

1

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.



www.makeupmarketers.com
www.shirlsglitznglam.com

2

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%

3

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/_InV50G8O6WY
 - Avon Christmas Product Haul – Part 2: <https://youtu.be/TcJl0Sk1v8>
 - Emily's Avon Business Update – October 11: <https://youtu.be/0KpFOPdhXO>



www.makeupmarketers.com
www.shirlsglitznglam.com

4

Follow Avon & Emily Seagren on Social Media



- Facebook: www.facebook.com/avonrepresentatives/
- YouTube: www.youtube.com/user/AvonUSAReps
- Instagram: www.instagram.com/avoninsider/
- Pinterest: www.pinterest.com/avoninsider/
- Twitter: twitter.com/AvonInsider
- Facebook: www.facebook.com/emyseagren
- YouTube: www.youtube.com/user/evonnepemily
- Instagram: www.instagram.com/evonnepemily/
- Snapshot: www.snapshot.com/addr/mel1102
- Pinterest: www.pinterest.com/avonperez2/
- LinkedIn: www.linkedin.com/in/emyseagren
- Twitter: twitter.com/emyseagren

www.makeupmarketers.com
www.shirlsglitznglam.com

5

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

www.makeupmarketers.com
www.shirlsglitznglam.com

6

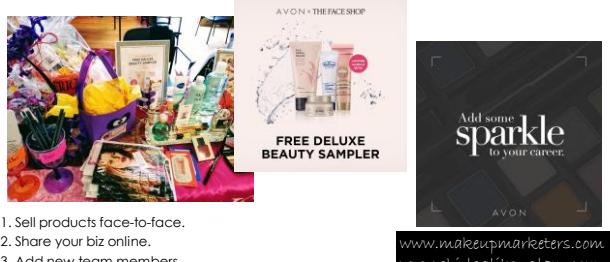


7



8

**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.

9

Reminders for New Reps in their First 7 Campaigns

Training Guide

Shortcut to Success Onboarding Series



KickStart Program – Grow Your Sales

Campaign	Sales Goal	Customers	Earn
Second	\$500	~6.5	\$460
Third	\$500	~6.8	\$480
Fourth	\$500	~6.10	\$500
Fifth	\$500	~10.13	\$520
Sixth	\$500	~12.24	\$540
Seventh	\$400	~14.16	\$560
Total Earnings \$660			

10

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
HELL	LITTLEFEATHER	\$481.00
PAMELA	WILLINGHAM	\$468.00
KATHY	CANCELL	\$392.00
BIANCA	MANRIQUEZ	\$362.00
MARYANNIE	GORMAN	\$357.00
AMANDA	BALL	\$321.00
STERIA	STEWART	\$298.00
DEENA	VALENTINO	\$281.00
SONJA	PACK	\$263.00
ADRIANA	ESTRADA	\$258.00
MARCELLI	WINMILLER	\$257.00
WENDY	COPLAND	\$252.00
GRISELDA-Y	ARACENA	\$241.00

11

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](#)

[www.makeupmarketers.com](#)
[www.shirlsglitznglam.com](#)

12

Avon Representative Monthly Update by Emily Seagren and Shirl Papaian

Important News

Go Digital This Holiday!



NEH! 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 can!

C24 Campaign Insider



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

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-\$9,999 in 2019 Award Sales (C1, 2019-December 31, 2019). Amazing, right? And as an extra bonus,

Backorder Reminder

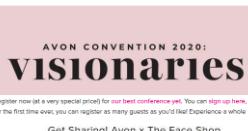


In case you missed it last week, here's a quick reminder that, beginning in C24, we will no longer be accepting backorders for two campaigns prior. If you attempt to order items two

13

Important News

Calling All Visionaries



Register now for a very special private for our best conference yet. You can sign up [here](#), and for the first time ever, you can explore as many goods as you'd like. Experience a whole

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 customer can get a deluxe sampler of four collagen products when they spend \$50+ and use code **FACESHOP** in your online store (while

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 **81820**. Once you do, we'll

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 'em started now (the earlier, the better!) and make sure you direct everyone to the [holiday](#) [page](#) on your online store...there's something for

14

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—yes, 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.



