



Avon Team Momentum August Leadership Update

Hosted by: Emily Seagren

- **Free Avon Tips:** www.makeupmarketers.com
- **Avon Training by Emily:** www.emilyseagren.com
- **Join us on Facebook:**
www.facebook.com/groups/MakeupMarketingOnline
- **Subscribe on YouTube:**
www.youtube.com/user/AvonRepEmily



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www.makeupmarketers.com

Who is Emily Seagren?



- Wife, Mother, Entrepreneur
- 2015 Avon Woman of Enterprise, Team Momentum Gold Leader, President's Council
- Rep since January 2008
- Why listen to me?
- **July Face-to-Face Sales:** \$9,330
- **July eSales:** \$7,537
- **Total July Personal Sales:** \$16,867
- **Total July Team Sales:** \$139,763
- **Makeup Marketing Online Mission:** Teach as many reps as possible how to build an online Avon business through sales, recruiting, and leadership

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Helpful Tips for your Avon Biz

- Free Tips for All Representatives
 - www.MakeupMarketers.com or www.youtube.com/user/avonrepemily
 - Avon Tips for New Representatives August 2017
 - Avon RepFest 2017 Recap
 - Avon Online Recruiting 101
 - How to get Avon Leads Online
- Suggested Avon Videos – yourAvon.com – Campaign Central – Avon Video Gallery
 - Campaign Central 20
 - August Virtual Sales Meeting
 - Project Runway Episode 1: <https://youtu.be/PMZPu-GP-e0>
- Training – Free for Team Momentum
 - Free Webinars
 - On Demand at www.emilyseagren.com - \$5 each
 - Buy DVD Bundles at www.makeupmarketers.com



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YourBeautifulLife

“If you must look back,
do so forgivingly. If
you must look forward,
do so prayerfully.
However, the wisest
thing you can do is be
present in the
present... Gratefully.”

-Maya Angelou

lyseagren.com
keupmarketers.com

I'M TOO BUSY
WORKING ON MY
OWN GRASS TO
NOTICE IF YOURS
IS GREENER

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Team Momentum is 1,132 Reps Strong!!!
Congrats to Shirl, Jayne, Tricia, and Terri who earned
team members in the Lead to Achieve incentive.



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Welcome to the Team Nested Reps!



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**Congratulations Jayne Hewitt & Terri
Mosqueda who Advanced to Gold
Ambassadors in C17!**



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Way to Go Team Momentum

Team Performance through C17

YTD Unit Sales: \$1,062,000

2017 Goal Unit Sales: \$2 million

YTD Increase: \$368,300 (56% Increase)

2017 Goal Increase: \$1 million



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Way to Go in Campaign 17!

\$91,691 in Unit Sales - #1 Leader in C17 – Fabulous!

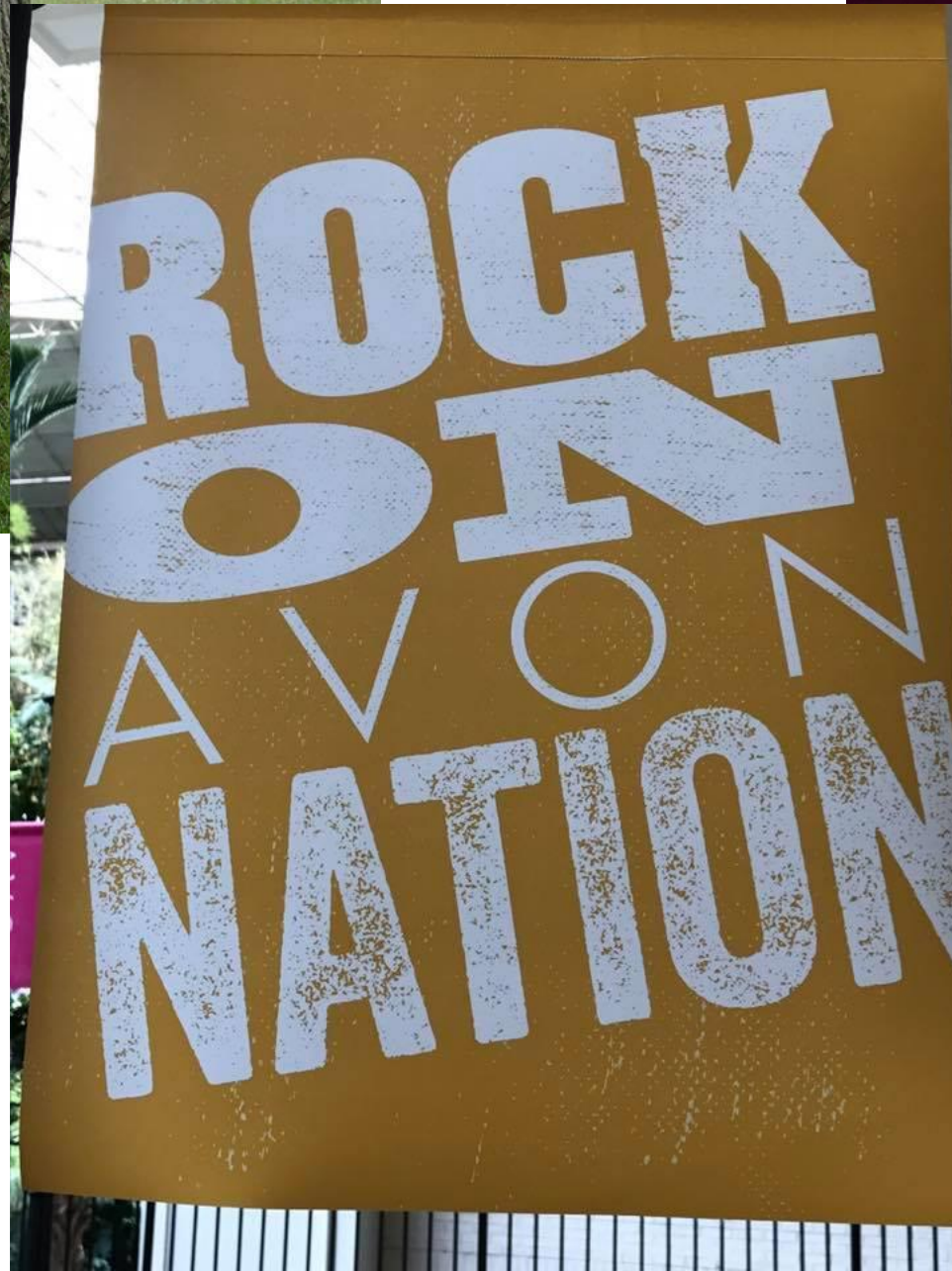
#1 YTD Leader Team – WOW!

