



Avon Team Momentum

New Rep November 2017 Update

Hosted by: Emily Seagren

• Free Avon Tips: www.makeupmarketers.com

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Welcome to Avon Team Momentum



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


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Avon Training by Emily – Free for Team Momentum – www.emilyseagren.com



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Team Momentum is 1,175 Reps Strong!!!



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Way to Go Team Momentum



Team Performance through C23
YTD Unit Sales: \$1,646,380

2017 Goal Unit Sales: \$2 million

YTD Increase: \$528,131 (59% Increase)
2017 Goal Increase: \$1 million

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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.



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Get Money Back on Your Starter Kit!

Through Campaign 26, 2017 (TS Campaign 2)



Place a first order of \$150 or more and pay for it on time, and get a rebate of \$10 to \$50 depending on the kit you purchased.

GET DETAILS

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Kit Rebate Incentive



Quick Starter Kit	Cost: \$25
	Rebate: \$10
Advanced Starter Kit	Cost: \$50
	Rebate: \$25
Premium Starter Kit	Cost: \$100
	Rebate: \$50

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Avon Starter Kit Rebate Offer



- Enrolled or placing a 1st order on or after 9/15/17 – C26
- Place a 1st order of \$150 on or before your expected 1st campaign and pay for it on time to:
 - Receive 40% commission
 - A \$10 - \$50 rebate on your starter kit
 - 10 free brochures

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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.



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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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Example 1:



"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!"

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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?"



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3 Avon Earnings Opportunities

Traditional Sales



Online Sales



Team Sales



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Traditional & Online Sales Combine to Determine Commission Level

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



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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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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

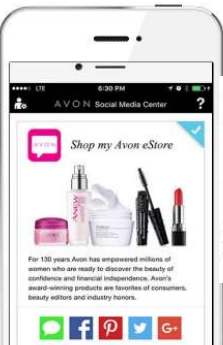
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6 Tips to Start Your Success

- **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!



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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.

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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

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Let's Celebrate! Top New Rep Sellers

Top 10 in Sales C23 – New Reps in KickStart Program

1. Evann Chapman - \$826

2. Diana Pena - \$542

3. Iris Hildreth - \$507

4. Kayla Coyne - \$451

5. Lori Berg - \$443

6. Ivonne Mosqueda - \$425

7. Cynthia Sanchez - \$421

8. Adriana Lopez - \$407

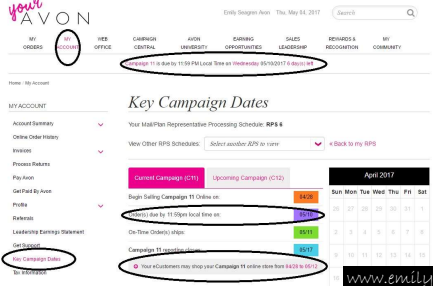
9. Loretta Holland - \$359

10. Allison Lubeck - \$344



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When is my Avon order due?



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How do I order demos?

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



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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 more! Take advantage of discounted quantity pricing.

Pack	# Brochures	Cost Ea.	Total
1	10 Brochures	\$4.99	\$4.99
2	20 Brochures	\$4.99	\$9.98
3	30 Brochures	\$6.99	\$19.98
4	40 Brochures	\$4.99	\$19.96
5	50 Brochures	\$3.99	\$19.95
6	60 Brochures	\$3.99	\$19.95
7	70 Brochures	\$2.99	\$19.93
8	80 Brochures	\$2.99	\$19.93
9	90 Brochures	\$2.99	\$19.93
10	100 Brochures	\$2.99	\$19.93
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. [Viewing Info](#)


English Brochure: 0 There are 0 English brochures available.

Spanish Brochure: 0 There are 0 Spanish brochures available.

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THE ULTIMATE GIFT GUIDE



Get one 5-pack of Gift Guides free for every pack of brochures you purchase in your C22 or C24 orders!

See details on [YourAvon.com](#)

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How do I order samples / sales tools?

