

Avon Team Momentum
February Update

Hosted by: Emily Seagren

- Free Avon Tips: www.makeupmarketers.com
- Avon Training by Emily: www.emilyseagren.com
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www.facebook.com/groups/MakeupMarketingOnline
www.facebook.com/Emily.Seagren
- 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 Gold Leader, President's Council
- Rep since January 2008
- Why listen to me?
- LABC Sales: \$110,200 / ~ \$9,200 per mo.
- eSales: \$83,300 / ~ \$7,000 per mo.
- Training: \$43,600 / ~ \$3,600 per mo.
- Team Sales: \$1.27 million / ~ \$106,000 per mo.
- Online Appointments: 844 1st gen / ~ 70 per mo.
- Makeup Marketing Online Mission: Teach as many reps as possible how to build an online Avon business through sales, recruiting, and leadership.
- What did I learn this week?

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Makeup Marketing Online Events


- Makeup Marketing Online February 2017 Boot Camp
 - Topics: How to Recruit Avon Reps Online, Marketing Tips for Avon Blogging, and Expanding your Online Network
 - When: February 27 – March 3
 - Cost: \$22.09 (\$20 + \$2.09 Eventbrite fee)
 - Register by midnight 2/26: www.makeupmarketers.com or www.emilyseagren.com
- Avon Leadership March 2017 Webinar
 - When: Thursday, March 16 at 8pm Central
 - Cost: Free
 - Register: www.emilyseagren.com
- Avon Representative March 2017 Webinar
 - When: Thursday, March 23 at 8pm Central
 - Cost: Free
 - Register: www.emilyseagren.com



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Avon Training by Emily

- All 5 DVDs & Workbooks - Bundle 1 - \$40 – Posting the Brochure, Pinterest, Facebook, Blogs, and Stats
- All 4 DVDs & Workbooks – Bundle 2 - \$35 – How to Sell more, How to Automate Marketing, How to Recruit, and How to Convert
- All 3 DVDs & Workbooks – Bundle 3 - \$30 – Marketing the Brochure, Facebook Marketing, and Recruiting & Leadership Tips
- All of the Above for \$95 + shipping – Physical Copies
- On Demand at www.emilyseagren.com - \$5 each
- Buy DVD Bundles at www.makeupmarketers.com



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Team Momentum is 608 Reps Strong!!!



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Way to Go Team Momentum



Team Performance through C4
YTD Unit Sales: \$179,852

2017 Goal: \$2.3 million

YTD Increase: \$74,200 (74% Increase)

2017 Increase: \$1 million

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Way to Go in Campaign 4!
\$50,403 in Unit Sales
#4 Leader Team in C4 - #2 YTD






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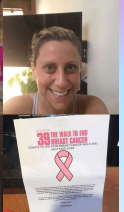



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Great KickStart News

Effective C4 2017

- All first orders of any size earn 40%
- New Representatives, including those in KickStart today, have 7 campaigns to earn 40%.

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

Leading the Avon Way
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Representative Earnings BIG NEWS



SIMPLIFIED EARNINGS
for beauty and jewelry
(includes watches)



EARN THE SAME
on eStore and
brochure sales

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Harmonized Earnings

- Effective Campaign 9:
- No more \$50 minimum order to earn commission
- Earnings will be the same whether in person or online
- Watches are included as full earnings

EARNINGS LEVELS EFFECTIVE CAMPAIGN 9		
Campaign Sales	Beauty and Jewelry	Fashion and Home
\$0 - \$149.99	20%	ALL Fashion and Home EARN 20%
\$150 - \$299.99	30%	
\$300 - \$499.99	35%	
\$500 or more	40%	
PRESIDENT'S RECOGNITION PROGRAM REMAINS THE SAME		
Campaign Sales	Beauty and Jewelry	Fashion and Home
\$0 - \$924.99	40%	ALL Fashion and Home EARN 25%
\$925 - \$1,574.99	45%	
\$1,575 or more	50%	

Registered Fundraisers continue to earn 30%.
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Recruiting Bonuses

- Effective Campaign 4:
 - \$20 Qualified Recruit Bonus
 - 3% Sponsoring Bonus each time that new Rep submits an order (earned on all G1 appointments provided the Upline has \$50 in personal award sales)
- Includes \$20 bonus and 3% sponsoring bonus for Promoters and Star Promoters

