



Avon Representative Campaign 5 & 6 2020 Tips

Hosted by: Emily Seagren & Shirl Papaian

- Free Avon Tips: www.makeupmarketers.com
- Join us on Facebook: www.facebook.com/groups/MakeupMarketingOnline
- Subscribe on YouTube: www.youtube.com/user/AvonRepEmily
- Find me on Instagram: www.instagram.com/avonrepemily/

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Who is Emily Seagren?



- Wife, Mother, Entrepreneur
- 2015 Avon Woman of Enterprise, 2018 Spirit of Albee, Team Momentum Gold Leader, President's Inner Circle
- Rep since January 2008
- Why listen to me?
- **2019 Personal Sales:** ~ \$300,000
- **2019 eSales:** ~ \$103,000
- **2019 Team Sales:** ~ \$2.5 million
- **Avon Team Momentum Mission:** To help transform lives by teaching team members how to build a successful Avon business through sales, team building, and leadership development.



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Avon Team Momentum Co-Host – Shirl Papaian





Shirl Papaian
Gold Leader, President's Club, Rep since September 2014
2019 Team Sales: \$542,818



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Helpful Tips for your Avon Biz

- Free Tips for All Representatives - www.youtube.com/user/avonrepemily
- Emily's Avon Business Update – January 14: <https://youtu.be/dqcwspaG-Ag>
- Emily's Avon Business Update – January 6: <https://youtu.be/dohud5HGbzW>
- Avon 2020 Business Update - https://youtu.be/hxs_BRwjJBM



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- Facebook: www.facebook.com/avonusarepresentatives/
- YouTube: www.youtube.com/user/AvonUSAREps
- Instagram: www.instagram.com/avoninsider/
- Pinterest: www.pinterest.com/avoninsider/
- Twitter: twitter.com/Avoninsider



- Facebook: www.facebook.com/emily.seagren
- YouTube: www.youtube.com/user/avonrepemily
- Instagram: www.instagram.com/avonrepemily/
- Snapchat: www.snapchat.com/add/mie1102
- Pinterest: www.pinterest.com/avonrep2/
- LinkedIn: www.linkedin.com/in/esegren
- Twitter: twitter.com/your_avon_rep1

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Way to go Team Momentum – WOW!



- 2020 Team Performance**
Year-to-Date Team Sales: \$2,575,423
- Campaign 2 Team Performance**
Sales: \$48,339
YTD Sales: \$123,674

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2020 NATIONAL FLEXIBLE ORDERING CAMPAIGN CALENDAR		
	CAMPAIGN OPENS	CAMPAIGN CLOSES AT 5PM ET/2PM PT
C-1	Wednesday, December 18th	Tuesday, December 24th
C-2	Wednesday, December 25th	Tuesday, January 7th
C-3	Wednesday, January 8th	Tuesday, January 21st
C-4	Wednesday, January 22nd	Tuesday, February 4th
C-5	Wednesday, February 5th	Tuesday, February 18th
C-6	Wednesday, February 19th	Tuesday, March 3rd
C-7	Wednesday, March 4th	Tuesday, March 17th
C-8	Wednesday, March 18th	Tuesday, March 31st
C-9	Wednesday, April 1st	Tuesday, April 14th
C-10	Wednesday, April 15th	Tuesday, April 28th
C-11	Wednesday, April 29th	Tuesday, May 12th
C-12	Wednesday, May 13th	Tuesday, May 26th
C-13	Wednesday, May 27th	Tuesday, June 9th
C-14	Wednesday, June 10th	Tuesday, June 23rd
C-15	Wednesday, June 24th	Tuesday, July 7th
C-16	Wednesday, July 8th	Tuesday, July 21st
C-17	Wednesday, July 22nd	Tuesday, August 4th
C-18	Wednesday, August 5th	Tuesday, August 18th
C-19	Wednesday, August 19th	Tuesday, September 1st
C-20	Wednesday, September 2nd	Tuesday, September 15th
C-21	Wednesday, September 16th	Tuesday, September 29th
C-22	Wednesday, September 30th	Tuesday, October 13th
C-23	Wednesday, October 14th	Tuesday, October 27th
C-24	Wednesday, October 28th	Tuesday, November 10th
C-25	Wednesday, November 11th	Tuesday, November 24th
C-26	Wednesday, November 25th	Tuesday, December 8th



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Upcoming Important Dates



- Avon Campaign 4
- **Face-to-face Ordering:** Wed, Jan 22 – Tues, Feb 4
 - **Online Store:** Tues, Jan 21 – Mon, Feb 3
 - **FB Live Campaign Insider:** Tues, Jan 21 @ 3pm - 3:30pm CT
 - [Avon USA Representative Facebook page](#)
- 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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Congrats Make it Jamaica Achievers!



