Avon Representative Campaign 22 2018 Tips

Hosted by: Emily Seagren
& Shirl Papaian
Guest Beauty Boss: Becky Kubacki

- **Free Avon Tips:** www.makeupmarketers.com
- **Join us on Facebook:** www.facebook.com/groups/MakeupMarketingOnline
- **Subscribe on YouTube:** www.youtube.com/user/AvonRepEmily

EMPOWER

www.emilyseagren.com
www.makeupmarketers.com

Who is Emily Seagren?

- Wife, Mother, Entrepreneur
- 2015 Avon Woman of Enterprise, Team Momentum Bronze Executive Leader, Inner Circle
- Rep since January 2008
- Why listen to me?
- **August Face-to-Face Sales:** $9,218
- **August eSales:** $14,810
- **Total August Personal Sales:** $24,028
- **Total August Team Sales:** $229,261
- **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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Helpful Tips for your Avon Biz

- Free Tips for All Representatives - **www.youtube.com/user/avonrepemily**
  - Avon Rake in the Cash Incentive Tips for Leaders: **https://youtu.be/TIp0n0BZ2ug**
  - Avon Rake in the Cash Incentive Tips for All Reps: **https://youtu.be/2eIOr6lZiwI**
  - Avon Share the Love Incentive Tracking: **https://youtu.be/GXFc9vkXwLM**

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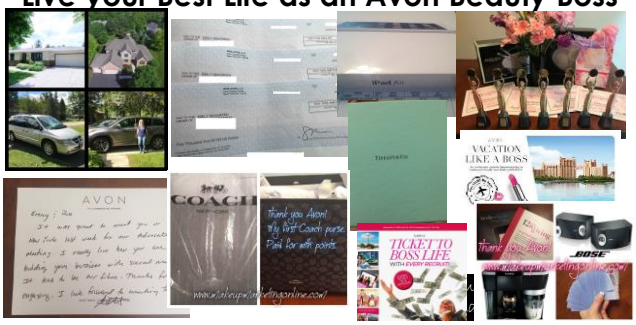
The Sky is the Limit with New Avon!

Live your Best Life as an Avon Beauty Boss



Hard Work Pays off with Avon!

Team Momentum is 1,556 Reps Strong!!!

EMILY AND ROB SEAGREN

Personal Recruiters #1
Personal Leader Development #1
Team Sales Increase #1

TOP 100 PERSONAL SALES INCREASE, CAMPAIGN 1-20, 2018

46	Kimberly Vanaest	FL	Rose Circle		$25,743
65	Wendy Smith	PA	Honor Society	Gold Ambassador	$22,777

TOP 100 PERSONAL LEADER DEVELOPER, CAMPAIGN 1-20, 2018

2	Emily Seagren	IL	President's Council	Bronze Executive Leader	12

TOP 100 PERSONAL RECRUITS, CAMPAIGN 1-20, 2018

2	Emily Seagren	IL	President's Council	Bronze Executive Leader	123
95	Shirl Papaian	CA	Honor Society	Gold Leader	32

TOP 100 TEAM SALES VOLUME, CAMPAIGN 1-20, 2018

32	Emily Seagren	IL	President's Council	Bronze Executive Leader	$2,150,945

TOP 100 TEAM SALES INCREASE. CAMPAIGN 1-20. 2018

7	Emily Seagren	IL	President's Council	Bronze Executive Leader	$794,273

TOP 100 TEAM RECRUITS, CAMPAIGN 1-20, 2018

15	Emily Seagren	IL	President's Council	Bronze Executive Leader	366

TOP 100 TEAM SIZE GROWTH, CAMPAIGN 1-20, 2018

5	Emily Seagren	IL	President's Council	Bronze Executive Leader	403
17	Shirl Papaian	CA	Honor Society	Gold Leader	153
77	Rebecca Sue Kubacki	PA	Contender	Bronze Leader	74
83	Kimberly Karpowitz	TX	Contender	Bronze Leader	72

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Way to go Team Momentum – WOW!

