



Avon Representative Campaign 7 2018 Tips

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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Who is Emily Seagren?



- Wife, Mother, Entrepreneur
- 2015 Avon Woman of Enterprise, Team Momentum Bronze Executive Leader, President's Council
- Rep since January 2008
- Why listen to me?
- **2017 Face-to-Face Sales:** \$98,000
- **2017 eSales:** \$88,400
- **Total 2017 Personal Sales:** \$186,400
- **Total 2017 Team Sales:** \$2,021,800
- **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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Emily's Top 12 Service Providers

1. Constant Contact - Email Marketing Free Trial: <http://conta.cc/2lqH2IY>
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/ref/11/Emily-cd1f9dcde>
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/6F48AB91>
10. Pizap - Photo Collages: <https://www.pizap.com/>
11. Mailmunch - Email List Builder: www.mailmunch.co
12. Blog Providers: Blogger or WordPress (Bluehost)


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Helpful Tips for your Avon Biz

- Free Tips for All Representatives - www.youtube.com/user/avonrepemily
 - How I took my Avon Biz from \$200,000 to \$2M in 5yrs: <https://youtu.be/a04R8deVMZ8>
 - Avon Retail Store in Rockford, Illinois: https://youtu.be/l_0m1Pha-cY
 - How to do an Avon Sample Mailing: <https://youtu.be/eyNO6ujZinA>
 - How to Advance in Title to Avon Ambassador: <https://youtu.be/sak6GHFKzIM>
 - Avon 2018 Leadership Kickoff Recap: <https://youtu.be/BCI3xqLiu8>
 - Avon ALMA vs. Personal Leads Part 2: <https://youtu.be/dLOp2K4diBw>
- Training – Free for Team Momentum



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Avon Makeup Marketing Online Feb 2018 Boot Camp

Are you ready to take your Avon business to the next level? The training will consist of emails, blog posts, videos, and a private Facebook group to learn the latest strategies and marketing ideas on how to grow your Avon business in 2018.

Repeat of February 2017 boot camp with updates.

You will learn:

- How to Recruit Avon Reps Online
- Tips for Marketing your Avon Business through Blogs
- Ideas for Expanding your Online Network

When: February 19 - 23, 2018 – on demand and fully accessible after

Cost: \$25 – free for Team Momentum
Register here: <https://www.eventbrite.com/e/makeup-marketing-online-february-2018-boot-camp-tickets->

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Don't be scared of speaking the truth even when your point of view is not the popular one. Be bold and make the difference.

~ Emily Seagren

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Team Momentum is 1,172 Reps Strong!!!



ren.com
arketers.com

Way to go Team Momentum



Team Performance through C4

YTD Unit Sales: \$366,179

2018 Coal Unit Sales: \$4.12 million

YTD Increase: \$186,327 (104% Increase)

2018 Goal Increase: \$2.1 million

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Way to Go in Campaign 3!



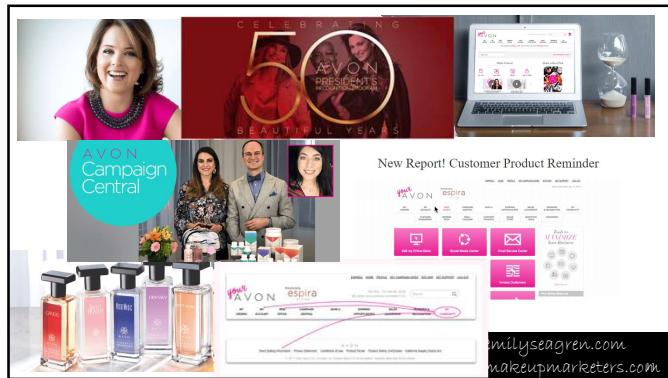
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How I took my Avon Biz from \$200,000 to \$2 million in 5 yrs



1. Build multiple streams of income.
2. Do what brings you joy.
3. Always learn.
4. Be courageous.
5. Learn to be as productive as possible.
6. Block out distractions - email, text, phone, social media, etc.
7. Delegate tasks to helpers or employees.
8. Invest time and money. There are no shortcuts.
9. Set boundaries with others.
10. Work on what's most important first...what is going to grow your business?
11. Use technology as a helpful tool. Don't hang out on it all day or be the one who answers everyone's questions.
12. Be your best you. Know your strengths and weaknesses so you can work on yourself.
13. Track your numbers. Stats tell you how healthy your business is and if it's growing.

