



**Avon Representative
Campaign 24 & 25 2019 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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www.shirlsglitznglam.com

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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



Shirl Papaian
Gold Leader, Honor Society, Rep since September 2014
2018 Team Sales: \$574,075
Rolling 26 Campaign Growth: 7.84%

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Helpful Tips for your Avon Biz

- Free Tips for All Representatives - www.youtube.com/user/avonrepemily
- Avon Christmas Product Haul – Part 1: <https://youtu.be/1nV50G8O6WY>
- Avon Christmas Product Haul – Part 2: <https://youtu.be/TcJl0sKk1v8>
- Emily's Avon Business Update – October 11: <https://youtu.be/8ekfPOPdhXQ>



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Follow Avon & Emily Seagren on Social Media



- 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/mile1102
- Pinterest: www.pinterest.com/avonseag2/
- LinkedIn: www.linkedin.com/in/eseagren
- Twitter: www.twitter.com/vour_avon_rep1

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Way to go Team Momentum – WOW!



2019 Team Performance through C22
Year-to-Date Team Sales: \$2,060,190
Team Sales Goal: \$2.5 million
#22 in the Nation year-to-date



Campaign 22 Team Performance
Sales: \$96,291
#21 in the Nation for Campaign 22

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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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Reminders for New Reps in their First 7 Campaigns

Training Guide

Shortcut to Success Onboarding Series

AVON

KickStart Program – Grow Your Sales

Campaign	Sales Goal	Customers	Earn
Second	\$150	~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

AVON

Get Paid by Avon

THROUGH DIRECT DEPOSIT

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Let's Celebrate! Top New Rep Sellers

Top 15 in Sales C22 – New Reps in KickStart Program

First Name	Last Name	Award Sales
DAWN	LOWE	\$604.00
ANGIE	SMITH	\$492.00
SHELL	LITTLEFEATHER	\$481.00
PAMELA	WILLINGHAM	\$468.00
KATHY	CANDELL	\$392.00
BIANCA	MANRIQUEZ	\$362.00
MARYANNE	GORHAM	\$357.00
AMANDA	BALL	\$321.00
STELLA	STEWART	\$314.00
DEENA	VALENTINO	\$282.00
SONJA	PACK	\$263.00
ADRIANA	ESTRADA	\$258.00
MARCELLI	WINEMILLER	\$257.00
WENDY	COPELAND	\$252.00
GRISelda.Y	ARACENA	\$241.00

Exclusively for top new representatives

1 2 3 4 5

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Upcoming Important Dates

Avon Campaign 23

- Face-to-face Ordering: Wed, Oct 16 – Tue, Oct 29
- Online Store: Tues, Oct 15 – Mon, Oct 28
- FB Live Campaign Insider: Tues, Oct 28 @ 3pm - 3:30pm CT
- Avon USA Representative Facebook page

Avon Campaign 24

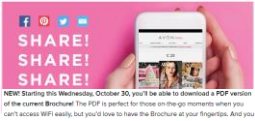
- Face-to-face Ordering: Wed, Oct 30 – Tue, Nov 12
- Online Store: Tues, Oct 29 – Mon, Nov 11
- FB Live Campaign Insider: Tues, Nov 12 @ 3pm - 3:30pm CT
- Avon USA Representative Facebook page

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Important News

Go Digital This Holiday!




NEW! Starting this Wednesday, October 30, you'll be able to download a PDF version of the current Brochure! The PDF is perfect for those on-the-go moments when you can't access WiFi easily, but you'd love to have the Brochure at your fingertips. And you

Meet The New Premier Level




Program. And here's the really big news: The Premier Level guarantees 2020 earnings of 30% on Beauty and 20% on Fashion & Home for Representatives who earn \$5,000-\$5,999 in 2019 Award Sales (CY 2019-December 31, 2019). Amazing, right? And as an extra bonus,

C24 Campaign Insider



It's showtime! C24 is finally here and it's filled with exciting updates. Tune in tomorrow, Tuesday, October 29, at 4 PM ET to get the scoop in a brand new Campaign Insider

Backorder Reminder




In case you missed it last week, here's a quick reminder that, beginning in C24, we will no longer be accepting backorders for new campaigns prior. If you attempt to order items two

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Important News

Calling All Visionaries




Register now (at a very special price) for our best conference yet. You can sign up here, and for the first time ever, you can register as many guests as you'd like! Experience a whole

Avon Texts




Have you signed up for Avon text messages yet? It's a super easy way to stay up to date on the latest news and special deals. To sign up, just text "JOIN" to #1922. Once you do, we'll

Get Sharing! Avon x The Face Shop



That amazing Avon x The Face Shop customer offer is still available through the end of C23—and it won't be here for long. Your customers can get a deluxe sampler of four color

Hello, Holiday!



