



Avon Representative Campaign 15 & 16 2019 Tips

*Hosted by: Emily Seagren
& Shirl Papaian*

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- Join us on Facebook: www.facebook.com/groups/MakeupMarketingOnline
- Subscribe on YouTube: www.youtube.com/user/AvonRepEmily
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Who is Emily Seagren?



- Wife, Mother, Entrepreneur
- 2015 Avon Woman of Enterprise, 2018 Spirit of Albee, Team Momentum Bronze Executive Leader, President's Inner Circle
- Rep since January 2008
- Why listen to me?
- **2018 Face-to-Face Sales:** ~ \$320,000
- **2018 eSales:** ~ \$129,000
- **2018 Team Sales:** Over \$3 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



#11 in the Nation – Team Size Growth
#34 in the Nation – Team Sales Increase
#50 in the Nation – Team QNR
Gold Leader, Honor Society, Rep since
September 2014
2018 Team Sales: \$574,075
Rolling 26 Campaign Growth: 37%

Helpful Tips for your Avon Biz

- Free Tips for All Representatives - www.youtube.com/user/avonrepemily
- Avon Business Update June 18: https://youtu.be/cSa2Chh7_Us
- Avon Incentives Update June 18: https://youtu.be/GMr1o_TG4tw
- Avon Repfest VIP Incentive: <https://youtu.be/f0DdOa3pKnQ>
- Avon Bug Guard Products: <https://youtu.be/B2rlnpEyQXk>



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Way to go Team Momentum – WOW!



2019 Team Performance through C13

Year-to-Date Team Sales: \$1,297,612
 Team Sales Goal: \$4 million
 #22 in the Nation year-to-date

Campaign 13 Team Performance

Sales: \$119,222
 #17 in the Nation for Campaign 13

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Upcoming Important Dates



- Avon Campaign 15**
- **Face-to-face Ordering:** Wed, June 26 – Tue, July 9
 - **Online Store:** Tues, June 25 – Mon, July 8
 - **FB Live Campaign Insider:** Tues, June 25 @ 3pm - 3:30pm CT
 - Avon USA Representative Facebook page
- Avon Campaign 16**
- **Face-to-face Ordering:** Wed, July 10 – Tue, July 23
 - **Online Store:** Tues, July 9 – Mon, July 22
 - **FB Live Campaign Insider:** Tues, July 9 @ 3pm - 3:30pm CT
 - Avon USA Representative Facebook page

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CAMPAIGN SELLING CALENDAR

CAMPAIGN DATES	CAMPAIGN START	CAMPAIGN END
6/26	6/26	6/26
6/27	6/27	6/27
6/28	6/28	6/28
6/29	6/29	6/29
6/30	6/30	6/30
7/1	7/1	7/1
7/2	7/2	7/2
7/3	7/3	7/3
7/4	7/4	7/4
7/5	7/5	7/5
7/6	7/6	7/6
7/7	7/7	7/7
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7/10	7/10	7/10
7/11	7/11	7/11
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7/26	7/26	7/26
7/27	7/27	7/27
7/28	7/28	7/28
7/29	7/29	7/29
7/30	7/30	7/30
7/31	7/31	7/31

Tips for Success

- Order early on in the campaign.
- Check inventory list for any disruptions to your biz.
- Specify limited quantity on specialty items.
- No returns on Outlet items.
- Encourage online order placement / WIIFM (what's in it for me - your customer – discount, speed, etc.)
- Keep some flagship products on hand for on-the-spot sales.
- Make gift baskets up for holidays.
- Plan ahead.
- Focus on a few products each campaign.
- Buy samples and demos especially with product launches.
- Share everywhere you physically go and on all of your online channels.

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Insurance Enrollment Ends Sunday!



There's just a few days left of open enrollment season for affordable health insurance! The quarterly open enrollment deadline's coming up on **June 30**, but you still have some time to check that your status here and sign up for coverage through the **Individual Enrollment Period** (IEP) Program. Don't miss out!

IEP also offers a variety of new benefits available to all Representatives, like **WellCard Savings Health Discount Program**, that gives you immediate discounts on a range of health care services and more to help keep costs down.

Get the scoop on this and all the latest Avon benefits perks on the **Avon Advantage** page.

Quarterly open enrollment for health insurance ends June 30th.



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**How can you reach the most people?
Grow traditionally, online, and your team.**



1. Sell products face-to-face.
2. Share your biz online.
3. Add new team members.

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Learn from Avon U, your Peers and me!