MY ORDERS

Order Samples

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

Category: Fragrance

or

Search in Samples

Fragrance

649-006 - Val On Card -Prine

\$2.25 Each Pack

1

Add To Order >

255-555 - Val On Card -So Very Soft

\$2.95 Each Pack

1

Add To Order >

103-950 - Val On Card -Today, Tomorrow, Always

\$2.25 Each Pack

1

Add To Order >

790-769 - Discovermore -Alpha

\$1.25 Each Pack

1

Add To Order >

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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.

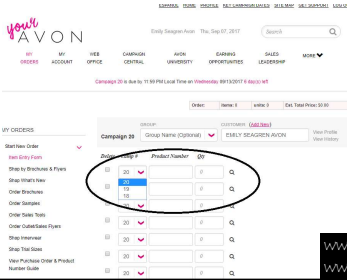
Ex: Sales Tax = \$10.00 * .0825 (8.25%) = .83
Total = \$10.00 + \$0.83 = \$10.83



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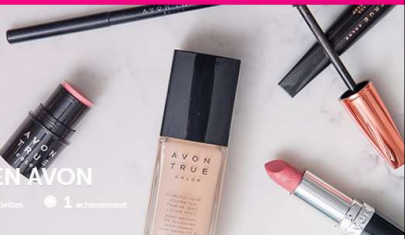
Can my customers back order?
Yes, current + 2 prior campaigns



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AVON



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★ 30 points 3/4 activities 1 achievement

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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

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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.



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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 1st and 15th.
- Call customer service at 866.513.2866 to request a prepaid card for online commission if you don't have direct deposit.



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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.



Get paid by AVON

Get all your payments from Avon quickly and easily with automatic deposits. Earnings, incentives, rewards go 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 (You've enrolled)
Traditional on-store sales earnings (Leadership earnings, incentive pay-outs, etc).
- ✓ For Online Earnings (You've enrolled)
Online on-store sales earnings.

[Manage my deposit preferences](#)

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

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Home / My Account

MY ACCOUNT

- Account Summary
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- 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](#)

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Avon Beauty Buzz

[View All >](#)


Say Hello to the Holidays with New Tools and Videos

Technology Updates

Make Note of Technology Updates Nov 10-11

Make a List and Check it Twice with Our Holiday Checklist

Our New Social Selling Training Series Starts this Wednesday!



AVON HOLIDAY CHECKLIST

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NEW Online Store Promotion

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

LET'S GO SHOPPING!

Shop the new online promotion, **WELCOME10**, and enjoy the benefits of **Personal Shopping** and **Online Store Promotion**. Plus, it's free to use in either situation, and you can use it on any order.

10% OFF YOUR ORDER

For Online Store Promotion and **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

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

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Option 1: Sign Someone up on your Team



AVON

In Three Simple Steps!

- 1** **New?** Register on your AVON.com and Activate your eStore (A). You will need your District & Account Number from your Welcome to Avon Email. **Already registered on your AVON.com?** Activate your eStore now by clicking on "Profile" on the top of the page. Follow 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 hired to your team!



Business BUZZ

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/easeagren so my code is ESEAGREN

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Option 2: Sign Someone up on your Team

The screenshot shows the Avon website with three steps highlighted: Step 1: Go to your website (pointing to the address bar), Step 2: Right Click (pointing to the 'Shop Now' button), and Step 3: Copy Link Address (pointing to the copied URL in the browser's address bar).

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

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

Social Media Center

The screenshot shows the 'Social Media Center' with a 'Become an Avon Representative' post. It includes filters for 'Most Clicked / Become A Rep' and 'Filter By' options like 'Become a Representative', 'Fragrance', 'Makeup', 'Project Runway', 'Skincare', and 'Essential'.

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+

Recruiting Bonuses

- \$50 Qualified Recruit Bonus during your KickStart campaigns – Unlimited!!!
- 3% Sponsoring Bonus each time that new Rep submits an order
- Learn more under Sales Leadership on yourAvon.com

AVON

Be a **BEAUTY BOSS!**

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

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[illegible][illegible]

Suggested Content

- Subscribe to www.youtube.com/user/avonrepemily
- New Avon Representative Videos:
 - Welcome to the Team
 - Avon Starter Kit Arrival
 - Achieving 1st 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



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