

2020 Avon Business Updates

Hosted by: Emily Seagren

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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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Looking Back at 2019



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2020 NATIONAL FLEEBEL ORDERING CAMPAIGN CALENDAR		
	Campaign Dates	Campaign Closes at 11:59 PM ET
1-11	Wednesday, December 3, 2019	Thursday, December 5, 2019
1-12	Wednesday, December 4, 2019	Thursday, December 5, 2019
1-13	Wednesday, December 11, 2019	Thursday, December 12, 2019
1-14	Wednesday, December 18, 2019	Thursday, December 19, 2019
1-15	Wednesday, December 25, 2019	Thursday, December 26, 2019
1-16	Wednesday, January 2, 2020	Thursday, January 3, 2020
1-17	Wednesday, January 9, 2020	Thursday, January 10, 2020
1-18	Wednesday, January 16, 2020	Thursday, January 17, 2020
1-19	Wednesday, January 23, 2020	Thursday, January 24, 2020
1-20	Wednesday, January 30, 2020	Thursday, February 1, 2020
1-21	Wednesday, February 6, 2020	Thursday, February 7, 2020
1-22	Wednesday, February 13, 2020	Thursday, February 14, 2020
1-23	Wednesday, February 20, 2020	Thursday, February 21, 2020
1-24	Wednesday, February 27, 2020	Thursday, February 28, 2020
1-25	Wednesday, March 5, 2020	Thursday, March 6, 2020
1-26	Wednesday, March 12, 2020	Thursday, March 13, 2020
1-27	Wednesday, March 19, 2020	Thursday, March 20, 2020
1-28	Wednesday, March 26, 2020	Thursday, March 27, 2020
1-29	Wednesday, April 2, 2020	Thursday, April 3, 2020
1-30	Wednesday, April 9, 2020	Thursday, April 10, 2020
1-31	Wednesday, April 16, 2020	Thursday, April 17, 2020
1-32	Wednesday, April 23, 2020	Thursday, April 24, 2020
1-33	Wednesday, April 30, 2020	Thursday, May 1, 2020
1-34	Wednesday, May 7, 2020	Thursday, May 8, 2020
1-35	Wednesday, May 14, 2020	Thursday, May 15, 2020
1-36	Wednesday, May 21, 2020	Thursday, May 22, 2020
1-37	Wednesday, May 28, 2020	Thursday, May 29, 2020
1-38	Wednesday, June 4, 2020	Thursday, June 5, 2020
1-39	Wednesday, June 11, 2020	Thursday, June 12, 2020
1-40	Wednesday, June 18, 2020	Thursday, June 19, 2020
1-41	Wednesday, June 25, 2020	Thursday, June 26, 2020
1-42	Wednesday, July 2, 2020	Thursday, July 3, 2020
1-43	Wednesday, July 9, 2020	Thursday, July 10, 2020
1-44	Wednesday, July 16, 2020	Thursday, July 17, 2020
1-45	Wednesday, July 23, 2020	Thursday, July 24, 2020
1-46	Wednesday, July 30, 2020	Thursday, August 1, 2020
1-47	Wednesday, August 6, 2020	Thursday, August 7, 2020
1-48	Wednesday, August 13, 2020	Thursday, August 14, 2020
1-49	Wednesday, August 20, 2020	Thursday, August 21, 2020
1-50	Wednesday, August 27, 2020	Thursday, August 28, 2020
1-51	Wednesday, September 3, 2020	Thursday, September 4, 2020
1-52	Wednesday, September 10, 2020	Thursday, September 11, 2020
1-53	Wednesday, September 17, 2020	Thursday, September 18, 2020
1-54	Wednesday, September 24, 2020	Thursday, September 25, 2020
1-55	Wednesday, October 1, 2020	Thursday, October 2, 2020
1-56	Wednesday, October 8, 2020	Thursday, October 9, 2020
1-57	Wednesday, October 15, 2020	Thursday, October 16, 2020
1-58	Wednesday, October 22, 2020	Thursday, October 23, 2020
1-59	Wednesday, October 29, 2020	Thursday, October 30, 2020
1-60	Wednesday, November 5, 2020	Thursday, November 6, 2020
1-61	Wednesday, November 12, 2020	Thursday, November 13, 2020
1-62	Wednesday, November 19, 2020	Thursday, November 20, 2020
1-63	Wednesday, November 26, 2020	Thursday, November 27, 2020
1-64	Wednesday, December 3, 2020	Thursday, December 4, 2020
1-65	Wednesday, December 10, 2020	Thursday, December 11, 2020
1-66	Wednesday, December 17, 2020	Thursday, December 18, 2020
1-67	Wednesday, December 24, 2020	Thursday, December 25, 2020
1-68	Wednesday, January 1, 2021	Thursday, January 2, 2021
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1-71	Wednesday, January 22, 2021	Thursday, January 23, 2021
1-72	Wednesday, January 29, 2021	Thursday, January 30, 2021
1-73	Wednesday, February 5, 2021	Thursday, February 6, 2021
1-74	Wednesday, February 12, 2021	Thursday, February 13, 2021
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1-76	Wednesday, February 26, 2021	Thursday, February 27, 2021
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1-81	Wednesday, April 2, 2021	Thursday, April 3, 2021
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1-85	Wednesday, April 30, 2021	Thursday, May 1, 2021
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1-114	Wednesday, November 19, 2021	Thursday, November 20, 2021
1-115	Wednesday, November 26, 2021	Thursday, November 27, 2021
1-116	Wednesday, December 3, 2021	Thursday, December 4, 2021
1-117	Wednesday, December 10, 2021	Thursday, December 11, 2021
1-118	Wednesday, December 17, 2021	Thursday, December 18, 2021
1-119	Wednesday, December 24, 2021	Thursday, December 25, 2021
1-120	Wednesday, January 1, 2022	Thursday, January 2, 2022

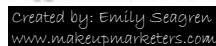


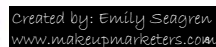
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SALES, NOT SUPPORT

Love At First Try

The exciting new products you've seen this fall are just the beginning! Make launches planned throughout 2020 will continue the focus on new products to help build your business. With more of our exclusive sampling offers like the Skin & The Face Flawless deluxe sampler — only for customers who shop with a Regulator Member — plus free 30-day samples, plenty of new products, you and your customers can discover lots of new favorites to love.