Educate Yourself

Campaign Tips for Success

- Avon U Training
- Beauty Buzz – Monday
- Campaign Insider – Tuesday
- Keep preferences up-to-date
- On demand - AvonNow – News

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Leverage your Business Tools

Campaign Tips for Success

- Look ahead at What's New Books for tips, product discounts, and sales tools
- Page through each brochure before the campaign starts to be able to highlight your favorites
- Find digital copies on AvonNow or at www.makeupmarketers.com

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Attend Live Events Like the Spring Fling

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RepFest & President's Recognition Program



- What You Need to Know**
- Register at www.avonrepfest.com
 - Dates: August 2 – 4, 2019
 - Where: New Orleans
 - 61 Team Momentum Registered
 - Book your hotel and flight
 - Make it to President's Club by RepFest to get access to the VIP Beauty Bash on the Bayou
 - PC = \$10,000 in award sales
 - \$10,000 – \$385 per campaign
 - \$5,005 as of c13 close
 - Double dollars on all online sales from now through RepFest
 - Track your progress on AvonNow – Earnings & Rewards - PRP Tracker

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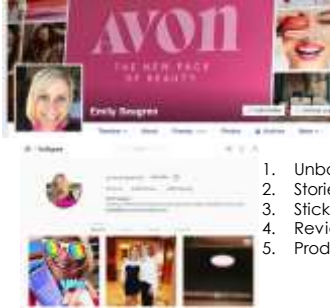
Register for 2019 RepFest: www.avonrepfest.com



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Ways to Connect Digitally



1. Facebook - community
2. Zoom - video meetings
3. Live Video - news updates / building relationships
4. Snapchat - recognition
5. Instagram - lifestyle posts
6. YouTube - build following and training videos

1. Unboxing products
2. Stories
3. Stickers
4. Reviews
5. Product demos

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Rapid Pay - Get Paid Daily with Avon



- Applies to direct delivery orders
- 2 business days after your customer order is billed
- Earnings applied to balance first then bank account
- Must enroll in direct deposit for online sales
- Minimum \$5 threshold



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Know your Avon Info



It's time for CIB and we're pulling some of your customers' total buys on sale! We have to catch our Campaign trailer **Perkins** this Saturday, June 29 at 8 pm ET with Melissa bringing to get all the info on this semi-annual deal Plus, get ready for all the good stuff coming up in CIB this official Lip Tattoo launch and CE for new Reps and old hands! Plus, this week, Melissa's leading with a very special guest. Find out who it is tomorrow! If you miss the date for you can't always catch up, check out **Perkins** and learn more on the **Campaign trailer** page.



And more so, we've got a very special online exclusive offer for CIB Customers can get 2 Lip Tattoos (one each for \$24 or \$24 each) AND a free cream blush or \$22.99 (reg. \$44.99) with code **LBEXCIB**. It's a must-have since that your customers will be having jump on get sharing!

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Let's Celebrate! Top eSellers

Top 10 in eSales C13

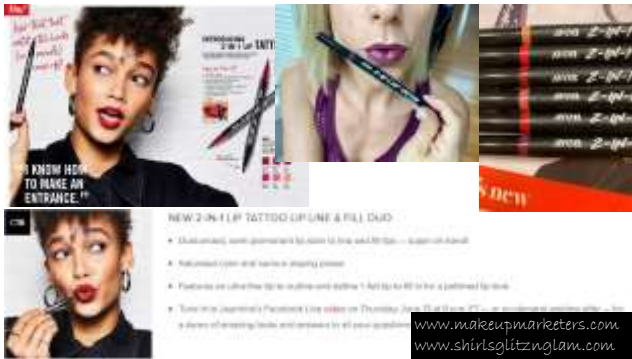
1. Andry Reva - \$2,089
2. Wendy Smith - \$1,332
3. Anne Binseel - \$1,216
4. Hadeel Najjar - \$504
5. Avila Callahan Inc - \$404
6. Peter Regan - \$286
7. Stacy Thomas - \$255
8. Margie Killian - \$249
9. Ellen Compell - \$232
10. Christopher Lewis - \$206



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New Products Coming Soon!





Repfest VIP Incentive

- **Incentive Period:** Campaigns 12 – 15 (May 15 – July 9)
- **Audience:** For Reps Attending RepFest
- **Details:** Exceed your C12-C15 sales from 2018 to earn the ultimate VIP experience at RepFest this year — including a survival pack and your own checkout line at the RepFest store. President's Club members can even earn VIP seating!