- Tricia Thomas – Trip for 1!
Kadie Thomas – Trip for 1!
Peter Regan – Trip for 2!
Anne Binseel – Trip for 2!
Melissa Atkinson – Trip for 2!

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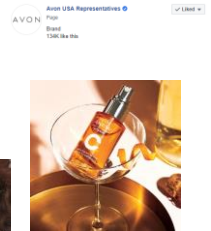
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CAMPAIGN INSIDER
Close out Tuesday @ 3pm CT
on Avon! USA Rep FB Page



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Save the Date!

February 2020
Virtual Sales Meeting

Monday, February 17
English 1pm, ET
Spanish 3pm, ET

AVON

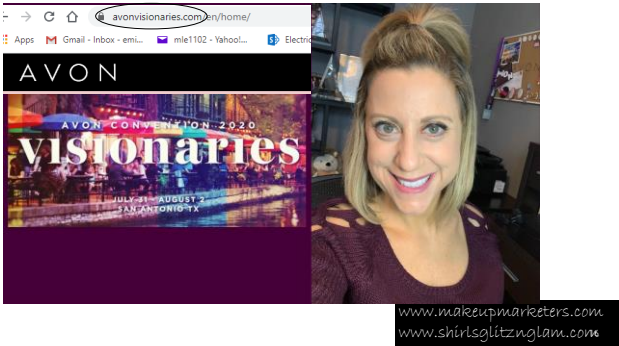


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Check your Events Calendar under News

Avon Marketing: shirlsglitznglam@gmail.com						
Home	Calendar	News	Tasks	Notes	Reports	Settings
January 2020						
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

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Looking Back at 2019



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Reflect & Review your Business Performance



- Reflect
- Personal Sales – Online & F2F
 - Recruiting Results
 - Team Sales
 - Leadership Development
 - Financial
- Realizations
- Last Year – Growing Pains
 - Highest Expenses – Travel, LABC Overhead, Subscriptions / Services, Team Incentives
 - Alternative Service Solutions
 - Spend Less on Travel
 - Reward Team Engagement & Performance

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Be Laser Focused & Prioritize



- Identify the area of the business you want to grow
- Prioritize your weekly / daily activities based on your goals
- Do most important / needle mover items first
- Avoid distractions and interruptions
- Complete action items that bring results

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Planning for Success



Ways of Promoting

- Video
- Live Video
- Photos
- Product Video
- Text
- Email
- Blog
- Social Media
- Stories
- Boomerang
- Snapchat



Product Launches

- Ink Lasting Foundation & Primers
- Cushion Foundation, Blush & Highlighter
- Rouge, Velvet & Ink Lipsticks
- Mono Pop Eyeshadows
- Rice Water, Or Belmeur & The Therapy Skincare
- The Solution Face Masks
- CHI Haircare & Color
- Velvet Spa Scrubs
- Cucina Hand Soaps
- Whitening Toothpaste & Toothbrushes

- Business Trends
- Valentine's Day - February
 - Tax Return / Spring Break – March
 - Easter - April
 - Mother's Day – May
 - Father's Day – June

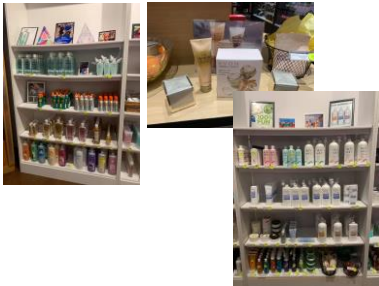
- Invest More – Sell to Groups
- More books / samples / demos
 - Schedule table events
 - Promote fundraising
 - Wear & share



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Staple Brands / Products



- Brands
- Anew
 - Skin So Soft
 - Moisture Therapy
 - Foot Works
- Top Sellers
- Anew Ultimate
 - Anew Platinum
 - Anew Clinical
 - Deodorant
 - Bubble Bath
 - Skin So Soft Original
 - Skin So Soft Bug Guard
 - Hand Cream
 - Lip Balm

