

# The Future You **Imagine** Can Be Yours

## Quick Reference Guide to the Enhanced Appointment



### Step 1: Imagine

- Introduce self and share "**My Story**"
- Solicit "**Representative's Story**" and their "**Why**" (what they need)
- Share an "**Avon Story**" that relates to the Representative's life style and needs
- Help Representative "**Imagine**" (tie back to her why) her future with Avon

### Step 2: Believe in your future

- Explain the potential of building a successful home based business by selling products and growing your team.
  - Share that Avon's success formula is **PC and AUL+ level** – to achieve President's Club by selling \$400 every two weeks while at the same time achieving Advanced Unit Leader in the first year. This business combination has the potential to get you on the pathway to a successful home business that will help you achieve your goals.
  - Share your Titles and how your business is structured (HS with \$28,000 in personal sales from an average of 45 Customers every Campaign & AUL with an annual total business value of \$127,000)
  - Illustrate the support available using **Avon Pathways Representative flyer** and share that you are her business partner, you will stay with her until she achieves her first two business titles and will guide her through the pathway to success.\*

### Step 3: Achieve

- Confirm they are ready to get started; use **“You have what it takes to sell Avon”** examples
  - Ask: *Have you ever convinced your child/friend to do something like read a book or see a movie? Well then, you have what it takes to sell Avon...*
- Load contract Information and while waiting for the account to upload train on how to create your signature look. Once the account shows as registered, set up account and prepare to train her on submitting her first family order before leaving.
- Introduce the Avon brochure and the key offers; Create a family order, compare the savings and submit order
  - Help the Representative select products for her signature Avon look (fragrance, jewelry), as well products for her family needs using the **Compare and Save form\*\*** (personal care, kids and men's products)
- Build a Customer Contact List and identify business partners to earn **the first \$775**
  - Identify the names of the people from her Invitation list that may be interested in the Avon Earnings Opportunity; use the 10 ways that Representatives can earn flyer to excite and inspire her to work when you leave.

### Step 4: Plan

- Help the new Representative set goals for her Customer orders which could be sent in as a second regular order prior to the District update for the Campaign, or the second order could be her LOA 2 order depending on the due date.
- Schedule time to contact the first 10 Customers on the list and request that she calls you to share results
- Invite potential business partners to a **Meet and Greet** to hear the **10 Ways to Earn**;  
By when: \_\_\_\_\_ location \_\_\_\_\_ time \_\_\_\_\_
- Offer to partner to conduct the first Meet and Greet to model how easy and fun it is to share Avon in small groups.
- Closing examples:
  - *“Call me when your first Avon family order arrives and to share how many you will have at your first meet and greet.”*
  - *“Call me if you get Customer orders before \_\_\_\_\_ and I will show you how to add your Customer orders to your family order. Keep developing your Contact List.”*

**Imagine** realizing your hopes and dreams.

**Imagine** giving hope to those who need it most.

The **future** you imagine **can be yours!**

# The Future You **Imagine** Can Be Yours

## Quick Reference Guide For Sales Leaders

- Introduce self and share “**My Story**”
- Solicit “**Representative’s Story**”
- Share an “**Avon Story**” that relates to the Representative’s life style and needs
- Help Representative **Imagine** her future with Avon

### Step 1: Imagine

### Step 2: Believe

- Explain the potential of building a successful home based business by selling products and growing your team (illustrate the potential earnings/benefits at a PC and AUL+ level)
- Illustrate the support available using **Avon Pathways Representative flyer**

- Confirm they are ready to get started using “**you have what it takes to sell Avon**” examples
- Introduce the Avon brochure and the key offers; Create a family order, **Compare the Savings** and submit order
- Build a **customers contact list** and **identify business partners** to earn the first **\$775**.

### Step 3: Achieve

### Step 4: Plan

- Help the new **Representative** set **goals** for her first Campaign
- Schedule time with first 10 customers on the list
- Invite partners to a **Meet and Greet** to hear the **10 ways to earn**;  
By when:  
\_\_\_\_\_

## Meet:

### Angelique Agee

Senior Executive Unit Leader,  
Mobile, AL



Prior to Avon, I was fired from two jobs for being too social, so it's amazing that talking to people is exactly the skill I needed to establish my Leadership business.

I started without knowing a thing about building a business. At my first Avon convention I met a woman who had 300 people on her team and was getting checks for \$2,000 a month, and I thought, "That's the kind of money I want to make."

So I recruited five people and became a Unit Leader. But my first check was for \$13...and so was my second check...and my third. But now, I'm making \$2,000 per campaign- the same amount the woman I admired at my first Avon convention was making in one month! I realized then how important it is to build a Downline with people who wanted the same thing I did: money!