Are you set for holiday gifting season? It's coming up fast, and there's so much to get your customers excited about. Get them started now (the earlier, the better!) and make sure you direct everyone to the holiday gift guide on your online store—there's something for

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AVON rewards

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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Leverage your Business Tools



What's New Books
www.makeupmarketers.com/avon-whats-new-brochures-online/



Avon Brochures
www.makeupmarketers.com/avon-brochures-online/

- Campaign Tips for Success**
- New brochure sharing features coming in Oct
 - FB, Pinterest, SMS Text, Twitter, Email, Download
 - 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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Join the President's Club! - \$10,000



WENDY	SMITH	EC	\$51,704.00
PETER	BERRY	AC	\$53,640.00
ANNE	BANDEL	HS	\$26,670.00
ROCHELLE	THOMAS	HS	\$21,590.00
KELLY	SUBLETT	HS	\$19,880.00
SHIRL	PARSONS	HS	\$17,760.00
LISA	JOHNSON	PC	\$14,770.00
MELISSA	ATTENSON	PC	\$12,750.00
CHRISTIE	LEE	PC	\$12,694.00
CHARLIZE	SILKIN	PC	\$11,280.00
KARIE	THOMAS	PC	\$11,625.00
CHRISTOPHER	LEWIS	PC	\$11,420.00
BRIANNE	BOYD	PC	\$11,250.00
JANITA	MCQUEEN	PC	\$11,050.00
KIMBERLY	COLLING	PC	\$11,000.00
KIMBERLY	DARRAH	PC	\$10,590.00
RACHEL	BAIRD	PC	\$10,760.00
PAWELA	STAMPILL	PC	\$8,894.00
REBECCA RUIB	BAIRD	PC	\$8,370.00
MARGARET	SMITH	Non-PC	\$8,557.00
JOSEPH	SHOOK	Non-PC	\$8,420.00
DORIS	HOLLGAY	PC	\$7,990.00
MELISSA	HENRY	PC	\$7,820.00
MARCEL	NALAN	Non-PC	\$7,600.00
WILLY	DEWITT	Non-PC	\$7,490.00
JENNY	TRIMBLE	PC	\$7,390.00
CORINNE	PARSONS	Non-PC	\$7,250.00
VICTORIA	PRICIAVILLE	Non-PC	\$7,230.00
ELLEN	COMPEL	PC	\$7,100.00
BEVERLY	BENZ	Non-PC	\$6,960.00

YTD - C22
\$8,470

Cmp Avg
\$385

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VALUE \$217 - EARN \$86.97
BEAUTY FAVES 6-PIECE BUNDLE: 360-840 - FULL AWARD SALES: \$26.96

Item	Quantity	Unit Price	Total Price
Avon Beauty Faves Bundle	1	\$217.00	\$217.00
Avon Beauty Faves Bundle	1	\$86.97	\$86.97
Avon Beauty Faves Bundle	1	\$26.96	\$26.96

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Planning for Success

2019 Product Launches

- C4: Nakedproof
- C5: Crave
- C7: Anew Supreme Dual Elar
- C8: Glimmer Shadows
- C9: Routhie Perfume
- C10: Anew Vitamin C Collection
- C11: Magix Tinted Moisturizer
- C16: 2-in-1 Lip Tattoo
- C17: Hydrafusion High Concentration Serum
- C19: Multitude Liquid Lipstick
- C20: Magix Wand Foundation Stick
- C21: Anew Neutralize Anti-Pollution
- C22: Live Out Loud
- C23: Holiday Gift Sets
- C24: Holiday, CHI, The Face Shop

Campaign Tips for Success

- Visit AvonSocial – Schedule posts
- Follow Av on on social media – Av on Products and Avon USA Reps
- Check out your website for features and specials
- Stay up-to-date on current incentives



- Ways of Promoting**
- Video – Live or Recorded
 - Photos – Commercial & Real
 - Product Video – Demo, Training, or Launch
 - Text
 - Email
 - Blog
 - Social Media
 - Stories
 - Boomerang
 - Snapchat

