

Must-Have Avon Vocab: Top 10 Words

Campaign

This is your two-week selling period. Avon has 26 Campaigns in a selling year with the selling year beginning anew each December. Each issue of The Book corresponds to a campaign.

AvonNow.com

This is the website where you can place orders, make payments to Avon, read about Avon news, and access training.

Online Store

This is your FREE personalized website where your customer can shop with you 24/7 and have the order quickly shipped right to her home! Any purchases she makes are credited directly to you and factored into your earnings.

Avon Social

This is a FREE app that lets you share pre-designed posts, videos and pictures about your Avon business through various social media platforms such as Facebook and Twitter. Avon Social posts get results!

Representative Earnings

This is the difference between the retail prices listed in The Book (the amount due from the customer) and the prices that you pay for the product.

Incentives

These are programs sponsored by Avon in which you can earn rewards for hitting certain targets. These rewards are in addition to your usual Campaign earnings.

Invoice

This is the statement you receive in your order that includes accounting of all items ordered and billed, messages from Avon and the amount due with the next order.

Advisor

The Sales Leader in a team who has personally recruited and appointed you.

Leadership

The Avon Leadership opportunity provides an enhanced opportunity for your Avon business offering rewards and bonuses for building your team and increasing sales.

Recruiting

The process of having a conversation about the benefits of joining the Avon team, up to and including completing the enrollment process and establishing an account.