2018 Team Performance through C20
Year-to-Date Team Sales: $2,150,945
2018 Goal Team Sales: $4 million
Year-to-Date Team Sales Increase: $751,275
2018 Goal Team Sales Increase: $2 million

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Amazing job in Campaign 20!

$145,413 in Unit Sales - Fabulous!
#23 in the Nation for C20 - #30 in the Nation YTD

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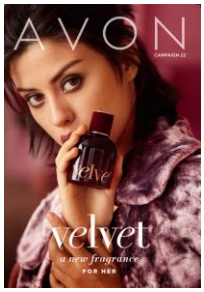
Campaign 22 Important Dates



- **Flexible Face-to-face Ordering:** Wednesday, October 3 – Tuesday, October 16 @ 4pm Central
- **Online Store:** Tuesday, October 2 – Monday, October 15
- **Facebook Livestream Campaign Insider:** https://www.facebook.com/events/1830875650540357/

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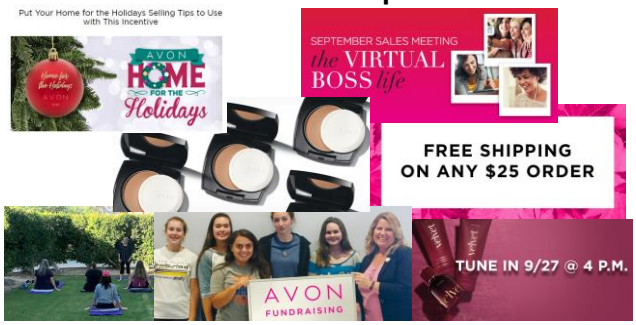
Avon Business Updates



Flexible Ordering for All Reps

2018 NATIONAL FLEXIBLE ORDERING CAMPAIGN CALENDAR

C-15	6/27	7/10
C-16	7/11	7/24
C-17	7/25	8/7
C-18	8/8	8/21
C-19	8/22	9/4
C-20	9/5	9/18
C-21	9/19	10/2
C-22	10/3	10/16
C-23	10/17	10/30
C-24	10/31	11/13
C-25	11/14	11/27
C-26	11/28	12/11

Your online store will update to the next campaign one day prior to Campaign Opens and Closes dates above. Order typically ships the following business day when placed within the campaign ordering time frame.
NOTE: This calendar can also be found online at **youravon.com.**

CIL S274

Flex Ordering Shipping Fees

	Flexible Ordering			
	Non-PRP		President's Club+	
Order Size	First Order	Additional Order	First Order	Additional Order
$0 - $149.99	$7	$7	$7	$7
$150 - $299.99	$9	$9	$9	$9
$300 - $499.99	$13	$13	$13	$13
$500+	$16	$16	$16	FREE

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ters.com

Learn from Avon U, your peers, and me!

Find your region on Facebook – Northwest Region of Avon, Southeast Region – New Avon, Southwest, Northeast

EmilySeagren.com – free training for Team Momentum

www.emilyseagren.com
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Logo items!
www.townandcountryprinting.com/avonshop.html

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Let's Celebrate! Top New Rep Sellers

Top 10 in Sales C20 – New Reps in KickStart Program

1. Gustavo Rodrigues - $1,999
2. Angelica Vasquez - $1,269
3. Joseph Simoni - $829
4. Jennifer Winkelman - $812
5. Danielle Strother - $709
6. Susan Cody - $534
7. Ileana Murillo - $498
8. Alessandra Azevedo - $496
9. Victoria Perciavalle - $495
10. Elsa Shoemaker - $476

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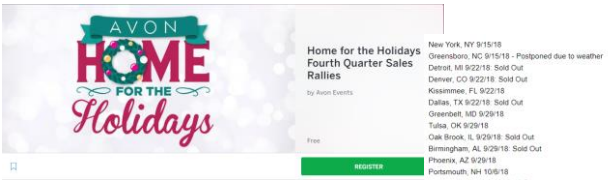