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BUSINESS UPDATES

- **Flex Ordering** – starts for all reps in campaign 9. Order anytime within the 2 week period.
- **Career Guide** – one-stop shop to learn how you can earn with Avon.
- **President's Club** – 50 year Anniversary – membership cards, tribute enhancements, and more ways to achieve PRP trip. Attend any PC Tribute.
- **Leadership Compensation** – earn on 4th and 5th generation. New program begins in campaign 5. Paid on changes in campaign 9.

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New Products



- **Head-to-toe Glow** – highlighting and illuminating makeup c7 – c14
- **Multi-Masking** – Fastest growing products in skin care. In c13, get ready for a new collection of Anew clay masks (brightening, purifying, and calming).
- **Safe for Kids** – In c16, our new Kids bath and hair products – 100% toxin free www.emilieusaaren.com

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NEW Online Store Promotion

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



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

How to Promote your Customer Website

- Add the WELCOME10 code label to all of your brochures
- Start building a mailing list and email list
- Consistently send catalogs to face-to-face and online customers
- Give samples to all paying customers
- Do email marketing whether it's through Avon or a different program
- Post consistently on Social Media (3-5 times per day)
- Analyze your traffic sources to figure out where the best leads are coming from



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Avon Social has launched!



- Schedule posts up to 5 weeks in advance
- Access thousands of Avon images, GIFs, and videos
- Advertise with PowerBoost to precisely target and expand your audience on social media
- Track the performance of your organic and advertising posts
- Convert social engagement into new leads with the Prospect Center

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Boost Orders with your Online Store

BOOST ORDERS

with your
online store



- Online store address at the top of yourAvon.com
- Banner on My Orders page where you can share to Facebook, Twitter, and Google+ with one click
- Share directly from your Smartphone plus text and email your friends and customers your online store

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16 Ways to Reach Customers Nationwide

1. Blog
2. Email
3. Text
4. Mail
5. Call
6. Events
7. Contests
8. Giveaways
9. Facebook
10. YouTube
11. Live Video
12. Pinterest
13. Twitter
14. LinkedIn
15. Instagram
16. Google+

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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 Avon Social but upload directly to your social media profiles
- Get images and ideas from Avon Corporate

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Let's Celebrate! Top eSellers**Top 10 in eSales C3**

1. Heather Grimm - \$386
2. Jackeline Gonzalez - \$254
3. Tracy Magisano - \$229
4. Ellen Compell - \$221
5. Kim Karpowitz - \$197
6. Priscah Kimani - \$195
7. Rita Lawrence - \$183
8. Anne Binseel - \$162
9. Amanda Enoch - \$161
10. Stacy Ramos - \$158

Date Placed	Order Total
02/08/2018	\$22.00
02/08/2018	\$19.19
02/08/2018	\$41.19
02/08/2018	\$60.00
02/08/2018	\$121.98
02/08/2018	\$41.98
02/08/2018	\$63.08
02/08/2018	\$150.47
02/08/2018	\$22.41
02/08/2018	\$41.08
02/08/2018	\$60.00
02/08/2018	\$141.98
02/08/2018	\$17.00
02/08/2018	\$42.00
02/08/2018	\$121.98
02/08/2018	\$19.97
02/08/2018	\$20.00
02/08/2018	\$60.00
02/08/2018	\$30.00

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TOP PERSONAL RECOGNITION TOP TEAM RECOGNITION

Top 100 Team Sales Volume, Campaign 1-3, 2018

Learn from the best and Avon®U!

TOP PERSONAL RECOGNITION TOP TEAM RECOGNITION

Top 100 Personal Sales Volume, Campaign 1-3, 2018

More Personal Recognition

Rank	Name	State	Sales Achievement Level	Leadership Title	Team Sales
1	PSG Network Inc.	FL	President's Club	Platinum Executive Leader	\$2,160,606
2	Oscoco Inc.	AZ	President's Club	Platinum Executive Leader	\$1,203,781
3	Mundy Inc.	IL	President's Club	Platinum Executive Leader	\$1,177,559
4	Vondell M McKenzie	CA	President's Club	Platinum Executive Leader	\$898,361
5	Lisa M Weber	NH	Honor Society	Platinum Executive Leader	\$791,225
6	Sandra J Bell	FL	President's Club	Gold Executive Leader	\$483,919
7	Aurora G Castillo	TX	President's Club	Gold Executive Leader	\$456,130
8	Destiny NWk Inc.	NY	President's Club	Silver Executive Leader	\$450,643
9	Donna Reid-Mitchell	TX	President's Club	Gold Executive Leader	\$454,668
10	Pamela Heller	SC	Honor Society	Gold Executive Leader	\$436,138

