### 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.



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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.



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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.

MY ACCOUNT

Account Summary

Online Order History

Inventory

Product Returns

Pay Now

Get Paid By Avon

Profile

Reviews

Leadership Earnings Statement

Get Support

My Campaign Dates

My Information

#### Get paid by AVON

Get all your payments from Avon quickly and easily with automatic deposits. Earnings, incentives, rewards get 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 (10% enrolled)


Traditional sales earnings (Leadership earnings, incentive pay-outs, etc.)

✓

For Online Earnings (10% enrolled)

Online sales earnings

Manage my deposit preferences



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

[www.makeupmarketers.com](http://www.makeupmarketers.com)

[www.emilyseagren.com](http://www.emilyseagren.com)

10

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

www.emilyseagren.com

www.makeupmarketers.com

---

---

---

---

---

---

---

---

Avon Beauty Buzz

View All >

AVON

Say Hello to the Holidays with New Tools and Videos

Technology Updates

Make Note of Technology Updates Nov 10-11

Checklist

Make a List and Check it Twice with Our Holiday Checklist

Social Selling

Our New Social Selling Training Series Starts this Wednesday!

AVON

U

www.emilyseagren.com

www.makeupmarketers.com

---

---

---

---

---

---

---

---

NEW Online Store Promotion

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

LET'S GO SHOPPING!

10% OFF YOUR ORDER

WELCOME10

Let's Go Shopping!

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

www.emilyseagren.com

www.makeupmarketers.com

---

---

---

---

---

---

---

---

www.makeupmarketers.com

www.emilyseagren.com

11

AVON

#BEAUTYBOSS

Social Media Tips

Emily's Online Tips

- Share links from your Avon website
- Share your blog links
- Use the Social Media share buttons from product pages
- Get images and ideas from Social Media Center but upload directly to your social media profiles
- Get images and ideas from Avon Corporate

www.emilyseagren.com

www.makeupmarketers.com

---

---

---

---

---

---

---

---

Option 1: Sign Someone up on your Team

In Three Simple Steps!

1

New? Register on yourAVON.com and Activate your store (A). You will need your District & Account Number from your Welcome to Avon Email. Already registered on yourAVON.com? Activate your store now by clicking on "Profile" on the top of the page. Halfway down the page there is a pink button MAKE CHANGE NOW (B). Click "Yes" next to "Personal Web Page". It will walk you through the activation process.

2

Find your Reference Code (C).

3

Send your friends and family to: startavon.com and give them your Reference Code. When they start their own Avon business, they will automatically be linked to your team!

1. Send them to [www.startavon.com](http://www.startavon.com)

2. Tell them to use your reference code.

3. Your reference code is the same as your website URL Ex: [www.youravon.com/easeagren](http://www.youravon.com/easeagren) so my code is ESEAGREN

Business BUZZ

---

---

---

---

---

---

---

---

Option 2: Sign Someone up on your Team

1. Go to your website.

2. Hover over Sell Avon and right click.

3. Select Copy Link Address.

4. Share your referral URL everywhere.

Business BUZZ

---

---

---

---

---

---

---

---

www.makeupmarketers.com

www.emilyseagren.com

12

*Social Media Center*

Business **BUZZ**

**EARN \$1,010\*** in the FIRST 90 DAYS!

www.emilyseagren.com  
www.makeupmarketers.com



www.emilyseagren.com  
www.makeupmarketers.com



**Social Selling**  
SHOW  
BY AVON



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



Introducing  
**espira**  
BY AVON

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### Emily's Top 12 Service Providers

1. Constant Contact - Email Marketing Free Trial:  
<http://conta.cc/2laHZJY>
2. Campaign Mailer - Catalog Mailing:  
<http://www.campaign-mailer.com>
3. Zoom - Record your Screen - Host Webinars: <http://bit.ly/2izFeXQ>
4. Animoto - Video Collages -  
<https://animoto.com/ref/t/Emily-c61f9dced>
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/i/6f4BA891>
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)



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---

### 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



[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---

---



**Follow Emily Seagren**

- **Free Avon Tips:**  
[www.makeupmarketers.com](http://www.makeupmarketers.com)
- **Avon Training by Emily:**  
[www.emilyseagren.com](http://www.emilyseagren.com)
- **Join us on Facebook:**  
[www.facebook.com/groups/Avon.Team.Momentum/](http://www.facebook.com/groups/Avon.Team.Momentum/)  
[www.facebook.com/Emily.Seagren](http://www.facebook.com/Emily.Seagren)  
[www.facebook.com/MakeupMarketingOnline](http://www.facebook.com/MakeupMarketingOnline)  
[www.facebook.com/groups/MakeupMarketingOnline](http://www.facebook.com/groups/MakeupMarketingOnline)
- **Subscribe on YouTube:**  
[www.youtube.com/user/AvonRepEmily](http://www.youtube.com/user/AvonRepEmily)

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---



KeepInspiring.me

[www.emilyseagren.com](http://www.emilyseagren.com)  
[www.makeupmarketers.com](http://www.makeupmarketers.com)

---

---

---

---

---

---

---