## Meet:

### Cathy Elmore

Senior Executive Unit Leader,  
Mountain View, CA



*"For just \$10, you can change your life."*

I'm someone who shouldn't be successful at Avon...I can't walk well because of a disability and at the time I started selling, I didn't even drive! But when my husband was diagnosed with stage 4 colon cancer, I could no longer rely on him for support. That's when I started my Avon business.

Almost immediately, I was attracted to Sales Leadership and I wanted to be a Senior Executive Unit Leader. But first, I had to learn how to talk to strangers...to connect. It was hard at first, but at the hospital, all day everyday with my husband, I began selling to the nurses. Now when someone even looks at me, I start a conversation about Avon.

I also learned Spanish thanks to Avon and it has really helped to grow my business. I'm not fluent, but I know key words and am able to communicate with my Customers and Downline. It's another way to connect with the people I meet.

People have this idea that you can't make money with Avon. It's not true. The flexibility of my Avon business enabled me to care for my husband for 26 months and keep us in our home. That's why I truly believe that when you're not sharing the opportunity of Avon, you may be denying someone the ability to feed their family. I always say, "For just \$10, you can change your life."

## Meet:

### Erika Woolbright

ROSE CIRCLE  
Senior Executive Unit Leader,  
Mobile, AL



*"Avon Sales Leadership has given me Unfailing Belief in my Own Decision-Making Abilities."*

I used to be a pastry chef. Ten years ago, when I started selling Avon, I realized that the patience and perseverance I needed when trying to perfect a new recipe translated perfectly to my Avon business. By trial and error, I figured out what I was doing wrong and how to make it work.

At first, getting people to talk to me about Avon was really scary. To avoid making face-to-face contact, I left recruiting flyers with brochures at different locations. Of course, that was not effective. So I thought, "Where are people paid to be nice to me?" Every time I went to the mall, a doctor's office or a drug store, I would strike up a conversation and ask if she was interested in Avon. That strategy worked and my confidence grew.

I joined a business group where I learned how to talk about my business and how to present. Like pastry making, you have to learn your craft and learn how to talk about your craft. By meeting people from different industries, I gradually began to see myself as a business owner, too.

## Meet:

### Luz Stella Bongiovi

PRESIDENT'S COUNCIL  
Executive Unit Leader,  
Brooklyn, NY



*"There's always someone telling you what you can't do. But I say, believe in yourself. Believe in your dreams and go for it! Don't let anything stop you."*

I started selling Avon when my neighborhood Representative moved away. I decided to become a Representative so I could buy products and gave a few brochures to my family and friends, too. My first order was for \$500.

It wasn't long before my manager suggested I start a business by joining Sales Leadership. That's when everything changed for me. As soon as I started getting extra earnings from my Downline, I was motivated to stick with it. I thought, "Nothing is going to stop me now!" A year after I started my business, I opened a store in Bushwick, Brooklyn. Seventeen years later, I have over 400 people in my Downline and we hold our meetings in the store.

# Believe

in your success  
with **AVON**

On the **Pathway to building your home based Avon business**, we are here to support you every step of the way!



## Face-to-Face Business Growth Training

Benefit from the **mentorship and coaching** of your Upline / District Sales Manager during your Believe and Achieve Contacts.



## New Representative eMail Series

**Start your business on a strong note** with help from Avon's interactive eMail series available in your Web Office.



## Online Skills Training

**Further your skills** with free online courses on yourAvon.com under the Training tab.



## District Events

**Network** with fellow Representatives, Top Sellers and Sales Leaders.

**Learn from the best** by attending District Events, Avon Opportunity Meetings and Business Buzz meetings.



## Social Media

Join the conversation and **stay connected** with Twitter, Facebook, Pinterest and YouTube.



## Tools and Resources

Learn more about current Campaign **offers & incentives** on yourAvon.com under the Campaign Tools tab.

04/17/13

## Potential earnings from selling products

EARNINGS ON YOUR CUSTOMER SALES*			PRESIDENT'S CLUB	HONOR SOCIETY	ROSE CIRCLE	MCCONNELL CLUB	PRESIDENT'S COUNCIL	INNER CIRCLE	
\$1,550 or greater	<b>50%</b>	Total Cycle Sales <i>(minimum requirement)</i>	<b>\$10,100</b>	<b>\$20,200</b>	<b>\$38,000</b>	<b>\$66,500</b>	<b>\$112,000</b>	<b>\$280,000</b>	
\$900 - \$1,549.99	<b>45%</b>		Average # of Customers	20	30	60	100	175	430
\$425 - \$899.99	<b>40%</b>			Average Award Sales per Campaign	\$425*	\$777	\$1,462	\$2,558	\$4,308
\$285 - \$424.99	<b>35%</b>		Percentage Earnings		40%	40%	45%	50%	50%
\$145 - \$284.99	<b>30%</b>			Average Monthly Earnings Potential	\$340	\$622	\$1,316	\$2,558	\$4,308
\$50 - \$144.99	<b>20%</b>								
\$0 - \$49.99	<b>0%</b>								