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Register Now for Build Like a Boss Workshops

BUILD LIKE A BOSS
Workshop
#AvonBeautyBoss

<https://www.eventbrite.com/e/build-like-a-boss-workshop-tickets-42401073753>

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Northeast
Cincinnati, OH Area 2/17/18 English
Boston, MA 3/3/18 English
Harrisburg, PA 3/3/18 English
Philadelphia, PA 3/3/18 English
Providence, RI 3/10/18 Spanish
Pittsburgh, PA 3/10/18 English
Newark, NJ 3/17/18 English/Spanish
Baltimore / White Marsh, MD 3/13/18 English
Mahwah, NJ 3/17/18 English
Syracuse, NY 3/20/18 English
Portsmouth, NH 3/24/18 English
Columbus, OH 3/24/18 English

Southeast
Atlanta, GA 2/27/18 English
Miami, FL 2/22/18 Spanish
Tampa, FL 2/22/18 English
Miami, FL 2/24/18 Spanish
Atmore, AL 2/24/18 English
Nashville, TN 2/24/18 English
Charlotte, NC 3/2/18 English
Orlando, FL 3/3/18 English
Kennesaw, GA 3/3/18 English
Greensboro, NC 3/8/18 English
Columbia, SC 3/10/18 English
Jacksonville, FL 3/10/18 English
Memphis, TN 3/15/18 English
Gainesville, FL 3/17/18 English
Birmingham, AL 3/17/18 English
Louisville, KY 3/24/18 English
Charleston, WV 3/31/18 English

Northwest
Minneapolis, MN Area 2/22/18 English
Madison, WI 3/3/18 English
Tulsa, OK Area 3/3/18 English
Indiansapolis, IN 3/3/18 English
Seattle, WA Area 3/6/18 English
Lansing, MI 3/8/18 English
St Louis, MO 3/8/18 English
Portland, OR Area 3/8/18 English
Kansas City, MO Area 3/10/18 English
Houghton Lake, MI 3/13/18 English
Denver, CO 3/13/18 English
Southfield, MI 3/13/18 English
Salt Lake City, UT Area 3/15/18 English
Chicago, IL Area 3/17/18 English
Chicago, IL Area 3/17/18 Spanish
Des Moines, IA 3/19/18 English
Omaha, NE 3/22/18 English

<https://www.eventbrite.com/e/build-like-a-boss-workshop-tickets-42401073753>

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February Virtual Sales Meeting – 2/20 at 8pm EST



https://goto.webcasts.com/starthere.jsp?ei=1178242&tp_key=9bf8ad8912

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- **When:** 3 days - Friday, July 27 – Sunday, July 29 – fun, learning, friendship, and swag
- **Where:** Columbus, Ohio – Columbus Convention Center
- **Fun:** Rascal Flatts private concert
- **Learning:** Keynote Speaker, Barbara Corcoran from the Shark Tank
- **Discounted airline rates, discounted hotel rooms, incentive???**
- **Registration:** begins February 12th
- **Facebook Group:** <https://www.facebook.com/groups/AvonRepfest/>
- **Swag:** Last year – first to try Espira

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3 Avon Earnings Opportunities



Face-to-face Sales



Online Sales



Team Sales

[SHOP WITH A REPRESENTATIVE](#)

[SHOP ONLINE BROCHURES](#)

[BECOME A REPRESENTATIVE](#)
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Avon Daily Care Collection – New Rep Success
Item #: 332-598



- Available to sell 1st seven campaigns
- Available on your eStore by entering product number

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

- 7 campaigns
- 1st campaign = Any size order! Guaranteed 40%
- Progressive goals begin in 2nd 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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CALL FOR SUPPORT

Monday - Friday
8:00 am- 11:00 pm
(Eastern Time)

Sunday
3:00 pm – 12 am
(Eastern Time)