AVON

Be a *BEAUTY BOSS!*



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

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Let's Celebrate! Top New Rep Sellers

Top 10 New Rep Sales in C4 - LOA 0 - 4

- Deanne Sabia - \$691
- Marietta Simmons - \$384
- Janet Bryant - \$325
- Rebecca Klimek - \$287
- Rachael Runkel - \$274
- Barbara Ortiz - \$255
- Julie Goodwater - \$242
- Ingrid Valido - \$209
- Bobbie Thorne - \$201
- Tammy Ashe - \$178



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3 Avon Earnings Opportunities





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PRESIDENT'S RECOGNITION PROGRAM AWARD SALES ACHIEVEMENT LEVELS*

AVON PC	LEVEL 1 President's Club \$10,000	\$385	AVON MC	LEVEL 4 David H. McConnell Club \$65,000	\$2,500
AVON HS	LEVEL 2 Honor Society \$20,000	\$769	AVON CO	LEVEL 5 President's Council \$110,000	\$4,231
AVON RC	LEVEL 3 Rose Circle \$35,000	\$1,346	AVON IC	LEVEL 6 President's Inner Circle \$220,000	\$8,462

*Rewards grow with each level of Award Sales achieved.

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you AVON

Emily Seagren Avon Thu, Sep 22, 2016 Search

MY ORDERS MY ACCOUNT WEB OFFICE CAMPAIGN TOOLS AVON UNIVERSITY EARNING OPPORTUNITIES SALES LEADERSHIP **REWARDS & RECOGNITION**

REWARDS & RECOGNITION

Guides and Rewards

2016 Quick Guide
Open PDF

2016 Printable Book
Open PDF

Rewards Headquarters
Visit Rewards Headquarters

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Let's Celebrate! Top Sellers

Top 15 in Sales C4

1. Peter Regan - \$1,172	11. Elizabeth Quiroz - \$399
2. Shirl Papaian - \$890	12. Patricia Bumgardner - \$398
3. Brandy Shelley - \$804	13. Kimberly Darrah - \$396
4. Deanne Sabia - \$691	14. Alexandra Donaldson - \$395
5. Tricia Thomas - \$616	15. Marietta Simmons - \$384
6. Angelene Cavitt - \$567	
7. Agnieszka Sulek - \$531	
8. Veronica Baldizon - \$498	
9. Kira Beasley - \$493	
10. Carmen Delapaz - \$430	

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\$99 Early Bird Special – Register by 3/31

www.avonrepfest.com

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Avon News

- Adios Downline Manager – 2/28!
- Vibe Webinars
 - 3/1 Spanish – 10-11am or 8-9pm EST
 - 3/2 English – 10-11am or 8-9pm EST
- Cosmopolitan – Lauren Andersen talks about Wide Awake Mascara
- RealSimple.com – Avon Care Silicone Glove Hand Cream
- Cosmopolitan.com – Anew Ultimate Supreme Cream

	Cmp: 03 2017 (T/S: 5) (T/S: 0)	Cmp: 03 2016 (T/S: 5) (T/S: 0)
Print Award Sales:	\$6282	\$5520
Unit Sales:	\$37350	\$20095
Cycle To Date Unit Sales:	\$117640	\$90
Unit Lbs. Sales:	\$25681	\$13847
Earnings Amt:	\$1586.55	\$564.3
Check Amt:	\$1586.55	\$564.3
Silver Ambassador thru Silver Leader in First Gen:	4	2
Gold Leader and Above in First Gen:	0	0
Gold Leader and Above NEW in First Gen:	0	0
Rolling 26 Campaign Sales Growth %:	124%	17%
Achievement Level:	Old Ldr	Old Ldr
Earnings Level:	Old Ldr	Old Ldr
Performance Pkgs:	\$90	\$90
Titles At Risk:	0	0
1st Gen Reg. Recruits:	388	172
1st Gen Orders:	199	106
1,2,3 Gen Reg. Recruits:	611	204
1,2,3 Gen Orders:	306	160
Unit New Appds:	22	21