Business Trends

- Back to School – Fundraisers
- Craft Fairs / Vendor Events
- Halloween Events

Invest More – Sell to Groups

- More books / samples / demos
- Schedule table events
- Promote fundraising
- Wear & share
- Host online or home parties

Connect With Us



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Let's Celebrate! Top eSellers

Top 15 in eSales C22

WENDY	SMITH	\$475.36
HADEEL	NAJAR	\$466.49
SHIRL	PAPAIAN	\$398.72
SHELL	LITTLEFEATHER	\$300.84
MARYANNE	GORDMAN	\$239.62
KIMBERLY	KARPOWITZ	\$235.63
DEENA	VALENTINO	\$235.46
TRACY S	MAGISANO	\$218.08
ROBIN	LA BRANCHE	\$216.39
SAMUEL	VAZQUEZ	\$216.18
JENNY	THONOLE	\$214.88
DELMY	LIRA	\$199.94
MELISSA	ATKINSON	\$197.05
GRACIELA	RIVAS	\$186.48
HALEY	PRICE	\$164.61



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Let's Celebrate! Top Sellers

Top 20 in Sales C22 - Established Reps

PETER	REGAN	\$3,401.00
PATRICIA A	THOMAS	\$2,319.00
KELLY	SUBLETT	\$1,600.00
DARIUSZ	SULEK	\$1,407.00
KADIE	THOMAS	\$1,155.00
MELISSA	ATKINSON	\$1,049.00
WANDA	MONTJOY	\$1,031.00
WENDY	SMITH	\$855.00
LIDIA	JOHNSON	\$787.00
AGNIESZKA	SULEK	\$765.00
SHIRL	PAPAIAN	\$696.00
CHRISTOPHER	LEWIS	\$608.00
BEVERLY	BEHZ	\$605.00
DAVIN	LOWE	\$604.00
PAMELA	STANPHILL	\$545.00
DJ	BOWERS	\$540.00
SHARI	GARBER	\$535.00
HADEEL	NAJAR	\$531.00
MARGARET	SMITH	\$526.00
MELISSA	HENRY	\$493.00



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Plan your Holiday Viewing Party!

- The Prep Step**
- Purchase demos for display.
 - Have extras on hand for instant sales.
 - Have your phone, tablet or laptop for instant orders.
 - Make it fun with goodie bags, some freebies and extra Books.
- Party Time!**
- Set up products on a table or two.
 - Encourage testing – lots!
 - Share what you love about the products
- Closing Time**
- Take orders via your Online Store
 - Capture guests’ info to follow up and stay in touch
 - Send a thank you email, text or note – it’s always a nice touch and can lead to future orders!

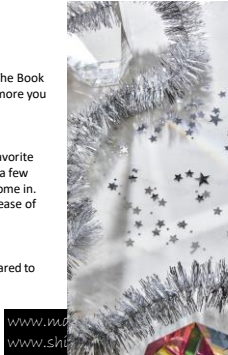


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Looking Ahead

- The more...the merrier!**
- Holiday products from C22 – C25 will be featured in The Book through C1. Display all of your demo products. The more you show, the more customers are likely to buy!
- Virtual holiday bash**
- Host your very own Facebook Live event. Pick your favorite gifts and products. Show them on camera and share a few reasons why you love each. Answer questions that come in. Place a link to your online store in the comments for ease of immediate shopping!
- Online Store**
- Whether in person, party, virtual, you’re always prepared to take orders with a couple of clicks!



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SKINCARE

AVON
x
THE FACE SHOP

RICE WATER BRIGHT

Enriched with vitamins A, B and E, ceramide and minerals to help skin feel moisturized and look radiant.

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SKINCARE

AVON
x
THE FACE SHOP

THE THERAPY

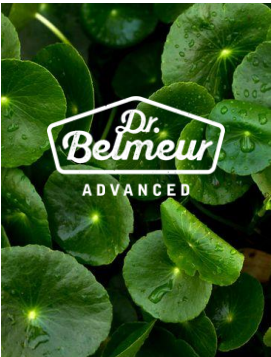
Hand-blended essential oils derived from a 200 year old formulation of flowers, leaves and fruits keep skin feeling nourished and looking younger.