New York, NY 9/15/18
Greensboro, NC 9/15/18 - Postponed due to weather
Detroit, MI 9/22/18: Sold Out
Denver, CO 9/22/18: Sold Out
Kissimmee, FL 9/22/18
Dallas, TX 9/22/18: Sold Out
Greenbelt, MD 9/29/18
Tulsa, OK 9/29/18
Oak Brook, IL 9/29/18: Sold Out
Birmingham, AL 9/29/18: Sold Out
Phoenix, AZ 9/29/18
Portsmouth, NH 10/6/18
Lexington, KY 10/6/18: Sold Out
Anaheim, CA 10/6/18 (morning session in Spanish)
Anaheim, CA 10/6/18: Sold Out
Pittsburgh, PA 10/13/18: Sold Out
Stockton, CA 10/13/18
NEW! Chicago, IL 10/27/18 (spanish)

https://www.eventbrite.com/e/home-for-the-holidays-fourth-quarter-sales-rallies-tickets-48878157886

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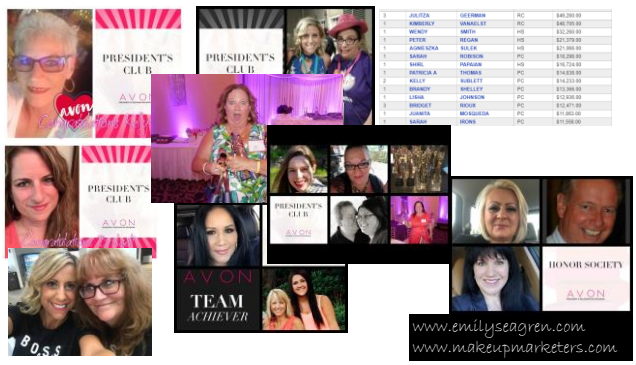

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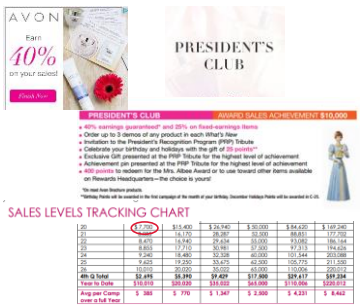
Join the President's Club!



1. Wanda Montjoy - $9,657
2. Kadie Thomas - $8,864
3. Angelene Cavitt - $8,725
4. Rachael Runkel - $8,675
5. Ellen Compell - $8,655
6. Becky Kubacki - $8,421
7. Dee Williams - $8,113
8. Doris Holliday - $7,843
9. Tracy Magisano - $7,296
10. Patsy Belcher - $7,073
11. Kimberly Darrah - $7,003
12. Marissa Colareta - $6,984
13. Barbara Mathis - $6,771
14. Joan Perry - $6,525
15. Angel Teal - $6,498

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- **When:** April 7 – 11, 2019
- **Where:** Westin Maui Resort & Spa
- **4 Ways to Earn:**
  1. Achieve President's Council ($110,000+) or Inner Circle ($220,000+) level – trip + free guest.
  2. Be a Bronze Executive Leader and achieve any level of the President's Club. Silver Executive and above get trip + free guest.
  3. Achieve Top 20 Nationally of the Avon Pinnacle Recognition.
  4. Be in the Top 5 in Sales Increase for First Time Achievers Honor Society, Rose Circle and David h. McConnell levels of the President's Club.

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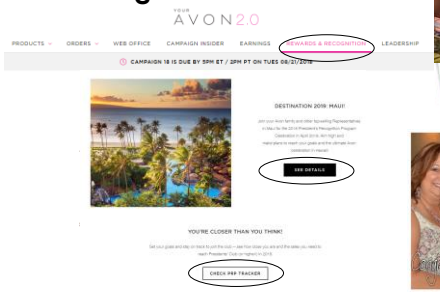
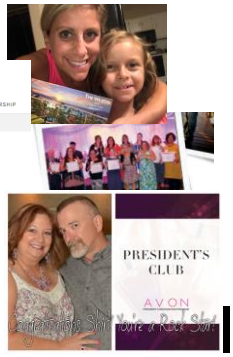
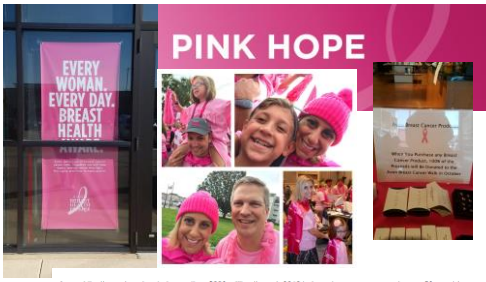
Avon President's Recognition Program Goal Card







