

Avon Team Momentum New Rep Webinar

Hosted by: Emily Seagren & Tricia Thomas

• Free Avon Tips: www.makeupmarketers.com

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Welcome to Avon Team Momentum





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Linkedin: www.linkedin.com/in/assagram
Linkedin: www.linkedin.com/in/assagram

Business BUZZ 6

3 Avon Earnings Opportunities





2020 Avon Campaign Schedule

$\overline{}$	CAMPAIGN OPENS	CAMPAIGN CLOSES AT 5PM ET/2PM PT
0.1	Wednesday, December 19th	Tuesday, December 24th
C-2	Wednesday, December 25th	Tuesday, January 7th
C-3	Wednesday, January 8th	Tuesday, January 21st
0-4	Wednesday, January 22nd	Tuesday, February 4th
C-5	Wednesday, February 5th	Tuesday, February 19th
C-6	Wednesday, February 19th	Tuesday, March 3rd
0.7	Wednesday, March 4th	Tuesday, March 17th
C-8	Wednesday, March 18th	Tuesday, March 31st
C-9	Wednesday, April 1st	Tuesday, April 14th
010	Wednesday, April 15th	Tuesday, April 28th
C-II	Wednesday, April 29th	Tuesday, May 12th
C-12	Wednesday, Hay 13th	Tuesday, May 26th
043	Wednesday, May 27th	Tuesday, June 9th
0-14	Wednesday, June 10th	Tuesday, June 25rd
C-IS	Wednesday, June 24th	Tuesday, July 7th
0.95	Wednesday, July 8th	Tuesday, July 21st
C-17	Wednesday, July 22nd	Tuesday, August 4th
C-18	Wednesday, August 5th	Tuesday, August 18th
0.19	Wednesday, August 19th	Tuesday, September 1st
C-20	Wednesday, September 2nd	Tuesday, September 15th
C-21	Wednesday, September 16th	Tuesday, September 29th
0:22	Wednesday, September 30th	Tuesday, October 19th
C-23	Wednesday, October 14th	Tuesday, October 27th
C-24	Wednesday, October 28th	Tuesday, November 10th
0.25	Wednesday, November 19th	Tuesday, November 24th
C-26	Wednesday, November 25th	Tuesday, December 8th



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Upcoming Important Dates



- Avon Campaign 5
 Face-to-face Ordering: Wed, Feb 5 Tues, Feb 18
 Online Store: Tues, Feb 4 Mon, Feb 17
 FB Live Campaign Insider: Tues, Feb 4 @ 3pm 3:30pm CT
 Avon USA Representative Facebook page

- Avon Campaign 6
 Face-to-face Ordering: Wed, Feb 19 Tues, March 3
 Online Store: Tues, Feb 18 Mon, March 2
 FB Live Campaign Insider: Tues, Feb 18 @ 3pm 3:30pm CT
 - Avon USA Representative Facebook page

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Brainstorming for your New Biz



network is a lot bigger	customer or new recruit - o then you think! Like this air in contact with,	realing and building a on ngla salan tool to jog your and add your contacts or	research for all the purp	our business. Your de you have come
Foreity	Carperter	Alem spellers	Persoppies	Hardware store
Aurita and Unches	Carpet cleaner	Autometricle	Photography	Hugh club
Countrie	Caption	Sec :	Picture Francisco	Hospital
Grandowers	Caterer	Books	Flori Estate	Hosel / DAD
to lawy	Ovopractor	Bricke	Refrigerator	Hanner
Other Provide	Computer texts	drottel gown.	Person	Library
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Dani teller Children's francis panets	Cientel	Carriera	Shommer	North state
Children's treating parents	Driver	Campw	Secontraval	Planning horse
Considers of part late	Dechtown	Carwaid	Sporting goods.	Pharmon
Dry currentsi	OVE	Conswirp	Springer	Cost office
Flight attendants	Coolney	Cornert	Stores	Recycling
Malicaries	Diamento:	Clothing:	Stirner	Respor
heighbor	Corderer	Committer Supplies	Tatanina	Pantagant
People you seek up with	Handreson	Contacts Glasses	Yakman	School Hugh Colley
Tencorates	Housekeeper	Cosmetics	Telephone	Supernetel
	Interior discorator	Flowers.	Terevision	Tayong sales
Who do you know on	Mover	Furniture	Tie	Theater
Fisinbook.	Retay	Corp.	Time	Trythshop
Googley	Note	Chanoline	Trois	Voturbair privat
hotagram	Proteoporter	Insurance.	Trevel	Watehouse
Linkadin	Physical Trenspid	Investments	Management	
Princest	Physician	Jenny	Worker Elberte	
Tumbr	Dorter	Loon	Wedding masters	
Tector	Police officer	Luconer	Weight control	
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in airs	Publisher	Mobile phone	Who do you know at	
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Approprie	Fronte	Mutual hard	Comp	
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Auto repairpenson	Vaternamen	Office supplies	Coffee place	
Detowher		Paint	Construction site	
Dalvar	Who sells you your	Party supplies	Del	
Barrier	Abserteing	Peri	Out course	
	AV Emproret	0.77	100000	