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SKINCARE

AVON
x
THE FACE SHOP

Featuring cica, an ingredient known to relieve irritated skin, strengthen your skin's barrier and gently moisturize.



COLOR

AVON
x
THE FACE SHOP

Ink Lasting Primer

Why We Love It

- Minimizes pores
- Mattifies
- Controls oil
- Boosts lasting ability of foundation
- Light, fresh gel formula
- Blurring, soft-focus finish

Key Ingredients (lightly moisturize)

- Prune Extract
- Rose Flower Oil

To Use

- Apply alone or under makeup—anywhere you want a smooth, flawless complexion



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COLOR

AVON
x
THE FACE SHOP

Tone Up Primer



LUMIERE	PINK	LAVENDER	MINT
Lacking Radiance	Dull Skin	Sallow Skin	Uneven Skin
Indescent pearl boosts skin's radiance	Revives skin tone and brightens	Corrects yellowish undertones	Neutralizes red, blotchy areas

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COLOR

AVON
x
THE FACE SHOP

Ink Lasting Cushion Slim Fit

Why We Love It

- Smooth, natural matte finish
- Unique soft-textured puff allows for even application
- Medium to full coverage
- Brightens and evens skin tone
- Great for on-the-go touch ups
- Long-wear
- 18 shades

Key Ingredients

- Niacinamide

To Use

- Gently press puff into cushion
- Tap onto face for even application where needed

Pro Tip

- Flip the cushion with tweezers and extend the life of the product!



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COLOR

AVON
x
THE FACE SHOP

Ink Lasting Foundation Slim Fit

Why We Love It

- Light-weight formula creates flawless skin
- Medium to full coverage
- Evens skin tone
- Long-wearing
- 18 shades

To Use

- Shake well
- Use fingers, sponge or brush to apply



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COLOR

AVON
x
THE FACE SHOP

Moisture Cushion Blush

Blush & Glow!

Why We Love It

- Blush creates instant yet soft, natural flush of color on cheeks
- Long-wearing
- Portable

Key Ingredients

- Passion Flower
- Rosehip
- Vitamin E

Shades

- Red, Coral, Pink

To Use

- Gently tap puff on cushion
- Lightly tap onto cheeks



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COLOR

AVON
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THE FACE SHOP

Moisture Cushion Highlighter

Blush & Glow!

Why We Love It

- Subtle, pretty pearlescent, reflective glow
- Makes skin appear more youthful, radiant
- Long-wearing
- Portable

Key Ingredients

- Passion Flower
- Rosehip
- Vitamin E

To Use

- Gently tap puff on cushion
- Lightly tap onto cheeks, forehead, nose, cupid's bow, brow bone



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COLOR

AVON
x
THE FACE SHOP

Megaproof Mascara

Why We Love It

- All-in-one: waterproof volume, length, curl
- Unique brush design for powerful curling and amplified lashes

To Use

- Place brush at root of lashes and brush through using a soft, sweeping motion



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COLOR

AVON
x
THE FACE SHOP

Ink Tint Tattoo Matte

Why We Love It

- Lightweight, long-lasting liquid lip stain with vivid color
- Glides on sleek, dries down to a silky matte finish
- Teardrop applicator holds enough product for full application in one swipe
- 8 shades

Technology

- Powder-oil formula glides on lips, absorbs
- Double color lock coats and absorbs for long wear, while looking like it was freshly applied
- Water-based formula delivers fresh, cooling sensation

To Use

- Using teardrop applicator, blend outwards, starting from center of lips



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COLOR

AVON
x
THE FACE SHOP

Ink Tint Serum Shine

Why We Love It

- Dazzling gloss + bold tint with high shine finish
- Wax-free for non-sticky application
- Instant moisture + cooling
- Gel-like texture softens lips
- 4 shades

To Use

- Using teardrop applicator, blend outwards, starting from center of lips



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COLOR

AVON
x
THE FACE SHOP

Flat Velvet Lipstick

Why We Love It

- Velvet matte finish
- Visibly smooths fine lines
- Vivid color, highly pigmented
- Flat shape helps create a perfect application
- Doesn't feather, bleed
- 10 shades

Key Ingredients

- Blend of Oils
- Calendula, Jojoba, Argan, Olive

To Use

- Use flat edge to define cupid's bow and line lips. Coat the remaining lip area with desired level of coverage.