PINK HOPE

Avon philanthropy has donated more than $800 million through 2016 to breast cancer programs in over 50 countries for research and advancing access to care, regardless of a person's ability to pay.

www.makingstrides.acsevents.org

www.emily
www.mak

Spooky Halloween Ideas to Boost your Biz

Spooky Halloween Ideas to Boost your Biz

Q4 Selling Tips for your Teams

- Campaigns 22 – 26 are hot with Christmas sales (sometimes campaign 1)
- Sales Tips for Q4
  - Buy more catalogs / books
  - Make sets up for easy shopping
  - Offer free gift wrap
  - Host holiday open house events – invest in demos
  - Keep books on hand at all times
  - Free gift with purchase
  - Do craft fairs
- Nashville Wraps
- Dollar Tree

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Let's Celebrate! Top Sellers

Top 20 in Sales C20 - Established Reps

1. Julitza Geerman - $1,852
2. Kimberly Vanaelst - $1,648
3. Wendy Smith - $1,335
4. Peter Regan - $1,101
5. Tricia Thomas - $953
6. Angelene Cavitt - $879
7. Kadie Thomas - $755
8. Charolett Whitson - $719
9. Dee Williams - $609
10. Thomas Graf - $602
11. Shirl Papaian - $581
12. Anne Binseel - $575
13. Patty Gosh - $570
14. Maricela Ibarra - $558
14. Vilma Huezo - $558
15. Leslie Young - $554
16. Wanda Montjoy - $551
17. Sarah Robison - $542
18. Brandon McReynolds - $535
19. Maria Rodriguez - $517
20. Kelly Sublett - $514

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How to Promote your Customer Website

- Add the WELCOME10 code label to all of your brochures
- Start building a mailing list and email list
- Consistently send catalogs to face-to-face and online customers
- Give samples to all paying customers
- Post consistently on Social Media (3-5 times per day)

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Emily's Recipe for Success in Direct Sales in 2018

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Let's Celebrate! Top eSellers

Top 10 in eSales C20

1. Wendy Smith - $1,116
2. Anne Binseel - $575
3. Peter Regan - $573
4. Susana Avila-Callahan - $282
5. Joseph Simoni - $262
6. Danielle Strother - $244
7. Melissa Atkinson - $244
8. Haley Price - $237
9. Stephanie Godsey - $233
10. Jayne Hewitt - $203
11. Cristy Thomas - $201

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New Products

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VELVET FRAGRANCE COLLECTION

Avon's newest fragrance is boldly sensual, rich, warm and decadent. Crafted from exotic ingredients like fig and pomegranate, rose and velvet patchouli, this elegant and long-lasting eau de parfum will be a very special addition to your customers' fragrance wardrobes. The accompanying body lotion and shower gel will give her the option of layering for a deeper, longer-lasting fragrance. Take advantage of the demo offer of all three in the Velvet collection for $18. Super earner specials in What's New offer greater earnings, free samples and jewelry!

VELVET FASHION AND ACCESSORIES

Add on to your Velvet fragrance sale! Help your customer extend the sensual experience of Velvet Eau de Parfum to her special occasions or gatherings by wearing the gorgeous and luxurious Velvet Gala Dress or Offthe-Shoulder Blouse (machine washable!) She can accessorize the look with the Velvet Bow Slides on her feet and the coordinating velvet choker with garnet-like charm and matching ring. Perfectly timed for the many special occasions in the holiday season. Get demos now so she can feel the velvety fashion and accessories for herself!