#28 Overall in the Nation – Amazing!



**KEEP
CALM
AND
CELEBRATE
SUCCESS**

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Avon RepFest at a Glance

- Avon RepFest at the Movies - \$73 value swag bag
- Jon Gordon and Kindra Hall – Keynote Speakers
- Wild Country 50th Anniversary
- Drive Like a Boss Incentive
- Drive Like a Boss Workshops
- Avon A Box Order Builder
- Social Selling Simplified Training Series
- 2017 Avon Holiday Line up
- Revamped Avon U
- Changes coming to Onboarding / Starter Kits
- Avon Espira Health & Wellness Launch
- Avon – Official Beauty Sponsor of Project Runway
- Cruise Like a Boss Incentive



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Avon News

- Landing page of yourAvon.com – Beauty Buzz – View All
- Sign up for text updates
- Project Runway Episode 1 – Sunset Eyes
- C20 Best of Beauty A Box
- Social Media Simplified Training Series
- August Virtual Sales Meeting
- C20 Campaign Central
- Free Shipping for 3 days only!
- Labor Day Holiday Dates / Hours
- Cruise Like a Boss
- Drive Like a Boss
- C23 What's New
- Town & Country – Buy 50 Fundraiser flyers, get 50 free
- Throw a Viewing Party
- New Ordering System Alert for Hanes Bras



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Avon RepFest 2017 Keynote Speakers



- Jon Gordon “Be blessed, not stressed.”



- Kindra Hall – “Power of Storytelling.”

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Avon Drive like a Boss Incentive

{DRIVE
LIKE A
BOSS}



- **What:** Drive Like a Boss
- **When:** C20 – C25
- **How:** Attend a Drive like a Boss workshop starting in September (48 locations) or complete an Avon U online training course
- Earn additional entries by increasing sales or adding qualified new recruits.
- More info coming at the end of August!

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- **Next Free Training:** Wednesday, August 30 at 7pm Central
- **Register here:** <http://webinar.multibrain.net/avon>
- **Facebook group:** <https://www.facebook.com/groups/1932564330365495/>

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Avon Sponsors Project Runway



- Official sponsor of Project Runway Season 16 - 14 week sponsorship
- Get social – US Weekly
- Plan viewing parties – team, family, friends
- Engage your customers – use as a recruiting tool
- Thursdays at 7pm Central / 8pm Eastern

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3 Opportunities to Earn with Avon

1. Traditional Sales



2. Online Sales



3. Team Sales



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PRESIDENT'S RECOGNITION PROGRAM AWARD SALES ACHIEVEMENT LEVELS*

 LEVEL 1 President's Club \$10,000	 LEVEL 4 David H. McConnell Club \$65,000
 LEVEL 2 Honor Society \$20,000	 LEVEL 5 President's Council \$110,000
 LEVEL 3 Rose Circle \$35,000	 LEVEL 6 President's Inner Circle \$220,000

\$385

\$2,500

\$769

\$4,231

\$1,346

\$8,462

*Rewards grow with each level of Award Sales achieved.

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Earn a Free PRP Trip Every Year \$112,000 in Personal Sales or Bronze Executive



Unlock the Magic
with PRP in 2017

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Congratulations President's Club Members!

Sell \$10,000 from C1 – C26 - \$385 per Campaign

40% Earners now and in 2018 for all PC Members!

1. Peter Regan - \$18,432
2. Kimberly Vandaelst - \$17,357
3. Agnieszka Sulek - \$14,605 – New!
4. Shirl Papaian - \$13,630
5. Ellen Compell - \$11,365 – New!
6. Tricia Thomas - \$9,910
7. Lisha Johnson - \$9,618 – New!
8. Terri Mosqueda - \$9,384 – New!
9. Brandy Shelley - \$7,141 – New!
10. Brenda McLaughlin - \$6,542