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PERSONAL CARE

AVON

Veilment Natural Spa Collection

2-in-1 exfoliating body washes with natural ingredients sourced from around the world



BLACK ROSE
Key Ingredients
French rose oil
Apricot seed powder
Scent
Aromatic rose



DEAD SEA SALT
Key Ingredients
Israeli Dead Sea Salt
Scent
Energizing citrus-ginger



HIMALAYA PINK SALT
Key Ingredients
Himalayan Pink Sea Salt
Scent
Calming sage

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Whitening Essentials

Keep your smile beautiful...perfect for coffee & wine lovers!

ORIGINAL
COOL MINT

Whitening agents to keep your smile bright



BLANC CHARCOAL
FRESH MINT

Activated charcoal helps remove stains and brighten



MEDIUM BLANC
CHARCOAL

Unique shaped brush with medium bristles. Infused with activated charcoal to help your teeth look bright

SOFT ORIGINAL

Unique shaped brush with soft bristles.

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PERSONAL CARE
AVON

40

Replenishing Shampoo

Avon CHI Essentials

Why We Love It

- Gentle, daily shampoo
- Contains essential vitamins, minerals and amino acids
- Free-from: sulfates, parabens
- Safe for color-treated hair

Key Ingredients

- Aloe Vera
- Pomegranate
- Hibiscus

To Use

- Apply to wet hair
- Gently massage into scalp and roots
- Rinse thoroughly



HAIR CARE
CHI
PROFESSIONAL

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Moisturizing Conditioner

Avon CHI Essentials

Why We Love It

- Lightweight, daily conditioner
- Infused with aloe to lock in rich moisture
- Vitamins A, B help strengthen hair, increase elasticity and help smooth split ends, frizz

Key Ingredients

- Aloe Vera
- Pomegranate
- Hibiscus

To Use

- After shampooing, apply to damp hair, working through ends
- Wait 3-5 minutes and rinse thoroughly



HAIR CARE
CHI
PROFESSIONAL

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Avon CHI Essentials

Why We Love It

Why We Love It

- ### Key Ingredients

- ### To Use

-
- A black and white photograph showing a bottle of CHI hair spray on the left and a large, healthy Aloe Vera plant on the right. The bottle is dark with a white spray nozzle and a label that reads 'CHI' and 'Aloe Vera'. The plant has thick, pointed leaves with serrated edges.

[illegible]

Avon CH1 Essentials

Why We Love It

Why We Love It

- ### Key Ingredients

- ### To Use

-
- A photograph of a CHI hair oil bottle next to a large aloe vera plant. The bottle is light green with a black cap and a label that reads 'CHI', 'Aloe Vera', and 'Hair Oil'. The aloe vera plant has thick, green, serrated leaves.

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2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C24

Iconic Avon Haiku and Passion
Eau de Parfum Spray



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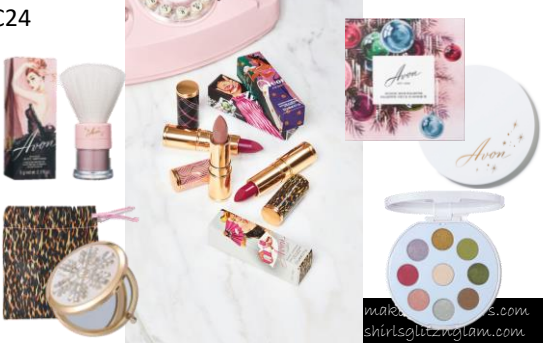
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VIRTUAL
Sales
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HOLIDAY

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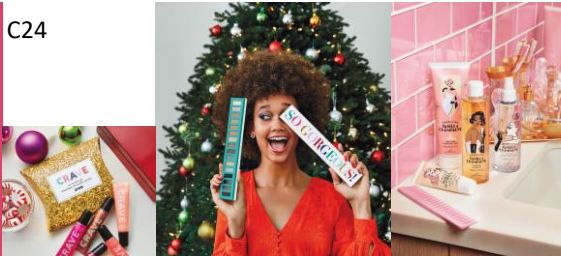
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2019
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2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C24



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2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C24



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2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C24



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2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C25
Natural
Glow
A-Box

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The More, the Merrier

Campaign 26 has gifts galore! You'll get something for everyone on your customer's list - from beauty glitters and Dopp kits to new kids' items, and so help them and their friends. Includes exclusive hand creams and lip balms!

Glam Tidings

Make it a brilliant holiday season.