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Ideas for Group Selling







IN FUNDRAISING

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Staple Brands / Products





- root Works

 Top Sellers

 Anew Ultimate

 Anew Platinum

 Anew Clinical

 Deaddroant

 Bubble Bath

 Skin So Soft Original

 Skin So Soft Bug Guard
 Hand Cream

 Lip Balm

Business BUZZ 12



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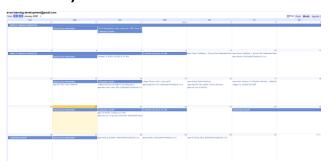




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Check your Events Calendar under News





Visit Avon U & Set up your Website



WWW.MAKEUPMARKETERS.COM



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Avon Brochures – Share Your Store 055-745 – 2 Campaigns Ahead – Packs of 10



Use Neon Labels with Catchy Offers







Business BUZZ 19

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Avon What's New Brochures Order Demo Products 2 Campaigns Ahead







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Avery Templates to Grow your Biz www.avery.com/campaign/avon



AVON	65° A 65° A	
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M. A. Daniel State Spills		
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Follow market	hese steps to personalize & ng meterals:	print professiona
Start	Now	
Comm	2	

DIY Postcards & Business Cards













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Build your Personal Order

















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How do I order samples / sales tools?

Sample	s	SORT BY All Products▼	Sales
- 6	Green Goddess Facial Oll Sample Bundle \$5.00	QUICK SHOP	U
₩ ₩ ¥	Anew Platinum Regimen Sample- S-card pack \$2.25 Regular Price \$8.69	QUICK SHOP	
			_

0.0	*T" Earring Stand
	\$2.00 Regular Price \$400
	Bracelet Pillow
	\$2.00 Regular Price 64.69

-	Medium	Necklace Form
V	\$2.00	Regular Price \$469
WWW	.emíly	jseagren.com

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%) = .83Total = 10.00 + 0.83 = 10.83





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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.





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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 2 business days after your online store orders are billed.
- Be sure to set yourself up for 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.



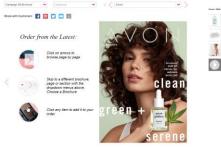
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Sharing the Brochure & Products Online





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Avon Marketing Tools









Business BUZZ 31

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Avon Marketing Tools







Business BUZZ 32

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Avon Social







Earn \$3,250 in your First 4 Months with Stepping Stone and Milestone Bonuses

Bonuses... two ways

Were accelerating your pathway to Premier with 2 Donuser. Stepping Stones and Millistones for up to a total of 2,000 in bonuses within your first 8 companies. Premier Level is a Representative with sales of \$5,000 to \$9,999 per year. This incentive expires once you reach the \$5,000 date requirement for reaching Premier or at the end of your 8th campaign whichever comes first.

 Stepping Stone Bonuses reward you with \$20 for every \$200 in sales you achieve within a campaign. For example's \$600 in campaign sales = a \$60 bonus. You can earn up to a tot of \$500 in Stepping Stone Bonuses.