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Level Up through December 31

Make 2020 your best year yet by leveling up your business. Earn more commission and enjoy more exclusive benefits. Level up your business by December 31 and you'll be eligible for the 2021 Regulator Member level. This is your chance to earn more commission and enjoy more exclusive benefits. Level up your business by December 31 and you'll be eligible for the 2021 Regulator Member level.

2020 LEADERBOARD

25th Place: \$1,000
46th Place: \$500

Level Up Your 2020

2020 NEW BONUS: \$1,000 bonus for new business members who level up by December 31.

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New Premier Sales Level

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REWARDS and Recognition

Recognition program celebrating outstanding business units, top performing sales leaders, product innovation and more.

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President's Recognition Program (LIVE)

Category	2019 Sales	2019 Volume	2019 Units	2019 Revenue
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000
President's Club	\$1,000,000	100,000	100,000	\$1,000,000

Rank	2019 Sales	2019 Volume	2019 Units	2019 Revenue
1st	\$1,000,000	100,000	100,000	\$1,000,000
2nd	\$1,000,000	100,000	100,000	\$1,000,000
3rd	\$1,000,000	100,000	100,000	\$1,000,000
4th	\$1,000,000	100,000	100,000	\$1,000,000
5th	\$1,000,000	100,000	100,000	\$1,000,000
6th	\$1,000,000	100,000	100,000	\$1,000,000
7th	\$1,000,000	100,000	100,000	\$1,000,000
8th	\$1,000,000	100,000	100,000	\$1,000,000
9th	\$1,000,000	100,000	100,000	\$1,000,000
10th	\$1,000,000	100,000	100,000	\$1,000,000

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New Compensation Plan 2020 Frequently Asked Questions

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Why is this new plan being implemented?

The new plan is being implemented to provide a more competitive and attractive compensation structure for our business units. The new plan will be implemented on January 1, 2020.

What are the key changes in the new plan?

The key changes in the new plan include a new commission structure, a new bonus structure, and a new recognition program.

How will the new plan be implemented?

The new plan will be implemented on January 1, 2020. All business units will be required to implement the new plan by this date.

What are the benefits of the new plan?

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AVON President's Recognition Program achiever

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AVON President's Recognition Program achiever

AVON President's Recognition Program achiever

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AVONrewards

Meet The New Avon Rewards

Our recognition program just got an upgrade! Introducing new Rewards, a program that gives you more for all your business achievements. In 2020 for the first time, we're offering monthstones, better value, and a way to reward yourself as you achieve -- you deserve it! Building off your success in 2019, we now reward a new value level in Leadership 10th achievement, you'll be able to pick from a choice of amazing rewards to celebrate. And you'll have a new choice on your new Avon Rewards bracelet to mark the success when it's over. At 10 times the achievement is achieved!

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



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Introducing the AVON DIAMOND CLUB

December 17, 2019-2020 - December 31, 2020

The new sparkling award program to date, the Avon Diamond Club rewards and recognizes leaders for building higher team sales. No more earlier action in team sales, achieve over a half-million dollars in team sales, and you'll receive a new bracelet chain necklace. The necklace is the ultimate statement of success -- a unique, meaningful piece you can hold over time. And there's the best of both worlds available to you now!

At last, we're all about rewarding your ongoing great success, and we know you see that and brightest ideas.

Keep going to hit your goals, and your diamonds will get you started on.

Your reward is the ultimate statement of success.

SHINE BRIGHT LIKE A DIAMOND



The Avon Diamond Club, our newest, most exciting award program is finally here -- and we couldn't be more excited! We look forward to recognizing our top performers for all their hard work, and the work of about building higher team sales. For every million dollars in team sales, achieve over a half-million dollars in team sales, and you'll receive a new bracelet chain necklace. The necklace is the ultimate statement of success -- a unique, meaningful piece you can hold over time. And there's the best of both worlds available to you now!

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Delivering More

Avon's new program to date, the Avon Diamond Club rewards and recognizes leaders for building higher team sales. No more earlier action in team sales, achieve over a half-million dollars in team sales, and you'll receive a new bracelet chain necklace. The necklace is the ultimate statement of success -- a unique, meaningful piece you can hold over time. And there's the best of both worlds available to you now!

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2020 Shipping Pass Frequently Asked Questions

What does shipping pass include?

Shipping pass includes the right to unlimited shipping for personal use only for your entire team for customer pass and only for domestic shipping for business shipping and priority shipping services within the US.

How long is the shipping pass valid for?

Customers select their shipping pass for the entire year. Shipping pass includes your entire team for customer pass and only for domestic shipping for business shipping and priority shipping services within the US.

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Body, mind, & spirit

CBD

mind, body & spirit

CATCH THE BUZZ

Body, mind, & spirit

CBD

mind, body & spirit

CATCH THE BUZZ

Body, mind, & spirit

CBD

mind, body & spirit

CATCH THE BUZZ

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COMING IN 2020

LUMI LAYER

#PANTONE

COMING IN 2020

LUMI LAYER

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