English:
(866) 513-AVON (2866)
Spanish:
(866) 588-AVON (2866)

For product questions,
please call:
(800) 367-AVON, option 3

<https://www.facebook.com/groups/Makeup.Marketing.Online>

Frustrating issues and no answers? Email
– use sparingly – be professional:
officeofthepresident@avonusa.com

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Let's Celebrate! Top New Rep Sellers

Top 10 in Sales C3 – New Reps in KickStart Program

1. Julitza Geerman - \$1,791
2. Stacy Thompson - \$610
3. Sarah Irons - \$567
4. Jose Cruz - \$540
5. Elizabeth Pauscher - \$417
6. Jocelyn Elliott - \$412
7. Rachel Martinez - \$379
8. Marla Wahl - \$371
9. Stephanie Tutor - \$351
10. Alicia Ciaramitaro - \$314



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AVON

PRESIDENT'S
RECOGNITION
PROGRAM
LEVELS OF SALES
ACHIEVEMENT

PRESIDENT'S CLUB **AWARD SALES ACHIEVEMENT \$10,000**
• 40% previous customers* and 25% on first-purchase items

- 40% earnings guaranteed* and 25% on fixed-earnings items
- Order up to 3 dozens of any product in each What's New
- Invitation to the President's Recognition Program (PRP) Tributes
- Celebrate your birthday and holidays with the gift of **25 points****
- Exclusive gift presented at the PRP Tributes for the highest level of achievement
- Achievement pin presented at the PRP Tributes for the highest level of achievement
- 400 points to redeem for the Mrs. Abies Award or to use toward other items available on Research Headquarters—the choices are yours!



HONOR SOCIETY **AWARD SALES ACHIEVEMENT \$20,000**
Privileges of President's Club plus:
Order online at www.orientaltrading.com or call 1-800-255-4545.

- Order up to 5 demos of any product in each What's New
- President's Recognition Program Tribute invitation for you and a guest
- **800 points**

ROSE CIRCLE

Privileges of the levels above plus:

- 45% earnings guaranteed (25% on food-earnings items)
- Order up to 10 dozen of any product in each *What's New*

- Gain up to 10 bonus points for each item you buy
- 1,600 points

DAVID H. McCONNELL CLUB AWARD SALES ACHIEVEMENT \$86,000
Privilegia of the levels above plus:

SALES LEVELS TRACKING CHART

Commission	President's Level	President's Level 1 Commission	President's Level 2 Commission	President's Level 3 Commission	President's Level 4 Commission	President's Level 5 Commission
1	President	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
2	President Level 1	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
3	President Level 2	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
4	President Level 3	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
5	President Level 4	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
6	President Level 5	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Total	President	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
Total Q1	President	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
Total YTD	President	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000
Total Year To Date	President	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000

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PRP Celebration 2017

Free for President's Council & Above and Executive Leaders & Above



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Spring Pink Delights Collection Selling Tips

- Pink shades for Spring as well as nice body care products for a top selling fragrance!
- Hit up your Skin So Soft customers! 3 other great products and a great cosmetic bag too!
- Social media – Who wants to save almost \$60 and be Spring ready with 6 of Avon's top sellers in this exclusive and perfectly sized cosmetic bag?
- Post a short video of yourself opening the cosmetic bag and removing each item, one by one. Limited edition so they should order right away!

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Espira 2-day Sample Packs are Here!

- Use these samples to introduce Espira to everyone you know and get new customers.
- Everywhere, every day, anytime – always have samples with you. You know when people try, they are likely to buy!
- Post on Social Media! Run a poll asking “Which would you rather have?” Calm, Natural Energy or Restful Sleep! Offer samples to all who participate!
- Make sure you fill out the contact card and follow up with anyone you gave samples. Ask how they feel and if they’d like to purchase a full size and give it a try for 30 days.

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Easter Collections

- When you hand someone the brochure, call attention to the Easter Shop and encourage them to order now since the items are limited edition exclusives.
- Highlight any items you think they might particularly like, like something for the outside if they are a gardener.
- Make suggestions on how to use things – like the many things that could go in the beautiful basket.
- Point out that the items can stay out in their home into the summer or – for some of them -- year round.