Double Dollars Online

- **Incentive Period:** Campaigns 2 – 17 (Dec 26, 2018 – Aug 6, 2019)
- **Audience:** For All Reps
- **Details:** You'll get Double Dollars on all your online store sales through RepFest. No products are excluded! This is your fast track to President's Club, where you'll receive guaranteed earnings and recognition.





Make It Jamaica

- **Incentive Period:** Campaigns 1 – 26 (Dec 12, 2018 – Dec 10, 2019)
- **Audience:** For All Reps
- **Details:** Our huge trip incentive for 2020 is to beautiful Montego Bay, Jamaica! We're giving you all of 2019 to earn the trip, and to get there you have to sell, sell, sell! You have a personal sales goal or a team sales goal if you're a Leader. Get ready to share your online store with everyone to earn your trip!

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New Way to Earn!

- **Incentive Period:** Campaigns 14 – 26 (June 12 – Dec 10, 2019)
- **Audience:** For Leaders
- **Details:** Get 25 qualified new recruits and have at least \$80,000 in team sales.

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Track your progress!



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Earn Big Money with Team Building

Qualified New Recruit Bonus
Up to \$1000

Sponsor Bonus 3%
Earn 3% on all team orders

Team Building
Build a team to increase your income

SPONSOR BONUS	MINIMUM	MAXIMUM	PERCENTAGE
1-4	\$100	\$1000	3%
5-9	\$1000	\$5000	3%
10-24	\$5000	\$25000	3%
25-49	\$25000	\$125000	3%
50-99	\$125000	\$625000	3%
100+	\$625000	\$3125000	3%

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Career & Compensation Plan At-a-Glance

Level	Personal Sales	Team Sales	Commission	Benefits
Lead Delegation	\$1000	\$1000	3%	None
ALMA Lead By	\$2000	\$2000	3%	None
\$500 per month	\$5000	\$5000	3%	None
\$2,000 per month	\$20000	\$20000	3%	Annual Trips, 6-figure Income

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Earn \$2,250 on your way to Gold Ambassador!

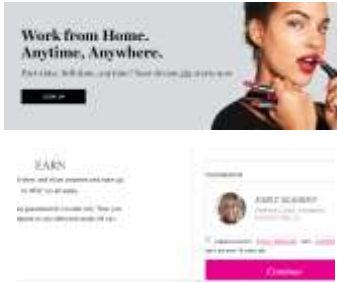
BRONZE AMBASSADOR
PERSONAL SALES \$200
MIN- 3 TEAM ORDERS
TOTAL TEAM SALES- \$1000
BONUS- \$500 AND ONE 4 CAMP

SILVER AMBASSADOR
PERSONAL SALES \$800
MIN- 6 TEAM ORDERS
TOTAL TEAM SALES- \$2000
BONUS \$1000 AND ONE 4 CAMP

GOLD AMBASSADOR
MIN- 9 TEAM ORDERS
PERSONAL SALES \$200
TOTAL TEAM SALES- \$4000
BONUS \$1000 PD ONE 4 CAMP

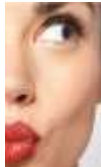
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Sign Someone up on your Team



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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I WANT TO KNOW... EVERYTHING

- 200 Sign up - Free gift with your FREE sign up gift
- The first 100 sign-ups
- Your choice 1 of 3 free sign up gift with your choice
- Products
- Training
- Digital Business System
- We'll sign up for you if you don't communicate
- Daily Cash Collection continues

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Let's Celebrate! C13 Recruiting & Leadership

Top 5 Team Sales

1. Shirl Papaian - \$25,264
2. Becky Kubacki - \$8,152
3. Tricia Thomas - \$6,393
4. Jayne Hewitt - \$6,021
5. Kim Karpowitz - \$5,036

Rep Name	Team	Sales
Shirl Papaian	Team 1	\$25,264
Becky Kubacki	Team 2	\$8,152
Tricia Thomas	Team 3	\$6,393
Jayne Hewitt	Team 4	\$6,021
Kim Karpowitz	Team 5	\$5,036



Top 5 Team Reps

1. Shirl Papaian - 378
2. Jayne Hewitt - 130
3. Becky Kubacki - 119
4. Kim Karpowitz - 105
5. Amy Mason - 47

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is the glue that ties
COMMITMENT
to **RESULTS**

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