

Emily Seagren's Avon Business Update – December 4, 2019

Avon Campaign Dates

- **C26 Order Dates:** Wed, Nov 27 - Tues, Dec 10 (online store: 11/26 – 12/9)
- **C1 Order Dates:** Wed, Dec 11 -Tues, Dec 24 (online store: 12/10 – 12/23)
- **C2 Order Dates:** Wed, Dec 25 - Tues, Jan 7 (online store: 12/24 – 1/6)

Avon Calendars

- Holiday Shipping www.avon.com/category/holiday - scroll to Holiday Gifting FAQ
- 2020 Campaign Calendar – AvonNow – News – Campaign Insider – Campaign Calendar

Cyber Week Specials on your Customer Website www.avon.com/cyber-monday-deals Expires: 11:59pm PT Saturday, December 7

- Spend \$20+ and get free shipping with code: AVONCYBER.
- Spend \$45+ and get free shipping plus an additional 20% off with code: AVONCYBER.
- Spend \$65+ and get free shipping plus an additional 20% off plus a free gift set of choice below.

SET 1: Free 6-piece makeup set (\$53 value) – use code: MAKEUP

SET 2: Free 6-piece Skin So Soft bath & body set (\$54 value) – use code: BATH

SET 3: Free 7-piece Anew set (\$57 value) – use code: SKIN

Programs / Incentives (AvonNow – Earnings & Rewards – Incentives):

- **Make it Jamaica** – Ends C2 Jan 7, 2020 – Meet goals to earn trip for 1 or 2.
- **KickStart Program** - Earn 40% on your first 7 campaigns when you hit your sales goals, plus bonuses for starting and growing a team.
- **AvonCon 2020** www.avonvisionaries.com - Join us in San Antonio, July 31-August 2, to share the vision, set your sights, and make it happen. Register by 12/31 for early bird pricing (\$99 for PC, \$119 for Non-PC & guests). Emily is staying at Hyatt.

Business Changes (AvonNow – Earnings & Rewards – Looking Ahead 2020):

- **New Owners** – acquired by LG in August 2019
- **Sales Levels / Compensation** - Every sale through 5pm ET, December 31, 2019 counts toward your 2019 sales cycle! Starting January 8 in campaign 3, commissions will be based on sales level vs. order size = consistent & guaranteed.
- **New Premier Sales Level** - guarantees 2020 commissions of 30% on Beauty and 20% on Fashion & Home when they hit \$5,000 in annual award sales.
- **Programs** - Avon Perks, PRP Charms, Rewards & Diamond Club
- **Products** - New Product Launches from The Face Shop and CHI
- **Advertising** – National ads in Good Housekeeping (Anew and Belif – sold exclusively at Sephora), Featured in Marie Claire, PopSugar, People, and Allure
- **Starting Commission 25% on Beauty** – beginning in campaign 3 2020 non-premier / PRP Reps starting at \$40
- **Share the Love Bundles** - C26 is the last chance for Share the Love Bundles (Can't Miss Faves 764-160 and Love your Face 764-045) for reps in first 6 campaigns

- **No more Outlet** - Goodbye Outlet as of campaign 3.
- **Marketing Materials** - Town & Country went out of business. I recommend VistaPrint.
- **Exclusive Pricing for Customers who Shop with Reps** - Starting January 8 in Campaign 3, we're excited to introduce new perks and special offers only for customers who shop with a Representative, including exclusive pricing, both in the brochure and on your online store.

Latest News:

- Beauty Buzz – November 25 – December 1 – AvonNow – News – Avon Beauty Buzz
- Campaign Insider – [Campaign 26 Replay](#)
- November Virtual Sales Meeting – [VSM Replay](#)

Tools:

- Avon University
- Avon Social
- Inventory Alerts (AvonNow – News – Inventory Alerts)
- Shareable Brochure
- Skin Care Training ([Part 1 Replay](#) and [Part 2 Replay](#) – 2 hours each)
- [Skin Care Facebook Live Q & A with Jeannine](#)
- Online Fundraisers
- Demos
- Brochures

I found Avon Perks! Under AvonNow – My Office – Avon Perks.