FALL FOR PARIS FASHION COLLECTION

This is the final campaign for the Fall for Paris Fashion Collection! Don't let customers miss out on the amazingly versatile pieces in this line. Perfect for Fall with classic easy style and mix and match pieces to give her seasonal wardrobe a great refresh! The neutral effects of rose, grey and black will blend beautifully with what she already has in her closet, and the dress up or dress down capability of each of these pieces is a real plus! Be sure to share these looks on social media and let customers know they need to grab their favorites now!

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Meet Beauty Boss, Becky Kubacki
Avon Tips from a Top Rep

- Began selling Avon in April 2016
- Current title: Gold Ambassador
- CTD Increase: $3,448

WOW!

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PRODUCT SALES	AWARD SALES EARNED
$50	$100
$120	$240
$250	$500

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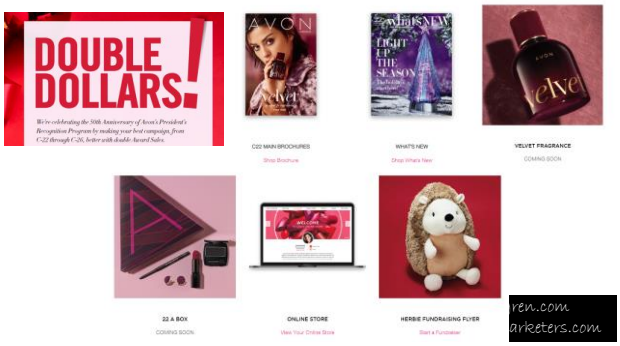
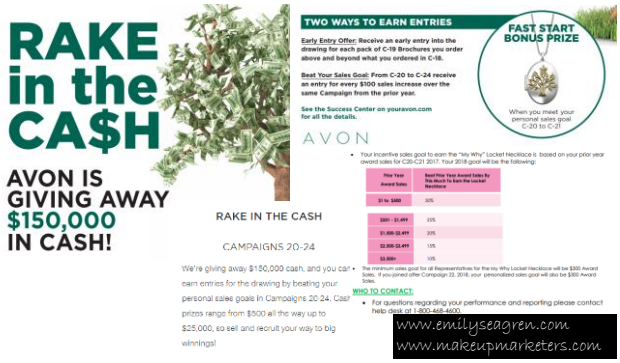

DOUBLE DOLLARS!
We're celebrating the 50th Anniversary of Avon's President's Recognition Program by making your best campaign, from C-22 through C-26, better with double Award Sales.
C22 MAIN BROCHURES
Shop Brochure
WHAT'S NEW
Shop What's New
VELVET FRAGRANCE
COMING SOON
22 A BOX
COMING SOON
ONLINE STORE
View Your Online Store
HERBIE FUNDRAISING FLYER
Start a Fundraiser
ren.com
arketers.com


RAKE in the CA$H
AVON IS GIVING AWAY $150,000 IN CASH!
RAKE IN THE CASH
CAMPAIGNS 20-24
We're giving away $150,000 cash, and you can earn entries for the drawing by beating your personal sales goals in Campaigns 20-24. Cash prizes range from $500 all the way up to $25,000, so sell and recruit your way to big winnings!
TWO WAYS TO EARN ENTRIES
Early Entry Offer: Receive an early entry into the drawing for each pack of C-19 Brochures you order above and beyond what you ordered in C-18.
Beat Your Sales Goal: From C-20 to C-24 receive an entry for every $100 sales increase over the same Campaign from the prior year.
See the Success Center on youravon.com for all the details.
FAST START BONUS PRIZE
When you meet your personal sales goal C-20 to C-21
AVON
Your incentive sales goal to earn the "My Why" Locket Necklace is based on your prior year award sales for C20-C21 2017. Your 2018 goal will be the following:
Prior Year Award Sales
Beat Prior Year Award Sales By This Much To Earn the Locket Necklace
$1 to $500
30%
$501 - $1,499
25%
$1,500-$2,499
20%
$2,500-$3,499
15%
$3,500+
10%
The minimum sales goal for all Representatives for the My Why Locket Necklace will be $300 Award Sales. If you joined after Campaign 22, 2018, your personalized sales goal will also be $300 Award Sales.
WHO TO CONTACT:
For questions regarding your performance and reporting please contact help desk at 1-800-468-4600.
www.emilyseagren.com
www.makeupmarketers.com