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A brochure for the Avon Beauty Essential Sampler. It features a collage of various Avon beauty products like lipsticks, eyeshadow palettes, and skincare items. Text on the left side details the cost of the sampler and the value of the products inside. The right side is a large title 'Beauty Essential Sampler 003-837 No Limit' with a bulleted list of benefits: How It Works, How to Use It, Ways to Share It, Follow Up, and Beauty Sampler vs. A-Box.

Meet Beauty Boss, Sarah Robison

Let's Talk About Perseverance

Shake Up your Sales Top Achievers

1. Agnieszka Sulek - \$7,411
2. Kimberly Vanaelst - \$6,981
3. Sarah Robison - \$5,292
4. Angel Teal - \$3,472
5. Brandy Shelley - \$2,972
6. Tricia Thomas - \$2,884
7. Sarah Irons - \$2,635
8. Barbara Mathis - \$2,498
9. Shirl Papaian - \$2,381
10. Terri Mosqueda - \$2,213



SHAKE UP
YOUR SALES

GET YOUR BUSINESS INTO TOP SHAPE!

Grow your sales while helping everyone on your team reach their New Year's resolution to live a healthier, more energized lifestyle. Introduce all to a fun new health and wellness line by showing off your Episil promotional items, rewards for exceeding your 2017 Campaign 1-5 (S-7) sales in 2018!

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An Avon KickStart Incentive Guide flyer. It features a large Avon logo on the left, a pink title 'PINNING STREAK' with a pink pin graphic, and a sub-section 'Incentive Guide'. Below the title is a subtitle 'For New Representatives Campaigns 1 to 13, 2018'. The main content discusses the KickStart program, the Avon pin, and three sales goals. A table shows the pin's value based on order size. The bottom section details the pin's design and placement on an order form.

The image shows a promotional page for Avon's Pinning Streak Incentive Guide. It features a large Avon logo on the left, a pink title 'PINNING STREAK' with a pink pin icon, and a sub-section 'Incentive Guide' with the subtitle 'Campaigns 1 to 13, 2018'. The page is framed by a pink border and contains text about the incentive, Avon's history, and the Avon Pin Recognition Program (PRP).

For Representatives Who Joined Prior to Campaign 1, 2018

Consistency is key to growing your Avon business.

You Do:

Place an order with total that is greater than \$0 in all 13 Campaigns during the incentive timeframe. Your order total must be more than \$0 after any account credits have been applied. (Example, you place an order of \$20 but had returns that bring your order down to -\$50 then you do not qualify.)

You Get:

The "Avon" pin

PRP PERK: All President's Recognition Program (PRP) Members who achieve the pin will also get **50 PRP Points** – just for being in PRP!

Make sure to place another order in Campaign 14 or 15 on YourAvon.com to receive the pin with your order.



Total Tickets

- 1. Kelly Horan - 1
- 2. Barbara Mathis - 1
- 3. Becky Maske - 1
- 4. Sarah Robison - 1
- 5. Tricia Thomas - 1

Pending Contracts

- 1. April Adams - 1
- 2. Cheryl Alvira - 2
- 3. Ellen Compell - 1
- 4. Sharon Cook - 1
- 5. Bettina Crawford - 1
- 6. Evangeline Gouzounis - 1
- 7. Kim Karpowitz - 2
- 8. Barbara Mathis - 5
- 9. Christina Mercer - 1
- 10. Shirl Papaian - 5
- 11. Becky Maske - 9
- 12. Sarah Robison - 3
- 13. Kelly Scott - 1
- 14. Brandy Shelley - 1
- 15. Tricia Thomas - 5

Total Appointments

- 1. Lindsay Baptist - 1
- 2. Erica Cital - 1
- 3. Ellen Compell - 1
- 4. Heather Escoria - 4
- 5. Vicki Jock - 1
- 6. Kim Karpowitz - 4
- 7. Kelly Horan - 1
- 8. Tracy Magisano - 1
- 9. Barbara Mathis - 2
- 10. Shirl Papaian - 4
- 11. Becky Maske - 6
- 12. Sarah Robison - 2
- 13. Kelly Scott - 1
- 14. Tricia Thomas - 3
- 15. Leficia Valdivia - 2

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Avon Bronze Leader Development Incentive

BRONZE LEADER
DEVELOPMENT INCENTIVE



For Representatives Who Perform as a Bronze Leader or Above during the Incentive Period



IF PAYS TO MENTOR

As part of this incentive, you could earn up to **\$18,000** in developing Bronze Leaders in your Leader Central Team. This is in addition to the **\$750** Mentor Bonus for each Bronze Leader you develop as part of the [Advanced Leadership Program](#).