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nutraeffects

introducing nutraeffects

- Suitable for Sensitive Skin
- Hypo-allergenic
- Paraben-free
- Dye-free
- Powered by Active Seed Complex
- Seeds, Vitamins, & Antioxidants
- nutraeffects Sales Guide
- Samples

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True Color Technology



- Rich Pigments
- Color that Stays True
- High-quality Formulas
- Stays All Day
- Face, Eye, Lip & Nail
- True Color Sales Guides
- Samples

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True Color Technology in the News



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Product Launches on Social Media



- Facebook
- Twitter
- GooglePlus
- Posts
- Video

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what's NEW

CELEBRATE
a LIFE of
LOVE

INTRODUCING
A NEW FRAGRANCE FOR WOMEN'S DAY

A black and white photograph of a smiling woman with long dark hair, wearing an off-the-shoulder top, holding a young child. A man is leaning in from the right, smiling at the woman. In the bottom right corner, there is a small image of a pink perfume bottle with a silver cap.

YOUR WINTER INFO HUB ▶

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go DIGITAL & Get Social!

- Campaign Central – Sell Campaign 7, Preview Campaign 8, and Campaign 9
- Avon What's New Brochures – posted through campaign 11 2017 online – www.MakeupMarketers.com
- Email Center and Social Media Center
- Avon USA Representatives on YouTube and Facebook
- Avon Insider on Pinterest, Twitter, and Instagram



our trusted DEET-free repellents

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Let's Celebrate! Top eSellers

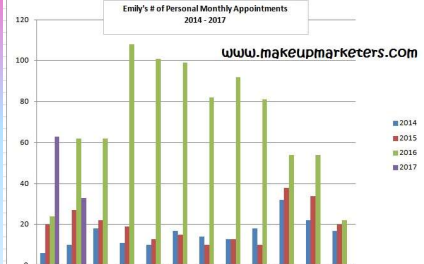
Top 10 in eSales C4

1. Peter Regan - \$349
2. Deanne Sabia - \$192
3. Rebecca Klimek - \$179
4. Kendra Peter - \$166
5. Janet Bryant - \$152
6. Gillian Milham - \$143
7. Rachael Runkel - \$112
8. Madison Astle - \$107
9. Maci Upchurch - \$92
10. Marietta Simmons - \$89



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Personal Appointments 2014-2017

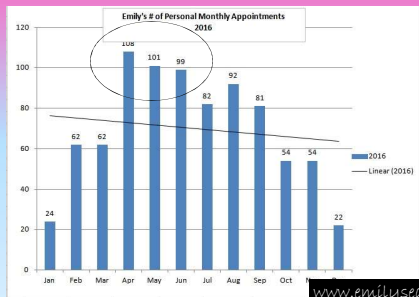


Emily's # of Personal Monthly Appointments 2014 - 2017

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Personal Appointments 2016



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Emily's Recruiting Quick Tips

- Be in the right place at the right time.
- Know how the process works.
- Be familiar with the benefits and FAQs.
 - Money – profit, cost, and how it works
 - Commitment – time, training, and work load
- Always be prepared.
- Collect follow-up information.
- Take the next step by the reigns.
- Get ready for busy seasons.
 - First of the month
 - Tax return time – April & May
- Invest more heavily during peak seasons.
- Use multiple lead sources.
- Recruit online and in-person.



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Online Recruiting

- Blog Articles – writing about the opportunity
- Social Media – use to share blog posts
- YouTube – creating videos or sharing Avon's
- Social Media Center
- Include your reference code on all materials
- Always say to Buy or Sell, visit: (website)
- Use incentives to get people interested
- Share your Avon experience on Social Media



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Ticket to Boss Life Appointments

- Cheryl Alvira – 2
- Lisa Bridge – 1
- Shirl Papaian – 1
- Anna Rivet – 1
- Stephanie Sandberg – 1
- Leticia Valdivia – 2
- Paulena Wilson - 2

TICKET TO BOSS LIFE

RECRUIT, WIN, REPEAT

Emily Seagren was here — with Donna Miles and 2 others.
Wednesday at 2:00pm · Roseland ·

1.7K Views

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ATLANTIS

In the Bahamas

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Vacation Like a Boss Points

• Jen Allen – 75	• Shirl Papaian – 375
• Cheryl Alvira – 75	• Kira Beasley – 75
• Janet Bryant - 75	• Stephanie Sandberg – 300
• Angelica Castillo - 75	• Tricia Thomas – 225
• Angelene Cavitt – 75	• Denise Whitaker – 75
• Heather Escorcía – 75	• Paulena Wilson - 75
• Amy Major – 75	
• Felicia Trammell – 75	
• Laurie Allen - 75	
• Barbara Ortiz - 150	

A WORLD OF WONDERS AWAITS YOU...