STEP UP AND JOIN
TEAM AVON
AVON
"I'm Walking with Team Avon" Button:
Earn by signing up for a Making Strides walk and attending RepFest
"Super Strider" Fundraising Pin:
For those who raise $500+ for a Making Strides Walk
"Grand Club" Pin plus the "Super Strider" Pin:
For those who raise $1,000+
BONUS: Earn a Trip to New York City!
The top 3 Representatives who raise the most funds to support their Making Strides Against Breast Cancer walk will earn a trip to New York City October 13-15, 2018.
Step up and register for a walk at MakingStridesWalk.com/TeamAvon.
See full details in the Incentive Guide.
EARN AN "I'M WALKING WITH TEAM AVON" BUTTON AT REPFEST
Participants: All RepFest attendees
Prize: I'm walking with TEAM AVON" button
How to Earn:
Attend RepFest
Stop by the Making Strides Against Breast Cancer Booth at the product expo
Show a confirmation that you've registered for the walk or sign up on the spot
To earn: Meet the below fundraising goals by October 31, 2018 to earn the prize.
Raise at least $500 to earn the Super Strider pin
Raise at least $1,000 to earn the Super Strider Pin and Grand Club Pin
To track your progress towards this goal, visit MakingStridesWalk.org. Sign in using the credentials you used when you created your account. Click Dashboard. Scroll down to the My Profile section. Your fundraising total will be on the right-hand side in the grey circle.
Prize Fulfillment
You must place an order on YourAvon.com to receive the pin
Meet the fundraising goal by September 30, 2018 and place a YourAvon.com order in Campaign 22 to receive the pin(s) in your Campaign 22 order
Meet the fundraising goal between October 1 to October 31, 2018 and place a YourAvon.com order in Campaign 25 to receive the pin(s) in your Campaign 25 order
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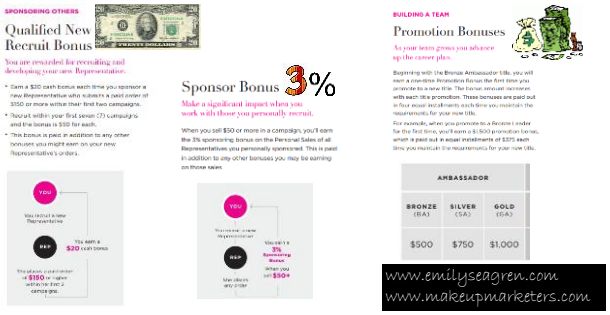
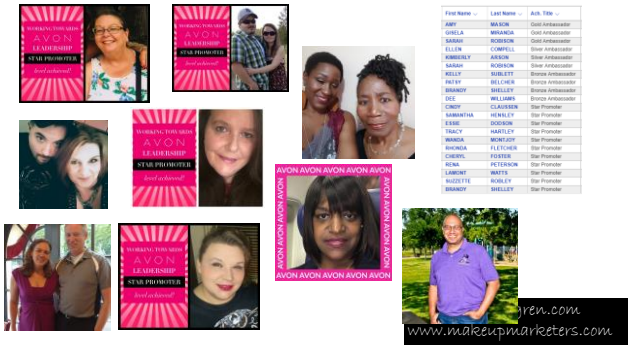
Earn Big Money with Team Building





It Pays to Advance!

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Sign Someone up on your Team

1. Send them to www.startavon.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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www.makeupmarketers.com

Congratulations New Promoters!