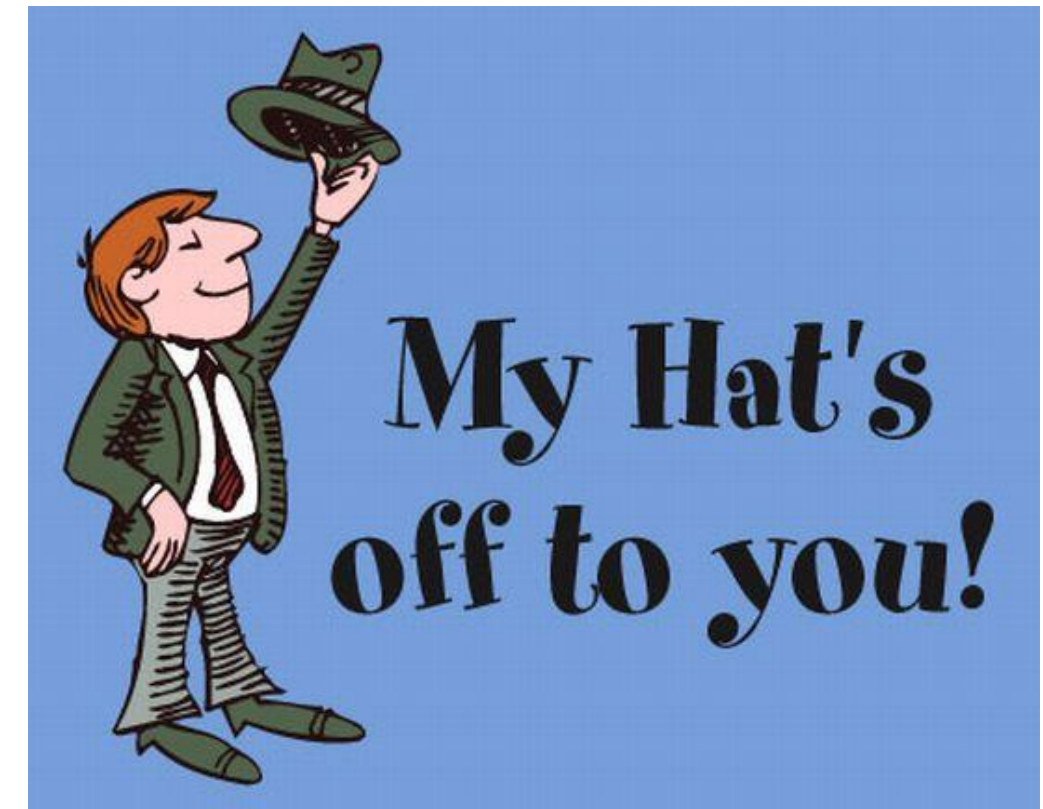


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Let's Celebrate! New Promoters

It's never too early to start building a team!

1. Hattie Moore – LOA 2
2. Julia Waltz – LOA 2
3. Tisha Briscoe – LOA 3
4. Marcia Sherrell – LOA 3
5. Krissy Gonzales – LOA 5
6. Hope Solberg – LOA 5
7. Joy Short – LOA 6
8. Tamarah Rawlins – LOA 8
9. Rhonda Fletcher – LOA 10
10. Lisha Johnson – LOA 23
11. Gisela Miranda – LOA 24
12. Shannon Houtz – LOA 26
13. Kristen McKey – LOA 32
14. Jeanne Nickelson – LOA 32
15. Melissa Geeter – LOA 33
16. Brenda Oaxaca – LOA 35
17. Jill Kugi – LOA 48



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Avon Daily Care Collection – New Rep Success

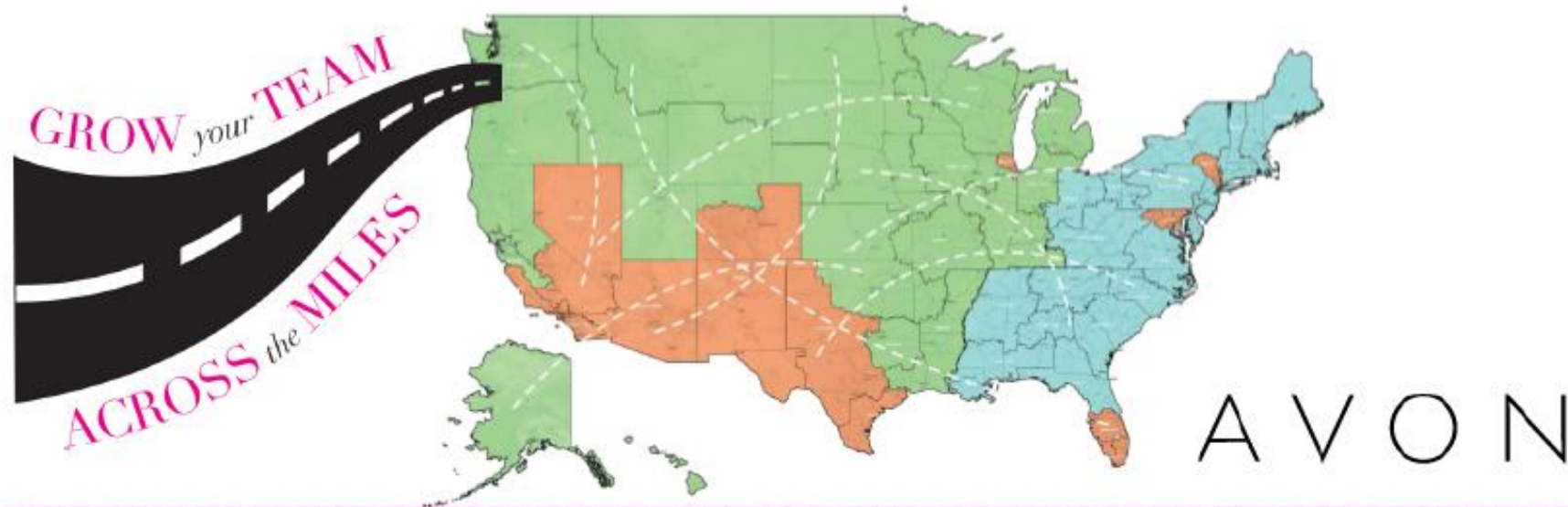
Item #: 332-598



- Available to sell 1st seven campaigns
- Not available online

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Option 1: Sign Someone up on your Team



1. Send them to 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/eseagren so my code is ESEAGREN

In Three Simple Steps!