www.makeupmarketers.com
www.shirlsglitznglam.com

15

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

www.makeupmarketers.com

16

Join the President's Club! - \$10,000



WENDY	SMITH	RC	\$17,700.00
PETER	BRASH	RC	\$15,650.00
BRAD	BRASH	RC	\$15,650.00
PATRICIA A	THOMAS	HS	\$24,587.00
BLUFFET	SUBLETT	HS	\$7,981.00
HILLIE	THOMAS	HS	\$17,981.00
LEAH A	JOHNSON	PC	\$44,731.00
CHRISTINE	LEE	PC	\$12,694.00
CHRISTINE	LEWIS	PC	\$12,694.00
KAREN	THOMAS	PC	\$16,625.00
CHRISTOPHER	LEWIS	PC	\$16,426.00
CHRISTOPHER	ROSE	PC	\$16,426.00
JUANITA	MOSQUEDA	PC	\$15,193.00
KIMBERLY	COLLINS	PC	\$15,193.00
KIMBERLY	DARRAH	PC	\$10,596.00
BLAIDH	RUNNEL	PC	\$9,764.00
STERLING	STERLING	PC	\$10,596.00
BERTRICIA SUE	KURAKI	Non-PC	\$16,310.00
JOSEPH	SIMON	Non-PC	\$14,422.00
JOSEPH	HOLLYDAY	Non-PC	\$14,422.00
DEBORA	BRASH	PC	\$17,929.00
HADIE	NUJAH	Non-PC	\$17,600.00
JENNY	TRONCLE	PC	\$13,986.00
CHRISTINE	COLLINS	PC	\$13,986.00
VICTORIA	PERCIVALLE	Non-PC	\$17,233.00
ELLEN	COLWELL	PC	\$17,999.00
BRUNNIE	COLWELL	PC	\$17,999.00

www.makeupmarketers.com
www.shirlsglitznglam.com

17

AWARD SALES: \$126.96
YOUR COST: \$39.99
ITEM: 360-840 NO LIMIT

All 6 products for only \$39.99

BEAUTY FAVES BUNDLE

Beauty, skincare, makeup, and more! One per customer. An order cannot be split with our private beauty goals.



18

Avon Representative Monthly Update by Emily Seagren and Shirl Papaian

Planning for Success

2019 Product Launches

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

Campaign Tips for Success

- Visit AvonSocial – schedule posts
- Follow Avon on social media – Avon 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

Connect With Us



www.makeupmarketers.com
www.shirlsglitznglam.com

19

Let's Celebrate! Top eSellers

Top 15 in eSales C22

WENDY	SMITH	\$475.38
HADIEL	NUJAR	\$469.49
SHIRL	PAPAJAN	\$399.72
SHELL	LITTLEFEATHER	\$300.84
MARYVANIE	GOSHAM	\$299.62
KIMBERLY	KARPOWITZ	\$235.63
DEENA	VALENTINO	\$235.46
TRACY'S	MAGISANO	\$218.08
ROBIN	LA BRANCHE	\$216.39
SAMUEL	VAZQUEZ	\$216.18
JENNY	TRONDLE	\$214.88
DELMY	LIRA	\$199.94
MELISSA	ATKINSON	\$197.05
GRACIELA	RIVAS	\$186.48
HALEY	PRICE	\$164.61



www.makeupmarketers.com
www.shirlsglitznglam.com

20

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	\$1,635.00
DARMIUSZ	SULEK	\$1,407.00
KADIR	THOMAS	\$1,135.00
MELISSA	ATKINSON	\$1,049.00
WENDY	MONTJOY	\$1,031.00
LISHA	SMITH	\$855.00
AGNIESZKA	JOHNSON	\$787.00
SHIRL	SULEK	\$763.00
CHRISTOPHER	PAPAJAN	\$696.00
BEVERLY	LEWIS	\$608.00
DAWN	BENZ	\$605.00
PAMELA	LOWE	\$604.00
SHIRL	STANPHILL	\$545.00
CHRISTOPHER	BOWERS	\$540.00
SHARI	GARNER	\$535.00
HADIEL	NAJAR	\$531.00
MARGARET	SMITH	\$526.00
MELISSA	HENRY	\$493.00



www.makeupmarketers.com
www.shirlsglitznglam.com

21



25

RICE WATER BRIGHT

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



AVON
x
THE FACE SHOP

26

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.