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PARADISE ISLAND, BAHAMAS

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EARN LEADER POINTS FOR...

GOALS	POINTS
SELL \$300+ each Campaign	75
RECRUIT from an Avon Source (such as ALMA)	150
RECRUIT from a Personal Source	300
ADVANCE Leadership Achievement Title	1,000
MENTOR a First Generation Representative to Promote Achievement Title	500

TRIP FOR ONE	TRIP FOR TWO
2,500 LEADER POINTS	4,000 LEADER POINTS

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CAMPAIGNS
3 THRU **9**
(Trend C5 - C11)

Introducing
**VACATION
LIKE A BOSS**

JUNE 11-14
2017
ATLANTIS,
PARADISE ISLAND

- Totally attainable - Set your goal now – double down on # of recruits
- Trip for One
 - 75 (sales over \$300+ each campaign) * 7 = 525
 - 300 (1 recruit from a personal source each campaign) * 7 = 2100
 - Total of 2,625 = Free Trip
- Trip for Two
 - 75 (sales over \$300+) * 7 = 525
 - 300 (2 recruits from a personal source each campaign) * 14 = 4,200
 - Total of 4,725 = Free Trip for 2

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Let's Celebrate! Recruiting & Leadership

Top 5 Team Sales – C4

1. Shirl Papaian – Shine - \$7,440
2. Kim Karpowitz – Elite Diamonds - \$3,206
3. Tricia Thomas – \$2,059
4. Tracy Magisano – \$1,594
5. Amy Major – \$846

Appointments in February

- Shirl Papaian – 19
- Kim Karpowitz - 4
- Kim Ricci – 4
- Tricia Thomas – 4
- Anna Bilbrey - 3
- Shuntele Milan – 3
- Paulena Wilson – 3
- Cheryl Alvira - 2
- Leticia Valdivia - 2
- Detannie Ballard – 1
- Kira Beasley – 1
- Lisa Bridge – 1
- Janet Bryant - 1

- Gisela Miranda – 1
- Barbara Ortiz - 1
- Christine Persak – 1
- Shauni Ragsdale - 1
- Anne Stewart – 1
- Chris Tinsley - 1
- Felicia Trammell - 1

Top 5 Team Total Reps – C4

1. Shirl Papaian - 118
2. Kim Karpowitz - 30
3. Leticia Valdivia - 10
4. Tracy Magisano - 9
5. Tricia Thomas - 8



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New Makeup Marketing Content

- Team Members = Free Makeup Marketing Access
- Subscribe to www.youtube.com/user/avonrepemily
- New Avon Representative Tips
 - Earn \$1,000 with Avon in your First 90 Days
 - New Avon Rep Tips
 - How to Place your First Avon Order and More
- Avon Rep Tips / Makeup Marketing Update 2/21/17
- How to Convert Avon Leads Like a Boss
- Avon Representative February Online Sales Tips
- Avon Leadership February 2017 Update



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Great Facebook Connections

- Emily Seagren
- Avon Team Momentum
- Makeup Marketing Online
- Onward! No Matter What – Molly Stone-Bibb - Conference Call Fridays
- Tuesdays with Theresa – Theresa Paul - Conference Call Tuesdays
- Monday Morning Madness – Lisa Wilber - Conference Call Mondays
- Success with Scola – Lisa Scola - Conference Call Thursdays
- Avon Flyers by Alicia



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Great YouTube Channels

- Emily Seagren
- Molly Stone-Bibb
- Lisa Wilber
- Lisa Scola
- Theresa Paul
- Milagros Garcia
- Carla Lytle
- Lisa Monoson
- Linda Montavon
- Jeanpierre Bongiovi



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