- 1** **New?** Register on yourAVON.com and **Activate your eStore (A)**. You will need your District & Account Number from your Welcome to Avon Email.
Already registered on yourAVON.com? **Activate your eStore 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!



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www.makeupmarketers.com

Option 2: Sign Someone up on your Team

The screenshot shows the Avon website with several annotations in pink circles and text boxes:

- Step 1:** A circle around the address bar containing the URL <https://eseagren.avonrepresentative.com>.
- Step 2: Right Click:** A circle around the "SELL AVON" link in the top navigation menu.
- Step 3: Copy Link Address:** A circle around the "Copy link address" option in the right-click context menu.

The website content includes a header with the Avon logo, navigation links (HOME, ABOUT AVON & ME, SELL AVON, BLOG, SHOP NOW, SHOP BROCHURE), and a main banner for "EVERYDAY FREE SHIPPING WITH YOUR \$40 ORDER" with a "Shop My Store" button. Other sections include "POUT LIP PAINT", "THIS IS BOSS LIFE Sign Up Today", and "WANT TO RECEIVE BEAUTY & PRODUCT UPDATES FROM ME? Get My Emails".

1. Go to your website.
2. Hover over Sell Avon and right click.
3. Select Copy Link Address.
4. Share your referral URL everywhere.

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

Social Media Center

The screenshot shows the Avon Social Media Center interface. At the top, there's a navigation bar with 'My SMC' and 'Help'. Below it, a pink bar contains tabs for 'All', 'Posts', and 'Videos'. A sidebar on the right contains a 'Most Clicked / Become A Rep...' section with checkboxes for 'All', 'Most Shared', 'Most Clicked' (selected), 'Most Recent', and 'Oldest'. Below this is a 'Filter by:' section with checkboxes for 'Become a Representative' (selected), 'Fragrance', 'Makeup', 'Project Runway', 'Skincare', and 'Español'. The main content area displays two cards. The left card is titled 'Become an Avon Representative' and features a pink background with the text 'AVON INSPIRE BY DOING. #BEAUTYBOSS'. Below the image, it says 'Inspire others by doing what you love. Join my team @AvonInsider Team! #AvonRep'. The right card is partially visible, titled 'Become an', and shows a white background with a small image of a jewelry box and the text 'Make your dream the boss you were always meant to be! #AvonRep'. Both cards have a 'SHARE:' button at the bottom with icons for Facebook, Pinterest, Twitter, and Google+.

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+

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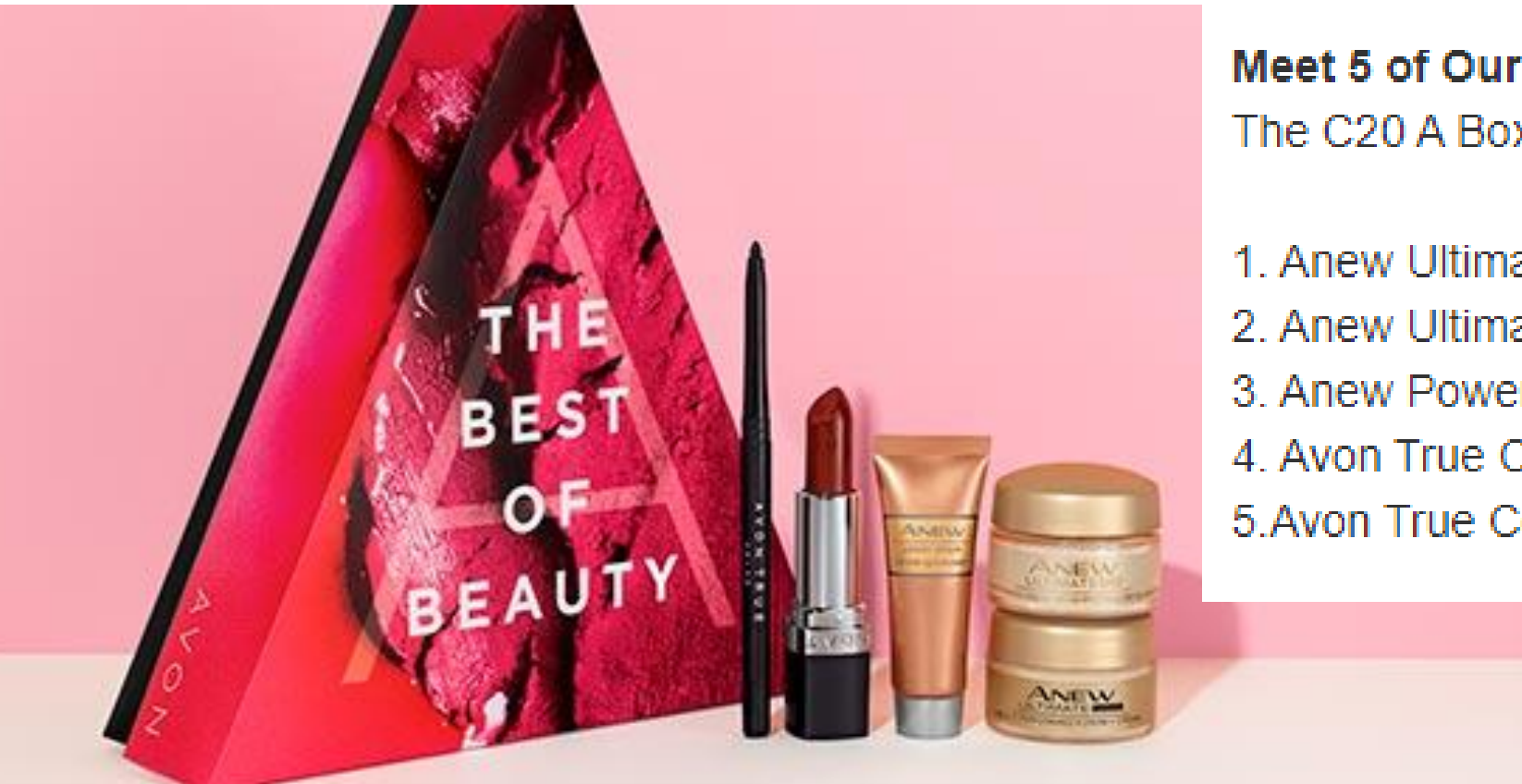
SELL CAMPAIGN 20

Start selling these products today.



