

Pop of Color BINGO

IS WEARING RED	HAS BLACK HAIR	RECEIVE A REFERRAL	WAS BORN IN MAY	IS WEARING TEAL
RECEIVE A REFERRAL	IS WEARING BLUE	IS WEARING GLASSES	HAS CHILDREN	HAS RED HAIR
HAS BLONDE HAIR	RECEIVE A REFERRAL	SHARE THE AVON OPPORTUNITY	RETIRED	IS WEARING GREEN
IS WEARING VIOLET	FAVORITE COLOR IS PINK	HAS BROWN HAIR	SHARE THE AVON OPPORTUNITY	RECEIVE A REFERRAL
HAS AN ANNIVERSARY IN MAY	SHARE THE AVON OPPORTUNITY	IS WEARING YELLOW	RECEIVE A REFERRAL	WORKS FROM HOME

C11 RESULTS TRACKER

\$

SALES

NEW CUSTOMERS

REFERRALS

NEW APPOINTMENTS



Pop of Color BINGO

WORDS TO SAY

INTRODUCTION:

"I noticed you are wearing yellow. At my store I have a beautiful new pop of color jewelry collection that I think you will just love! What is your phone number and I will text you a picture as well as a link to my online store so you can see the full collection!"

FOLLOW UP:

"I am following up to the text I sent you the other day when I met you at _____. I knew you would love the pop of jewelry collection. Have you had an opportunity to view my online store?"

CLOSE:

"I knew you would love the say hello to yellow jewelry collection. Let's get that ordered for you. How old is your mascara? Let's get you a new one ordered so it saves you a trip to the store."

TRANSITION TO REFERRAL:

"I'm so glad I met you the other day and I know you will love these new products! Who do you know that would also love our new pop of color jewelry collection? As a thank you for your referrals, I will include a special gift with your order."