2. Milestone Bonuses reward you with a 10% bonus for every \$1,000 in cumulative sales during your first 8 campaigns, maxing out at a \$500 bonus for \$5,000 in sales. For examples \$1,000 in sales = a \$400 bonus. You can earn up to a total



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Begin your Pathway to Premier

25% commission + \$20 for every \$200 + 10% for every \$1,000



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\$125 \$1,000 -			npaign			
	\$2	250	\$100 \$	100	\$450	45%
\$250 \$2,000 \$	\$1,000 \$2	250	\$100 \$	200 \$	\$1,000	50%
\$375 \$3,000 \$	\$1,000 \$2	250	\$100 \$	300	\$1,650	55%
\$500 \$4,000 \$	\$1,000 \$2	250	\$100 \$	400 5	\$2,400	60%
\$625 \$5,000 \$	\$1,000 \$2	250	\$100 \$	500	3,250	65%

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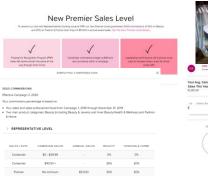
Begin your Pathway to Premier







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President's Club: \$10K Sales = 40% Profit





SALES LEVEL	ANNUAL SALES	BEAUTY	PASHION & HOM
President's Club	\$10,000	40%	25%
Honor Society	\$20,000	40%	25%
Rose Circle	\$35,000	45%	25%
David H. McConnell Club	\$65,000	45%	25%
President's Council	\$110,000	45%	25%
Inner Circle	\$220,000	50%	25%

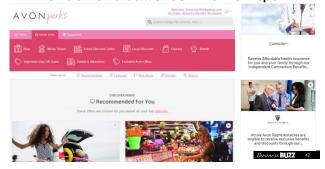
Business BUZZ 40

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Perks & Rewards...Charming Darling A V O N rewards Honoring Your Charm Honoring Your Charm The Mark of the Proposition of the Mark of

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Perks & Rewards...Check in at Perk Spot



Unlock your True Potential & Get Rewarded

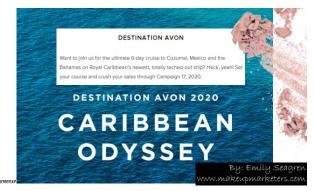


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NEW INCENTIVE:
DESTINATION AVON:
CARIBBEAN ODYSSEY

One of our first announcements got the house rockin't Our most exciting carriles ever — 8 days ill hindridse under the Macics and the Bahamas — seas sail in November end you and your whole one, owner new records, have a



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And All The Extras



LEADERSHIP KOCKOFF 2020 IN FOCUS

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• Earn the Trip for One when C1-17, 2019 sales by \$7,500 • Earn the Trip for Two when you beat your C1-17, 2019 sales by \$12,000

Earn the Trip for Two when you achieve \$22,000 in total sales C1-17, 2020 \$1,294

For new Representatives since C1, 2019, who reach President's Club or higher by the end of C17, 2020

• Earn the Trip for One when you PRP C1-17, 2020 \$588

\$882 Business BUZZ

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Sign Someone up on your Team



- EARN

 8-time, sell Avon anytime and earn up to 40%* on all sales.
- www.sellavon.com
- 2. Tell them to use your reference
- 3. Your reference code is the same as your website URL Ex: www.youravon.com/eseagren so my code is ESEAGREN

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Recruiting Bonuses

- \$20 Qualified Recruit Bonus for every successful new rep
- 3% Sponsoring Bonus each time that new Rep submits an order
- Learn more under Sales Leadership on yourAvon.com



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NEW TRAINING:
WE'RE COMING TO YOU!

This spring our ameding training team is hitting the reads to bring you our best product training yet. Here's our schedule so far — more details, dates and locations coming soon!

Blimingham, Alabama — March 14
Els Corve, California — March 14
Els Corve, California — March 28
Baltimos, Mayland — March 28

Plus, it's official: Studio 1886, our cool new training and product experience for Representatives, is launching this spring in locations across the country, Look for details soon and start planning those team events!

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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) 151-AVON (2866)

Spanish:
(866) 588-AVON (2866)

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

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