- Melissa Arias
- Susana Avila-Callahan
- Wanda Bailey
- Jacinda Baker
- Carlena Beckett
- Brittany Betts
- Natthamon Bridge
- Allison Brouillette
- Ashley Brown
- Jennifer Canales
- Whitley Castle
- Casandra Clemons
- Erin Cockey
- Sharon Cook
- Natalie Cummings
- Kelly Dzurisin
- Angela Emmons
- Brianna Gallaugher
- Linda Hannosh
- Irene Hilario
- Michelle Hinman
- Jennifer Kane
- Joy Lombard
- Marie Long
- Megan Mamatuki
- Stephanie Martin
- Pamela Mendoza
- Antoinette Mootie
- Maria Morales
- Carrie Overby
- Patricia Polk
- Brianne Rawlings
- Peter Regan
- Maria Rizo
- Suzette Robley
- Monica Saldana
- Jessica Sibert
- Dracya Streater
- Eartha Strong
- Betty Thomas
- Kadie Thomas
- LaMont Watts
- Andrea Wernofsky
- Debbie Zavala

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Let's Celebrate! C20 Recruiting & Leadership

Top 5 Team Sales

1. Shirl Papaian - $29,314
2. Jayne Hewitt - $13,155
3. Kim Karpowitz - $12,893
4. Becky Kubacki - $6,693
5. Tricia Thomas - $6,024

Top 5 Team Reps

1. Shirl Papaian – 388
2. Jayne Hewitt – 174
3. Kim Karpowitz – 138
4. Becky Kubacki – 79
5. Terri Mosqueda - 61

SALES LEADERS Sales Leader	WEEK OF Sep 10 TO Sep 16 Total Contracts	WEEK OF Sep 17 TO Sep 23 Total Contracts	WEEK OF Sep 24 TO Sep 30 Total Contracts	WEEK OF Aug 27 TO Sep 2 Total Contracts	Grand Total
EMILY SEAGREN	10	11	11	12	44
KIMBERLY ARISON	3	3	2	1	9
REBECCA SUE KUBACKI	1	4	0	1	6
ABBY MASON	2	3	1	0	6
SHIRL PAPAIAN	1	2	1	1	5
JAYNE HEWITT	0	1	3	0	4
FAITH F. BELCHER	1	1	1	0	3
KIMBERLY KLAMKOWITZ	0	0	1	1	2
ELLEN COMPELL	0	0	1	1	2
WENDY SMITH	0	2	0	0	2
SARAH ROBISON	1	0	1	0	2
BARBARA BATES	0	0	1	1	2
PATRICIA A THOMAS	0	1	0	0	1
MELISSA LAPIERRE	0	0	0	1	1
CRYSTAL MILLER	0	0	0	1	1
GISELA HIRAMEN	1	0	0	0	1
EDDIE DODSON	0	1	0	0	1
LETICIA A VALDIVIA	1	0	0	0	1
JACKELINE GONZALEZ	0	0	1	0	1
NELLI SUBLETT	0	1	0	0	1
LEO ANDRADE	0	1	0	0	1
CHARLOTTE WINTSON	0	0	1	0	1
SHIRLEY LARRAW	0	0	0	1	1
ANNA BLANEY	1	0	0	0	1
NATTHAMON BRIDGE	0	0	0	1	1
CARRIE OVERBY	0	0	1	0	1
VIDA LEUCK	0	0	0	1	1
MONICA SALDANA	0	0	0	1	1
ANDREA WERNOFSKY	1	0	0	0	1
JESSICA SIBERT	0	1	0	0	1
BRIDGET REICH	0	0	0	1	1
WANDA BAILEY	0	1	0	0	1

108 appts in September
32 leaders w/ appts

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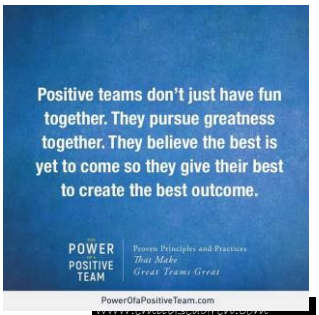

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