PRO TIP: Use the Rapid Promotion Incentive as a tool to motivate new Representatives to advance in title and earn your bonus.

Earn \$3,000 each incentive period in which you develop at least 2 Representatives in your Leader Central Team to promote to Bronze Leader for the first time since Campaign 5, 2014.

1 st Incentive Period	2 nd Incentive Period
Campaigns 7-13	Campaigns 14-20

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Avon Rapid Promotion Incentive

R_{APID} ADVANCEMENT

How It Works

* The incentive begins when you place your first order by your Expected Campaign of Promotion. You must place an order on the Sales Leadership tab on youravon.com (click on the Sales Leadership tab and then click on Meet those requirements for at least 3 of the next campaigns after you promote).

* You must place 2 more orders in the same amount at the close of each campaign you achieve a Promotion Bonus. All Promotion Bonuses are paid out in installments when you meet the goal.

* You promote to multiple titles in a campaign, you receive the rewards for each title.



RAPID PROMOTION INCENTIVE:
FOR NEW REPRESENTATIVES WHO JOIN DURING CAMPAIGNS 5 TO 15, 2018.

EARN DOUBLE THE PROMOTION BONUS

The Promotion Bonus is one of the many cash rewards you can earn as part of the Advanced Leadership Program. Promote quickly, and we'll double your bonus!

ACHIEVE TITLE	STANDARD BONUS (Promote quickly and we'll double your bonus)	RAPID PROMOTION BONUS (Promote quickly and we'll double your bonus)	DOUBLE STANDARD BONUS (Promote quickly and we'll quadruple your bonus)
Bronze Ambassador	\$500	Within 3 Campaigns*	\$1,000
Silver Ambassador	\$750	Within 6 Campaigns*	\$1,500
Gold Ambassador	\$1,000	Within 9 Campaigns*	\$2,000
Bronze Leader	\$1,500	Within 15 Campaigns*	\$3,000

You could earn **\$7500** before your half-year anniversary with Avon, when you promote quickly. To get off to a strong start, and start developing the skills you need to succeed, connect with your mentor, go to [AVON U](#), and attend training events. We'll be there every step of the way.

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16

Cruise like a Boss Top Achievers

1. Shiri Papaiyan – 10,400
 2. Becky Maske – 8,300
 3. Kim Karpowitz – 5,100
 4. Jayne Hewitt – 4,100
 5. Tricia Thomas – 3,950
 6. Barbara Mathis – 3,900
 7. Sarah Robison – 3,050
 8. Gisela Miranda – 3,000
 9. Heather Escoria – 2,700
 10. Terri Mosqueda – 2,700



11
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2
LET'S
GO



CRUISE LIKE A BOSS

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Avon Career & Comp Plan: The Fundamentals



Avon
 spring is here!
 NEW FASHION BEAUTY HOME DECOR
 NEW **espira**
 A health-and-wellness line inspired by nature

The keys to creating a successful business as a seller and team builder include:

- **Wear and use the product** – after all, you are the best advertisement for your products.
- **Be ready** for business at all times – carry business cards, brochures, recruiting materials, and your smart phone so you can follow up with prospects and take orders right away.
- **Follow up** with your customers after the sale – they'll appreciate your desire to ensure they are satisfied with their purchases.
- **Ask for referrals** – after all, happy customers are likely to refer their friends.
- Consistently talk to **5 contacts a day, 5 days a week**. Those contacts turn into customers and new team members.
- When you invite new team members to join your team, you, as their mentor, provide **training and motivation** to help them achieve their goals.
- As you advance along the career path you serve as a **role model and coach**, working with Representatives, aspiring Leaders and Leaders.