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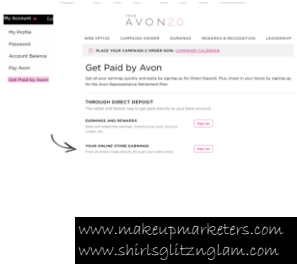
Reminders for New Reps

Training Guide
Shortcut to Success Onboarding Series

AVON

KickStart Program – Grow Your Sales

Campaign	Sales Goal	Customers	Earn
Second	\$120	~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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Top C2 New Reps



First Name	Last Name	Award Sales
KIM	FILLMORE	\$365.00
SHERRY	VIGIL	\$283.00
DIANA	COURTER	\$261.00
SHARME	DOE	\$238.00
MARCELLA	REYNOLDS	\$206.00
FRIEDA	PAYNE	\$135.00
RHONDA	HUBER	\$129.00
TIFFANY	LIU	\$103.00

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



First Name	Last Name	PSP Level	Year to Date Sales
EMILY	SEAGREN	CO	\$7594.00
PETER	REGAN	MC	\$6,704.00
WENDY	SMITH	MC	\$5,095.00
PATRICIA A	THOMAS	HS	\$1,819.00
CHARLOTTE	WHITSON	Non-PC	\$1,809.00
JENNY	TRONBLE	PC	\$1,637.00
SANDY	BOZACH	Non-PC	\$1,584.00
DARUSZ	SULEK	PC	\$1,494.00
KADE	THOMAS	PC	\$1,037.00
YOTARO	SMITH	Non-PC	\$844.00
SALLY	MERRILL	Non-PC	\$841.00
RACHAEL	RUNEL	PC	\$804.00
AMY	MASON	Non-PC	\$762.00
AILEEN	EDWARDS	Non-PC	\$725.00
ROXANNE	FARRAR	Non-PC	\$685.00
JUANITA	MOQUEDA	PC	\$654.00
LISA	JOHNSON	PC	\$635.00
SHIRL	BARLAN	PC	\$629.00
DJ	BOWERS	Non-PC	\$607.00
KATHY	CANDELL	Non-PC	\$588.00
ASHLEY	COE	Non-PC	\$584.00
KIMBERLY	DARRAH	PC	\$582.00
AGNIESZKA	SULEK	Non-PC	\$579.00
ERIN	BONE	Non-PC	\$545.00
SHERY	VIGIL	Non-PC	\$538.00
CLAIRETTE	MOORE	Non-PC	\$536.00
BRIDGET	BROUX	PC	\$532.00

YTD - C2
\$770

Cmp Avg
\$385

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Sources for Avon Marketing Ideas



Avon Social



Avon Brochure & Flyers



Avon What's New Brochures



Avon Customer Website



AvonNow



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Let's Celebrate! Top C2 eSellers

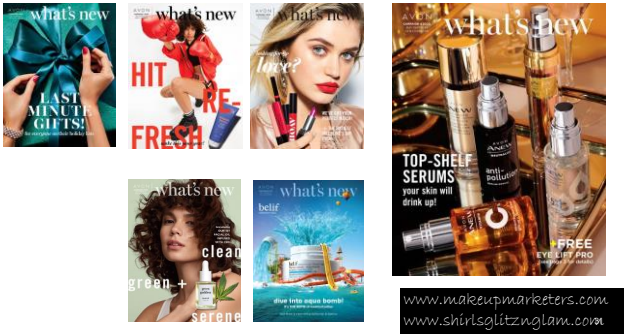
First Name	Last Name	Online Store Sales this Campaign
WENDY	SMITH	\$301.13
SANDY	BOSNICH	\$149.13
SUZANNE	REHBEIN	\$119.03
TAMMY	DOWNS	\$101.99
CAROL	DELAGARZA	\$99.97
PETER	REGAN	\$96.97
PATTI	HART	\$94.71
JANICE	GEORGE	\$82.96
EVA	COFFEY	\$81.96
MAGED	BESHAY	\$79.42