Fa-la-la-la Fun!

Want to get the holiday season in with adorable gifts, glitters and more?

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MAKE IT JAMAICA!

JOIN US FOR AN ALL-INCLUSIVE TRIP TO MONTAGE BAY JAMAICA! (May 17-21, 2020)

For all Representatives, December 16, 2019 - January 1, 2020 (December 1, 2019 - December 15, 2019)

Don't miss the opportunity to win a trip to Montage Bay Jamaica! This is your chance to win a trip to Montage Bay Jamaica! This is your chance to win a trip to Montage Bay Jamaica! This is your chance to win a trip to Montage Bay Jamaica!

MAKE IT JAMAICA!

AVON

Here's a breakdown of the exciting updates:

- We're waiving the online sales requirement! As long as you meet your personal sales goal or team sales goal, you're coming with us to Montage Bay!
- We're giving you an extra team campaign (yes, best to earn your ticket to paradise... we're living on island time, baby!)
- If you meet ANY of the prior requirements for the incentive, you'll automatically get bumped up to a trip for 2!
- If you meet your personal sales goal AND your team sales goal, you'll get bumped up to a trip for 2!
- The top 10 Personal Achievers in all 8 categories below are getting a trip for 2!
 - Personal Sales Volume
 - Personal Sales Increase
 - Personal Leader Developer
 - Personal Recruit (Qualified New Recruits Q)
 - Direct Delivery Sales Volume
 - Direct Delivery Sales Increase
 - Team Sales Volume
 - Team Sales Increase
 - Team Representative Count Growth
- The top 10 Personal Achievers in the below 2 categories will also receive a trip for 2!
 - LABC Sales Volume
 - LABC Sales Increase

So far, right? We just want to open the incentive up for more Representatives and see who more of you there! Share all the new deals with your team through this handy flyer and check out all the updates in our new guide. Take a look at your checklist, too, to see how much more you need to sell. Their make a plan to meet those goals! Don't forget, there are so many gorgeous new holiday gifts and incredible collabs launching very soon to help you get there. You can do it!

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WORK ANYWHERE.**

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EARN

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we guarantee on 1st order only. Then, your depend on your effort and results will vary.

YOUR MENTOR

EMILY SEAGREN
Regional Coach - ESEAGREN
ROCKFORD, IL

☐ I agree to Avon's [Terms & Conditions](#) and [Privacy Policy](#) and I am over 18 years old

Continue

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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Let's Celebrate! C22 Recruiting & Leadership

Top 5 Team Sales

- 1. Shirl Papaian - \$18,103
- 2. Kim Karpowitz - \$5,962
- 3. Becky Kubacki - \$5,957
- 4. Jayne Hewitt - \$5,664
- 5. Tricia Thomas - \$5,147

Top 5 Team Reps

- 1. Shirl Papaian - 342
- 2. Jayne Hewitt - 121
- 3. Kim Karpowitz - 100
- 4. Becky Kubacki - 97
- 5. Terri Mosqueda - 41

SALES LEADERS	WEEK OF OCT 28 TO NOV 3		WEEK OF OCT 21 TO OCT 26		WEEK OF OCT 14 TO OCT 19		WEEK OF OCT 7 TO OCT 12		TOTAL 5 FOR PRIOR WEEKS	
	Sales Leader	Total	Sales Leader	Total	Sales Leader	Total	Sales Leader	Total	Sales Leader	Total
EMILY SEAGREN	0	11	14	9	43					
SHIRL PAPAIA	7	2	6	1	16					
BRECKY FOX	0	2	1	2	5					
KIMBERLY KARPOWITZ	0	2	0	1	3					
PATRICIA A THOMAS	2	0	1	0	3					
JAYNE HEWITT	0	0	1	1	2					
WENDY SMITH	1	0	0	1	2					
HEATHER ESCOBAR	0	1	0	0	1					
MARY ELSON	0	0	0	1	1					
REBECCA SUE KUBACKI	0	1	0	0	1					
CHERYL FOSTER	0	1	0	0	1					
KATLYN HICKS	0	0	1	0	1					
KELLY SCOTT	1	0	0	0	1					
BETTY THOMAS	0	0	1	0	1					
SHEL DENNY-PETERSEN	0	0	1	0	1					
		20	20	26	16			83		

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Timing, perseverance, & 10 years of trying will eventually make you look like an overnight success.

- Biz Stone

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