The future  
you imagine  
can be  
yours

## Potential earnings from growing your team

NEW CANDIDATE BRIDGE		
<b>Candidate Bridge to Achieve Unit Leader:</b> When a new** Candidate recruits 3 new** Representatives who submit on time and pay on time for an LOA 1 order of \$100 or more in the specified time frames, both the new** Candidate and their mentor** will earn the following bonuses.		
	CANDIDATE	MENTOR**
<b>WITHIN FIRST 3 CAMPAIGNS OF CANDIDATE ACHIEVEMENT</b>	<b>\$100</b>	<b>\$50</b>
<b>WITHIN FIRST 6 CAMPAIGNS OF CANDIDATE ACHIEVEMENT</b>	<b>\$50</b>	<b>\$25</b>

FAST TRACK ADVANCE WITHIN A TIME FRAME & EARN EVEN MORE!		
	ADVANCE	MENTOR***
<b>UNIT LEADER</b> (Within first 4 Campaigns of Candidate achievement)	<b>\$500</b>	<b>\$200</b>
<b>ADVANCED UNIT LEADER</b> (Within first 13 Campaigns of UL achievement)	<b>\$1,000</b>	<b>\$500</b>
<b>EXECUTIVE UNIT LEADER</b> (Within first 13 Campaigns of AUL achievement)	<b>\$2,500****</b>	<b>\$2,500****</b>
<b>SENIOR EXECUTIVE UNIT LEADER</b> (Within first 26 Campaigns of EUL achievement)	<b>\$5,000****</b>	<b>\$5,000****</b>

What could you do with \$775?

.....

.....

What could you do with \$9,100?

.....

.....

My PRP Title (Sales Level) Goal is:

..... by C .....

My Title Advancement (BIYS) Goal is:

..... by C .....

\* Fixed earnings on select products.

\*\* First-time

\*\*\* Only AULs and above are eligible to earn the Believe in Mentoring Your Downline bonuses. These are bonuses for the Upline Leaders when their 1st Generation Downline members advance title for the first time. The Upline Leader must be performing at title of AUL or above in the Campaign that their 1st Generation Downline advances to earn this bonus.

\*\*\*\* Beginning in C-19 (TS C-21) 2012. New SEUL or EUL Title must be maintained for 3 consecutive Campaigns following advancement before Fast Track payout is awarded at the advancement or mentor level. If the new SEUL or EUL performs at a lower title in the first 3 Campaigns, thereby going "Title At Risk," they and their mentor will be awarded the standard Advancing or Mentoring bonus.

# You have what it takes to Sell Avon



You persuaded your kids to  
**DO THE DISHES.**  
You have what it takes  
to **sell Avon.**

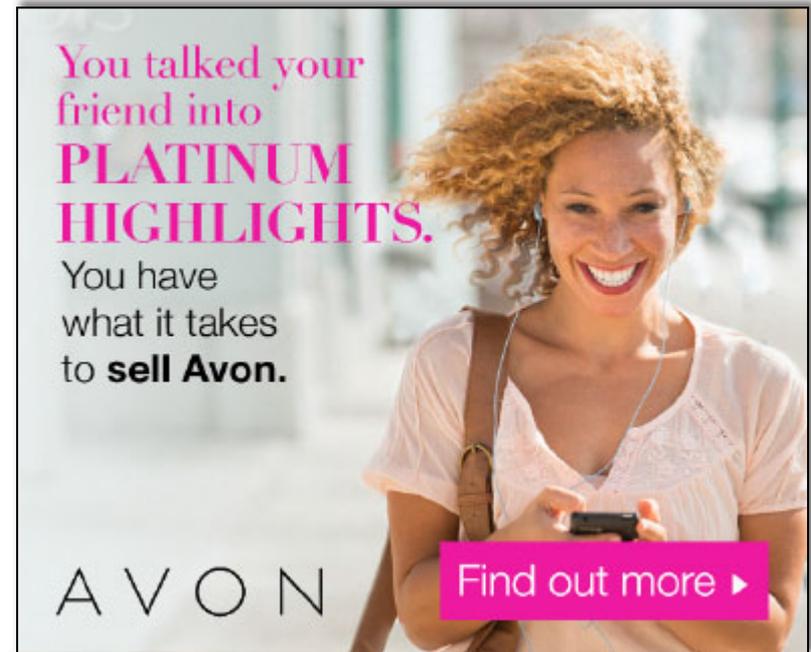
AVON

[Find out more ▶](#)