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C20 Best of Beauty A Box



Meet 5 of Our Besties

The C20 A Box includes 5 top products that are valued at \$48—all for just \$10!

1. Anew Ultimate Multi-Performance Day Cream (.5 oz)
2. Anew Ultimate Multi-Performance Night Cream (.5 oz)
3. Anew Power Serum (.24 oz)
4. Avon True Color Lipstick in Cherry Jubilee
5. Avon True Color Glimmersticks Eye Liner in Blackest Black

A Box Advantage

A Boxes are the ultimate order builder with a new collection launching every campaign!

- Great Value! Every A Box has a value of at least 4 to 5 times its \$10 price, which means you and your customers practically get back the \$40 dollars you spent!
- It's Exclusive! Only our exclusive Avon Products will be featured in each A Box.
- No Subscription Necessary. Just grab it and go!
- No Unwanted Surprises! You know what you get in every box.

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PREVIEW CAMPAIGN 21

Spread the word about what's coming next.



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DEMO CAMPAIGN 22

Purchase these demos for Campaign 22.



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Recruiting Bonuses

Quick (not Easy) Money in your Pocket

Are you up for the Challenge?

- \$20 Potential Bonus
- \$50 Potential in KickStart
- 3% Potential Sponsoring Bonus



Extra Earnings!

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Avon Leadership Bonuses

PROGRAM SUMMARY

Bonus	C17 2017	Program Total
Qualified Recruiting Bonus	\$140	\$2,520
Sponsoring Bonus	\$355	\$2,998
Promotion Bonus	\$0	\$0
Mentor Bonus	\$219	\$875
TOTAL	\$714	\$6,393

\$6,393 more bonus money in just 13 Campaigns!

Are you leaving \$\$\$ on the table?

Free Avon Tips: www.makeupmarketers.com and
www.youtube.com/user/avonrepemily

Avon Training: www.emilyseagren.com



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You can make good money with Avon and hard work!

Earnings Summary

ⓘ Note: The dollar amounts for all earning categories may not appear immediately as the campaign updates.

	Leadership Bonus Check	Qualified Recruit Bonus	Promote Bonus	Mentor Bonus	Cash Incentives	Executive Leader Cash Reward	Total Estimated Earnings
C 17 (T/S 19) 2017	\$2,776	\$140	-	\$218	-	-	\$3,134
Year To Date	\$40,151	\$2,520	-	\$875	\$660	-	\$44,206
Last 26 Camps.	\$59,331	\$2,520	-	\$875	\$2,537	-	\$65,263

\$\$\$You can make good money with Avon with hard work!\$\$\$

Free Avon Tips: www.makeupmarketers.com and
www.youtube.com/user/avonrepemily

Avon Training by Emily: www.emilyseagren.com



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Spotlight on Leaders – Shirl Papaian



How to Convert Alma Leads ❤️



How to Convert Alma Leads - Shirl's Glitz & Glam

How to Convert Alma Leads! I seem to have a lot of success with my approach to my Alma leads so I thought I would share my "technique" with you.

SHIRLSGLITZNGLAM.COM | BY SHIRL'S GLITZ & GLAM- AVON ISR

\$1,472 in Bonus \$\$\$

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Spotlight on Leaders – Kimberly Karpowitz



Tips To Build A Successful Avon Business 😊



Tips To Build A Successful Avon Business

Tips To Build A Successful Avon Business If you've come to this page, you're most likely looking for ways to SELL MORE AVON! Whethe...

LOVEYOURSELFBEAUTYONLINE.COM

\$1,167 in Bonus \$\$\$

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Spotlight on Leaders

Jayne Hewitt & Marcia Sherrell (LOA 4)



\$1,915 in Bonus \$\$\$



Jayne Hewitt-Hood

21 hrs

Just wanted to give a big **congrats** to [Marcia Sherrell](#) for making the Top 100 New Reps in Campaign 17! You are my rock star!!

36	Cassandra Benoit	NJ	Contender		\$1,388
37	Mary Kegley	TN	Contender		\$1,351
38	Maricela Solis	CA	Contender		\$1,326
38	Makule Dukuly	PA	Contender		\$1,326
40	Misty Ambelang	TX	Contender		\$1,323
41	Lana Beers	FL	Contender		\$1,314
42	Marcia Sherrell	TN	Contender	Promoter	\$1,301
43	Joyce Warren	PA	Contender		\$1,282
44	Thelia Nail	AL	Contender	Star Promoter	\$1,264
45	Danell Bagby	CA	Contender	Promoter	\$1,259
46	Ruta Prichard	WV	Contender		\$1,236
47	Wendy Glasco	AZ	Contender		\$1,226
48	Pauline Luna	CA	Contender	Promoter	\$1,225
49	Johnda Surharski	OH	Contender		\$1,196

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Spotlight on Up & Coming Leaders