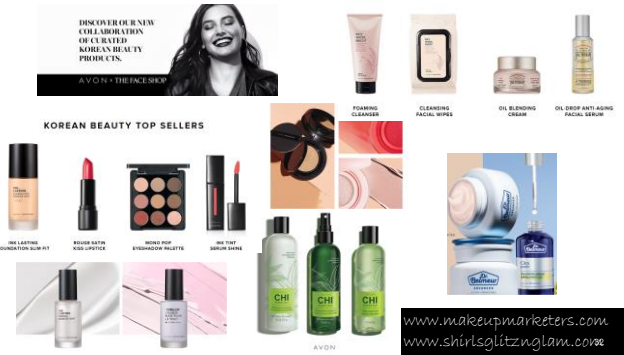
See what's happening on our social sites

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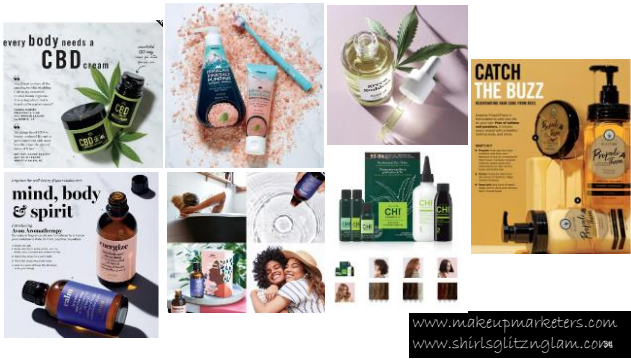
Congrats to our Top Face Shop
Color Sellers in C2!



NAME	Sales C02, 202	Units C02, 202
Bridget Rioux	\$96	5
Patricia A Thomas	\$60	4
Suzanne Reinlein	\$57	4
Shirl Papaian	\$56	3
Jenny Trondie	\$56	3
Joan M Perry	\$50	2
Joyce Curry	\$44	2
Sally Merrill	\$44	2
Charolett Whitson	\$43	3
Liesa Gonner	\$37	2

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Congrats to our Top Face Shop
Skin Care Sellers in C2!



NAME	Sales C02, 202	Units C02, 202
Charollett Whitson	\$255	5
Steven Cooke	\$104	3
Donna Miller	\$99	3
Tammy Downs	\$70	2
Wendy Smith	\$38	15
Hailey Price	\$36	1
Kelly Sublett	\$34	1
Ashley Dierker	\$34	1
Suzanne Rahbain	\$31	1
Carol Thompson	\$22	2
Yotaro Smith	\$22	2

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Congrats to our Top LG Personal Care
Sellers in C2!



NAME	Sales C02, 202	Units C02, 202
Charollett Whitson	\$99	9
Kadie Thomas	\$68	9
Sandy Bosnich	\$50	9
Donna Miller	\$46	6
Shiri Papaten	\$49	3
Robin La-Branchie	\$36	3
Luann Kern	\$30	3
Deena Valentino	\$30	2
Rebecca-Sue Kubacki	\$29	3
Martha Pratt	\$29	3

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Congrats to our CHI Haircare Sellers in C2!



Meet our CHI Haircare Sellers in C2! These ladies are the ones who have made CHI haircare a household name in their communities. They are the ones who have helped us grow our business and we are so grateful for their dedication and hard work. We are proud to have them as our representatives and we hope you will be inspired by their success.

NAME	Sales C02, 202	Units C02, 202
Kadie Thomas	\$278	17
Charolett Whitson	\$207	13
Patricia A Thomas	\$143	8
Sarah Irons	\$87	5
Kathy Lockard	\$77	4
Ramotaur Chavelley	\$75	5
Deanna Lively	\$72	4
Sarah Robison	\$60	4
Patti Hart	\$60	4
Donna Miller	\$57	3

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VOL. 1



#PANTONE



ESTEE LAUDER
SHADES

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LEADERSHIP KICKOFF 2020 | THE RITZ-CARLTON ORLANDO | JAN 24-26

IN FOCUS



POWER



Silver Leaders and Above
What's Included: Hotel, Food, Training, Swag,
Recognition, Fun & Friendship
Leaders Cover Travel To and From

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AVONrewards

Meet The New Avon Rewards

Our recognition program just got an upgrade! Introducing Avon Rewards, a program that gives you more for all your fantastic achievements. In 2020 for the first time, we're offering more choices, better value, and a way to reward yourself as you achieve—you deserve it! Building off your success in 2019, as you reach a new sales level or Leadership title achievement, you'll be able to pick from a slate of amazing rewards to celebrate. And you'll earn a new charm on your very own Avon charm bracelet to mark the occasion when a new, first-time title advancement is achieved!