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How to be a Successful Leader



AVON 2018
 HARNESS THE
POWER
 LEADERSHIP KICK
 OFF
 SAN DIEGO PARADISE ISLAND JANUARY 19-21

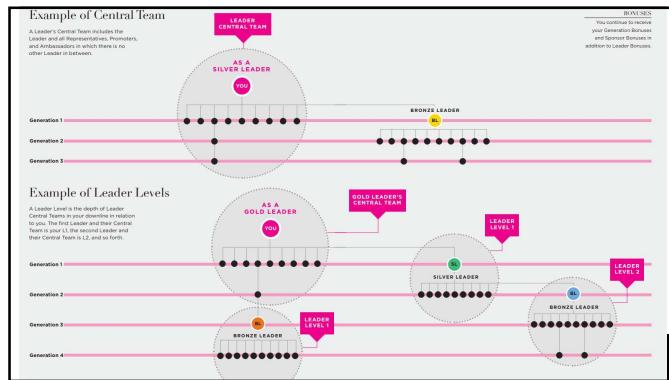
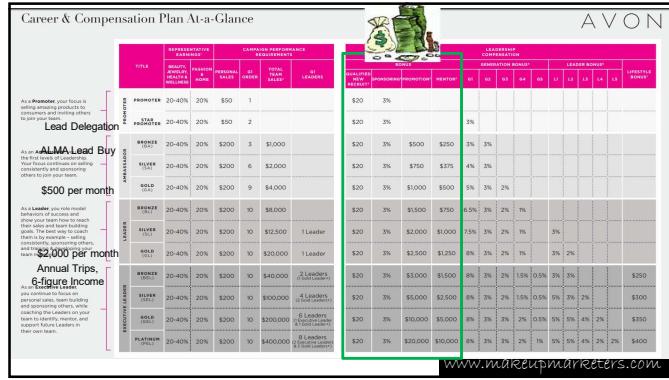
Leader Expectations
 The key to long-term success and growth is to build your team and inspire others to become Leaders. Once you achieve Leader and Executive Leader ranks there are additional expectations of you as a Leader:

<p>Believe</p> <ul style="list-style-type: none"> • Sell products to end consumers. • Personally recruit new Representatives. • Understand and sell the company's compensation plan. • Lead by Example • Achieve company-sponsored incentives and promotions. • Stay current with technology, social media, and back office tools. • Continue professional learning. • Train and mentor team members, particularly new Representatives. • Operate with high level of integrity. • Attend meetings and attend those of your team. • Attend company-sponsored meetings and events. 	<p>Spread The Love</p> <ul style="list-style-type: none"> • Demonstrate a positive attitude toward company, fellow Representatives, and Leaders. • Reward team members with consistent, timely recognition. • Identify and develop new Leaders through goal setting and coaching. • Provide timely and accurate feedback to company when asked. • Recognize team members for their achievements. • Operate with an open-door policy to encourage cross team support.
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Option 1: Sign Someone up on your Team

GROW your TEAM ACROSS the MILES

AVON

In Three Simple Steps!

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

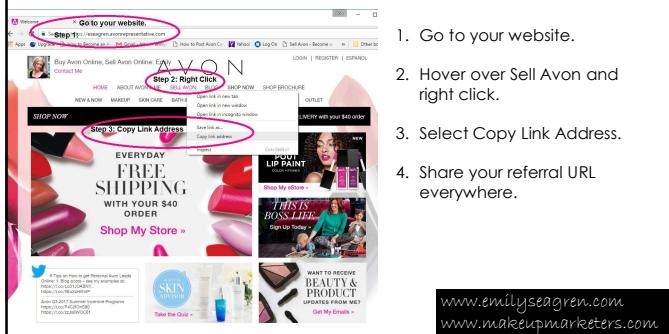
1. New? Register on www.avon.com and create an Avon Global (A) You will need your District & Account Number from your Welcome to Avon Email. Already registered on www.avon.com? Activate your account by clicking on the 'Activate' link at the top of the page. Halfway down the page there is a pink button 'MAKE CHANGE NOW' (B). Click 'Yes' next to 'I'm not a Web User'. I 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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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.

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Let's Celebrate! Recruiting & Leadership

Top 5 Team Sales – C3

1. Shirl Papaian - Shine - \$13,873
2. Jayne Hewitt - Positive Force - \$6,230
3. Kim Karpowitz - Elite Diamonds - \$5,378
4. Terri Mosqueda - \$4,973
5. Tricia Thomas - \$3,004

Top 5 Team Total Reps – C3

1. Shirl Papaian – 243
2. Jayne Hewitt – 121
3. Kim Karpowitz - 78
4. Terri Mosqueda - 60
5. Tricia Thomas - 36



45 appts as of 2/11
16 leaders w/ appts

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