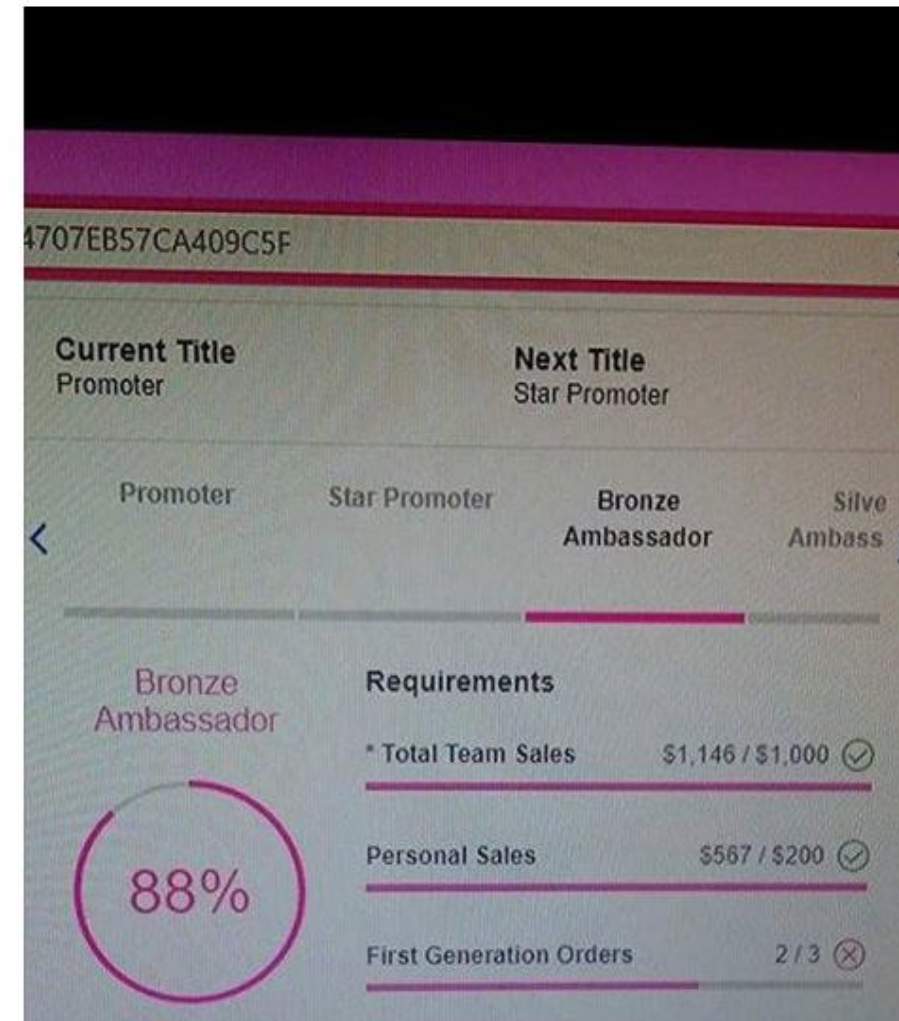
Sarah Robison



Sarah Robison is with Emily Seagren.

August 22 at 1:53pm

SO close! Hoping to title in C20! Bermuda, here we come! 😊



Potential \$500 in Bonus \$\$\$

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Spotlight on Up & Coming Leaders

Barbara Mathis



Potential \$500 in Bonus \$\$\$

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Let's Celebrate! Recruiting & Leadership

Top 5 Team Sales – C17

1. Shirl Papaian – Shine - \$15,396
2. Jayne Hewitt – Positive Force - \$9,044
3. Terri Mosqueda - \$6,082
4. Kim Karpowitz – Elite Diamonds - \$5,283
5. Tricia Thomas - \$3,519

Top 5 Team Total Reps – C17

1. Shirl Papaian - 247
2. Jayne Hewitt – 123
3. Terri Mosqueda - 62
4. Kim Karpowitz - 54
5. Tricia Thomas - 33

Appointments in August

- Jayne Hewitt – 12
- Shirl Papaian – 10
- Kim Karpowitz – 5
- Amy Major – 3
- Sarah Robison - 3
- Felicia Trammell – 3
- Gisela Miranda – 2
- Cheryl Alvira - 1
- Jamila Hewitt – 1
- Shannon Houtz - 1
- Barbara Mathis – 1
- Brenda Oaxaca - 1
- Anne Stewart – 1
- Leticia Valdivia - 1



106 Team Appts as of 8/24



14 Leaders with Appts in Aug

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ADVANCED LEADERSHIP EARNINGS Effective C4 2017															
TITLE		Personal Qualifications		G1 Title Requirements		Campaign Rewards									
		Personal Sales	G1 Orders	Total Team Sales (1)	G1 Silver Ambassador	G1 Gold Leader	Qualified Recruit Bonus (2)	Sponsoring Bonus (3)	Advancements (4)		Generation Bonus (5)			Gold Leader+ Bonus (6)	Executive Leader Cash Bonus
								Promotion Bonus	Mentor Bonus	G1	G2	G3			
PROMOTER	Promoter	\$50	1				\$20	3%							
	Star Promoter	\$50	2				\$20	3%							
AMBASSADOR	Bronze Ambassador	\$200	3	\$1,000			\$20	3%	\$500	\$250	3%	3%			
	Silver Ambassador	\$200	6	\$2,000			\$20	3%	\$750	\$375	4%	3%			
	Gold Ambassador	\$200	9	\$4,000			\$20	3%	\$1,000	\$500	5%	3%	2%		
LEADER	Bronze Leader	\$200	10	\$8,000	1		\$20	3%	\$1,500	\$750	6.5%	3%	2%		
	Silver Leader	\$200	10	\$12,500	2		\$20	3%	\$2,000	\$1,000	7.5%	3%	2%		
	Gold Leader	\$200	10	\$20,000	2		\$20	3%	\$2,500	\$1,250	8.5%	3%	2%		
EXECUTIVE LEADER	Bronze Executive Leader	\$200	10	\$40,000	2	1	\$20	3%	\$3,000	\$1,500	9%	3%	2%	2%	Up to \$400 (7)
	Silver Executive Leader	\$200	10	\$100,000	2	2	\$20	3%	\$5,000	\$2,500	10%	3%	2%	2%	
	Gold Executive Leader	\$200	10	\$200,000	2	3	\$20	3%	\$10,000	\$5,000	10%	3.5%	2.5%	3%	
	Platinum Executive Leader	\$200	10	\$300,000	2	5	\$20	3%	\$20,000	\$10,000	10%	4%	3%	4%	