We're so excited to offer updated Avon Rewards for your extraordinary dedication and incredible success with Avon. Learn more soon on the Rewards & Recognition page on AvonNow, and check out our new Avon Rewards portal in January 2020.



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Introducing the



AVON
DIAMOND CLUB

December 12, 2018 (EST 2018) – December 31, 2019

Our most dazzling reward program to date, the Avon Diamond Club rewards and recognizes Leaders for building higher team sales. For every million dollars in team sales, achievers earn a half-carat Swarovski® diamond* placed beautifully on an exclusive chain necklace. The necklace is the ultimate statement of success—a unique, meaningful piece you can hold over time. And there's no limit to how many diamonds you can earn!

At Avon, we're all about rewarding and recognizing your success, and we love to see our best and brightest shine.

Keep going to hit your goals, earn your diamonds and get your sparkle on.

*Each diamond is lab created by our partners at Swarovski.

Shine Bright Like A Diamond



The Avon Diamond Club, our newest, most dazzling reward program is finally here—and couldn't be more excited! We love recognizing our Representatives for all their hard work, and this one's all about building higher team sales. For every million dollars in team sales, achievers earn a half-carat Swarovski® diamond* placed beautifully on an exclusive chain necklace that can be built over time. The more diamonds, the better! Read up on all the sparkly details here and see how you're tracking in the Million Dollar Team Tracking Report available now for Upline Leaders and Coaches.

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Sign Someone up on your Team

WORK ANYTIME.
WORK ANYWHERE.

Earn doing what you love - from the coffee shop or your living room.

START YOUR DREAM BIG



EARN

8-time, sell Avon anytime and earn up to 40% on all sales

are guaranteed on 1st order only. Then, your depend on your effort and results will vary.

YOUR MENTOR



EMILY SEAGREN
Regional Coach - Seagren
ROCKFORD, IL

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1. Send them to
www.sellavon.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

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Top Recruiters in the Last 4 Weeks



SALES LEADER	WEEK OF FEB 13 TO FEB 19		WEEK OF FEB 20 TO FEB 26		WEEK OF FEB 27 TO FEB 28		WEEK OF MAR 1 TO MAR 7	
	Count	Count	Count	Count	Count	Count	Count	Count
EMILY BRADGLEY	0	1	0	0	0	0	0	20
HEATHER ESCOBAR	0	1	0	0	0	0	0	0
SHIRL PAPAIAN	0	1	0	0	0	0	0	0
SHARON DAVIS	0	1	0	0	0	0	0	0
JOYCE L. FOSTER	0	0	0	0	0	0	0	0
KATHY WATSON	0	0	0	0	0	0	0	0
JANITA RODRIGUEZ	0	0	0	0	0	0	0	0
JOHN WILLIAMS	0	0	0	0	0	0	0	0
BRENDA STEPHAN	0	1	0	0	0	0	0	0
PAULA POLAR	0	0	0	0	0	0	0	0
PATRICIA A THOMAS	0	0	0	0	0	0	0	0
JOE WILLIAMS	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0

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Congrats! Top C2 Leaders

First Name	Last Name	Total team sales	Team New Appsts.	1st Gen Orders
SHIRL	PAPAIAN	\$10,445.00	0	33
EMILY	BRADGLEY	\$4,720.00	0	10
WENDY	SMITH	\$3,935.00	1	6
PETER	REGAN	\$1,852.00	0	0
AMY	WATSON	\$3,668.00	2	11
JAYNE	HEWITT	\$2,982.00	0	29
PATRICIA A	THOMAS	\$2,300.00	1	12
REBECCA SUE	KUBACKI	\$1,844.00	0	15
JANITA	RODRIGUEZ	\$1,883.00	0	16
CHARLETT	WINTON	\$1,752.00	0	1

Leadership Statement

Account Number: [REDACTED]

Statement Date: 1/15/2020

Leadership Earnings Statement For: Campaign 202001

Report Date: 1/15/2020

1st Gen Sales: \$10,445.00

2nd Gen Sales: \$0.00

Referrals: \$0.00

Referrals: \$0.00

Summary

Revenue

Generation

Leaders

Spencer

Adjustments

Total Earnings

\$294.28

\$3,328.83

\$3,913.33

\$4,203.38

\$508.30

\$2,938.43

\$108,278.20

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