AVON
x
THE FACE SHOP

27

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



28

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)



To Use

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

www.makeupmarketers.com
www.shirlsglitznglam.com

29

Tone Up Primer



LUMIERE

Dull Skin
Revives skin tone and
brightens

Sallow Skin
Corrects yellowish
undertones

Uneven Skin
Neutralizes red, blotchy skin

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

30

Avon Representative Monthly Update by Emily Seagren and Shirl Papaian

COLOR

AVON
THE FACE SHOP

34

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



www.makeupmarketers.com
www.shirlsglitznglam.com

COLOR

AVON
THE FACE SHOP

35

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



www.makeupmarketers.com
www.shirlsglitznglam.com

COLOR

AVON
THE FACE SHOP

36

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



www.makeupmarketers.com
www.shirlsglitznglam.com

Whitening Essentials

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



40

- Contains essential vitamins, minerals and amino acids

AVON ESSENTIALS

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

Key Ingredients

- Hibiscus



41

Moisturizing Conditioner

Avon CHI Essentials

- 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

- Aloe Vera
- Pomegranate
- Hibiscus

To Use

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



42



C24

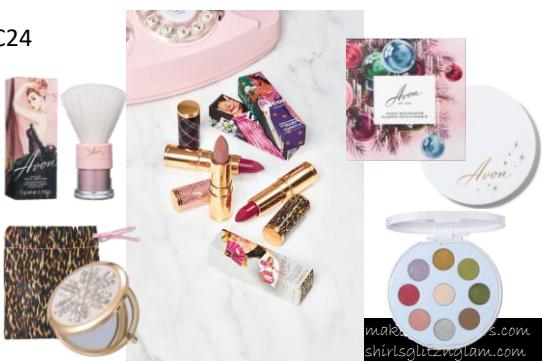
Iconic Avon Haiku and Passion Eau de Parfum Spray



46



C24



47



C24



48



Avon Representative Monthly Update by Emily Seagren and Shirl Papaian

2019
VIRTUAL
Sales
Meeting

C24



AVON

www.makeupmarketers.com
www.shirlsglitznglam.com

49

2019
VIRTUAL
Sales
Meeting

C24



50

2019
VIRTUAL
Sales
Meeting

C24



51



C24



52



C24



53



C24



54

2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C25
Oh What
Fun
Makeup
Mega
Palette



55

2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C25
Let it Glow
Skincare
Blockbuster



56

2019
VIRTUAL
Sales
Meeting

HOLIDAY

AVON

C25
Iconic Avon
Pretty
Purrfect
Bubble Bath

Prissy (pink)
Prim (black)



57



58

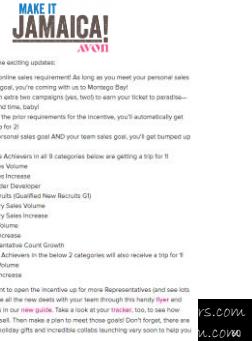
Avon Campaign 26 Sneak Peek!



59



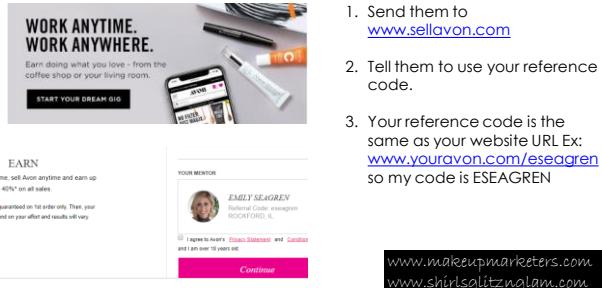
Congrats Peter Regan
and Anne Binseel for
each earning a trip
for 2!



60

Avon Representative Monthly Update by Emily Seagren and Shirl Papaian

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

www.makeupmarketers.com
www.shirlsglitznglam.com

61

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 14 - 20		WEEK OF Oct 21 - 27		WEEK OF Oct 28 - Nov 3		WEEK OF Nov 4 - 10		TOTAL FOR Oct 14 - Nov 10	
	Total	Contracts	Total	Contracts	Total	Contracts	Total	Contracts	Total	Contracts
EMILY SEAGREN	17	14	6	1	45					
SHIRL PAPAIAN	7	2	6	1	18					
BREGET ROUX	0	2	1	2	5					
KIMBERLY KARPOWITZ	0	2	0	1	3					
PATRICIA KARPOWITZ	2	0	1	0	3					
JAYNE HEWITT	0	0	1	1	2					
WENDY SMITH	1	0	0	1	2					
HEATHER EBELAICA	0	1	0	0	1					
TERRI MOSQUEDA	0	0	0	1	1					
REBECCA-SUE KUBACKI	9	1	0	9	1					
CHERYL FOSTER	0	1	0	0	1					
KATELYN HICKS	0	0	1	0	1					
KELLY VILLE	1	0	0	0	0					
BETTY THOMAS	0	0	1	0	1					
SHEL DENNY-PEDERSEN	0	0	1	0	1					
	20	20	26	16	82					

www.makeupmarketers.com
www.shirlsglitznglam.com

62

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

-Biz Stone

www.makeupmarketers.com
www.shirlsglitznglam.com

63