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S.COM

Avon Cruise like a Boss in Bermuda



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Avon Cruise like a Boss Incentive



- **What:** Cruise Like a Boss to Bermuda
- **When:** C20 2017 – C6 2018
- **How:** Sales, Recruit, Title Promotion, Mentor a Title Promotion

ALL-INCLUSIVE CRUISE TO BERMUDA. APRIL 28-MAY 3, 2018.

Join your fellow Beauty Bosses for a once-in-a-lifetime experience aboard Royal Caribbean's Anthem of the Seas®. We'll have a private welcome party, surprise gatherings and so much more!

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THE MORE YOU GROW YOUR BUSINESS, THE BIGGER THE REWARDS.

You choose which goals to complete. Then add up the Incentive Points, enjoy the rewards and get ready to Cruise Like A Boss!

GOAL		INCENTIVE POINTS
1	PERSONAL AWARD SALES OF \$300-\$499 Earn points for each campaign in which you reach this sales target.	100
2	PERSONAL AWARD SALES OF \$500+ Earn points for each campaign in which you reach this sales target.	200
3	RECRUIT FROM AN AVON SOURCE (SUCH AS ALMA) Earn points for each Qualified Recruit* who places a first or second order of \$150+.	150
4	RECRUIT FROM A PERSONAL SOURCE Earn points for each Qualified Recruit* who places a first or second order of \$150+.	300
5	YOUR RECRUIT PLACES AN ADDITIONAL \$150+ ORDER Earn points for each Qualified Recruit's* additional \$150+ order placed after the first qualifying order.	100
6	TITLE PROMOTION (AMBASSADOR & ABOVE) Earn points for advancing to a higher Achievement Title for the first time, and earn points for each title promotion.	1,000
7	MENTOR A REPRESENTATIVE TO A TITLE PROMOTION Earn points for each First-Generation Representative who advances to a higher Achievement Title for the first time.	500

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Avon Cruise like a Boss Rewards

Receive these prizes along the way.

INCENTIVE POINTS	AVON BEAUTY CASE	AVON TOTE	AVON CARRY-ON SUITCASE	TRIP FOR ONE**	TRIP FOR TWO
1,500	★				
3,000	★	★			
4,500	★	★	★		
7,000	★	★	★	★	
11,000	★	★	★		★

*For this incentive, the Qualified Recruit must place a first or second order of \$150+ on time and pay for that order on time.

**A guest buy-in option is available.

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Emily's Top 11 Recruiting Tips in 2017



1. Always share the opportunity – consistently and frequently.
2. Be a walking ad – wear / carry products, samples, brochures and logo items.
3. Get into a routine of what works. Spend time daily on recruiting activities.
4. Go for no. Use frustration as a driving force. Avoid pity parties. Stay away from the source of drama.
5. Know your weaknesses. Become your own coach. Talk to yourself.
6. Always learn and grow. Do things outside of your comfort zone.
7. Be a source of knowledge, inspiration, and happiness for those around you.
8. Show how much fun you have in your Avon biz and others will flock to you.
9. Avoid distractions. Focus on being efficient, productive, and money making activities. Protect your time. You are a CEO.
10. Find your favorite way of recruiting and become an expert on it. Then duplicate your efforts by training your team.
11. Follow up with leads as soon as possible – Call, Text, and Email – 9 contacts within one week. Then follow up consistently if it's not the right time.

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Key Team Growth Indicators on Vibe

Business Dashboard

Welcome EMILY SEAGREN AVONI!

💰 Total Team Sales
\$86,854

👤 Team Size
1,132

💰 Personal Sales
\$3,044 ?

Show More ▾

- 224 New Pending Appointments
- 17 New Promoters
- 2 Leaders who have advanced in title

Closed Campaign Comparison

	C 17 (T/S 19) 2017 ▾	C 17 (T/S 19) 2016 ▾
Team (G1, 2, 3)		
Additions	34	51
Size	1,142	554
Orders	657	310
Order Activity %	57%	55%
Avg. Order Size	129	138
Award Sales	\$84,624	\$42,880
Leadership Sales	\$55,868	\$28,691
Rolling 26 Campaign Sales Growth %	72.00%	81.00%
Personal		
Award Sales	\$7,067	\$6,662
Achievement Title	Gold Leader	Gold Leader
Earnings Title	Gold Leader	Gold Leader
Requirements (G1)		
Silver Ambassador +	5	4
Gold Leader +	0	0
Earnings Amount	\$2,421.03	\$1,569.6
Check Amount	\$2,776.32	\$1,569.6
Performance Points	600	600

Downline Summary of Titles

(Includes you at current achievement title)

[View Report Detail](#)

Title	Total
Promoter	66
Star Promoter	10
Bronze Ambassador	1
Silver Ambassador	3
Gold Ambassador	3
Bronze Leader	1
Gold Leader	1
Total	85

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Emily's Favorite Vibe Reports for Ambassadors and Above

Leadership Performance

SP

SHIRL PAPIAN
Representative ID : 16304285

Phone: (951) 805-1017
Email: shirl@papaian.com

Current Title
Bronze Leader

Next Title
Silver Leader

Bronze Leader

Silver Leader

Gold Leader

Bronze Executive Leader

87%

Key

0-2 Cmps. at risk

3-4 Cmps. at risk

5-6 Cmps. at risk

Empty

Gen	First Name	Last Name	Ach. Title	Cmps. At Risk	Total team sales
0	SHIRL	PAPIAN	Bronze Leader	0	\$15,396.00
1	JAYNE	HEWITT	Gold Ambassador	0	\$9,044.00
2	MARCIA	SHERRELL	Promoter	0	\$733.00
1	BECKY	MASKE	Star Promoter	1	\$612.00
1	JAMILA	HEWITT	Promoter	0	\$346.00
1	ANNE	STEWART	Promoter	0	\$127.00
2	SHIRLEY D	HOBSON	Promoter	0	\$92.00
2	JESSICA	JENNINGS	Promoter	0	\$15.00
1	DESTINY W	BIDER	Promoter	0	\$0.00
2	HOPE	SOLBERG	Promoter	0	\$0.00
1	CONSANDRAL	SMITH	Promoter	0	\$0.00

Business Dashboard

Requirements

* Total Team Sales

\$16,882 / \$12,500

Personal Sales

\$888 / \$200

First Generation Orders

42 / 10

IBE Tutorial Ambassador +) 1 / 2

Gen.	First Name	Last Name	Curr. PC	CTD Sales
0	SHIRL	PAPIAN	HS	\$13,630.00
1	JAYNE	HEWITT	Non-PC	\$5,300.00
1	BECKY	MASKE	Non-PC	\$4,849.00
2	ANITA E	KAESTNER	Non-PC	\$4,290.00
1	DESSEREA	GASPER	Non-PC	\$4,004.00
2	LOUISE	GAULDIN	Non-PC	\$4,000.00
2	VICKIE D	CLAUDE	Non-PC	\$3,993.00
2	CAROLYN S	HAMBELTON	Non-PC	\$3,956.00
2	WILMA L	SCOTT	Non-PC	\$3,729.00
1	ELIZABETH	QUIROZ	Non-PC	\$3,692.00
2	KAREN M	BRONDEL	Non-PC	\$3,525.00
1	BRENDA	SMOTHERMAN	Non-PC	\$3,306.00
2	JESSICA	POGUE	Non-PC	\$3,080.00
2	MARY E	BASKA	Non-PC	\$2,947.00
2	TONIA R	BOLERJACK	Non-PC	\$2,940.00
2	SONJA	SCOTT	Non-PC	\$2,891.00
2	SYLVIA A	WRENCH	Non-PC	\$2,879.00
1	ROBIN	ROBINSON	Non-PC	\$2,845.00
2	SHIRLEY D	HOBSON	Non-PC	\$2,831.00
2	BERNADETTE	GARD	Non-PC	\$2,741.00
2	MARCIA	SHERRELL	Non-PC	\$2,681.00
2	PATTI A	HOLLOWAY	Non-PC	\$2,670.00
1	DENISE	WILLIS	Non-PC	\$2,626.00
2	MRS ILENE P	LAYNE	Non-PC	\$2,616.00
2	ROXANN	MAY	Non-PC	\$2,535.00

President's Club

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Emily's 10 Tips for Leadership Success in 2017

✓ | Program (Static) Reports ▾

Incentive Tracking
Go Country, Win Big
Go Country, Win Big (XLS)
C14-C17 Turn on the Charm
C14-C16 Lead to Achieve (XLS)
C14-C16 Lead to Achieve
C14-C17 Boss Life Business Bling
C14-C17 Boss Life Business Bling (XLS)
Kickstart Program
Ticket to Boss Life Giveaway
Ticket to Boss Life Giveaway (XLS)
C7-C12 Activity Pays
Leadership Tracking
Daily Contracts Report
Personal Sales Contribution Report
Top 100 Report
Business Review for Sales Leaders
Progress Report

1. Focus on growth – don't get too caught up in all of the details.
2. Use the Leadership desk, customer service number, and Facebook groups as resources.
3. Always recruit, onboard, and mentor – results, incentives, and earnings will follow.
4. Provide sales and recruiting tips and training for your team.
5. Communicate frequently, consistently, and in different forms.
6. Use your Kickstart Program and other incentive reports to follow up with your team members weekly or bi-weekly.
7. Always encourage, recognize, and motivate!
8. Look for top performers or those engaged! Provide one-on-one help and encouragement especially to top 20%.
9. Bring your top achievers together for brainstorming. We use Zoom.
10. Track progress on programs and incentives.

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Upcoming Events



- **Avon Rep August 2017 Webinar – Sales & Recruiting Tips**
 - When: Thursday, August 31, 8pm – 9pm Central
 - Register: www.makeupmarketers.com
- **Avon New Rep September 2017 Webinar – New Rep Tips**
 - When: Thursday, Sep 7, 8pm – 9pm Central
 - Register: www.makeupmarketers.com
- **Avon Leadership September 2017 Webinar – Recruiting & Leadership Tips**
 - When: Thursday, Sep 14, 8pm – 9pm Central
 - Register: www.makeupmarketers.com

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dull your
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