NOVA

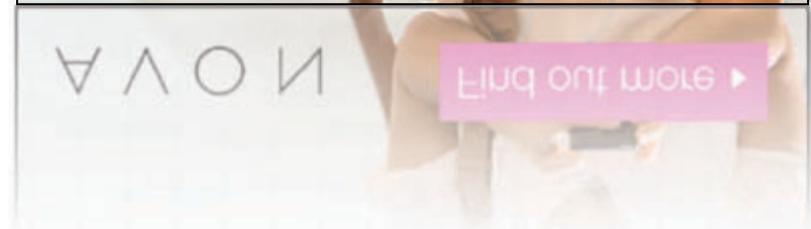
[Find out more ▶](#)



You talked your  
friend into  
**PLATINUM  
HIGHLIGHTS.**  
You have  
what it takes  
to **sell Avon.**

AVON

[Find out more ▶](#)



NOVA

[Find out more ▶](#)

# COMPARE AND SAVE WITH AVON

QUALITY PRODUCTS AT VALUE PRICES BEAT THE COMPETITION

## PERSONAL CARE

	YOUR BRAND	PRICE	AVON	SAVE
Deodorant				
Shampoo/Conditioner				
Hair Stylers/Treatments				
Body Lotion				
Hand Cream				
Shower Gel				
Bubble Bath				

## SKIN CARE

Facial Cleanser				
Facial Moisturizer				
Treatments				

## MAKEUP

Lipstick				
Nail Care				
Mascara				
Powders				
Pencils/Liners				
Foundation				

## FRAGRANCE

Women				
Men				

**TOTAL SAVINGS:**

**CUSTOMER'S NAME**

**PHONE**

# Believe **IN YOUR SUCCESS**

The more you recruit, the more you earn. **NO LIMIT!**  
 Earn more when you **HELP** others do the same.  
 Multiply those earnings when you **TEACH** others how to do the same.

NEW 1st GENERATION RECRUITING BONUS					CANDIDATE RECRUITING BONUS*						
Name	Appt. Campaign	LOA 1 Order = \$100 Order Size	EARN \$25 Potential Earnings	Earned?	Name	Appt. Campaign	LOA 1 Order = \$100 Order Size	EARN \$25 Potential Earnings	Earned?		
1.		_____	<b>\$25</b>	<input type="checkbox"/>	New Candidate:	_____					
2.		_____	<b>\$25</b>	<input type="checkbox"/>	New Recruit:	_____		<b>\$25</b>	<input type="checkbox"/>		
3.		_____	<b>\$25</b>	<input type="checkbox"/>							
Achieve Candidate Bridge within 3 Campaigns of 1st Time Candidate			<b>EARN \$100</b>							<b>UNIT LEADER POTENTIAL BONUS EARNINGS:</b>	
4.		_____	<b>\$25</b>	<input type="checkbox"/>	New Candidate:	_____					
5.		_____	<b>\$25</b>	<input type="checkbox"/>	New Recruit:	_____		<b>\$25</b>	<input type="checkbox"/>		
Achieve Unit Leader within 4 Campaigns of 1st Time Candidate			<b>EARN \$500</b>								<b>\$775</b>
6.		_____	<b>\$25</b>	<input type="checkbox"/>	Name	Appt. Campaign	Order Size	Potential Earnings	Earned?		
7.		_____	<b>\$25</b>	<input type="checkbox"/>	New Candidate:	_____				<b>ADVANCED UNIT LEADER POTENTIAL BONUS EARNINGS:</b>	
8.		_____	<b>\$25</b>	<input type="checkbox"/>	New Recruit:	_____		<b>\$25</b>	<input type="checkbox"/>		
9.		_____	<b>\$25</b>	<input type="checkbox"/>							
10.		_____	<b>\$25</b>	<input type="checkbox"/>	New Candidate:	_____					
11.		_____	<b>\$25</b>	<input type="checkbox"/>	New Recruit:	_____		<b>\$25</b>	<input type="checkbox"/>		
12.		_____	<b>\$25</b>	<input type="checkbox"/>							
Achieve Advanced Unit Leader within 13 Campaigns of 1st Time Unit Leader			<b>EARN \$1,000</b> (AT AUL begin earning Mentor Bonuses)								<b>\$1,225</b>
<b>FILL THIS WORKSHEET FOR POTENTIAL EARNINGS OF:</b>										<b>\$2,000</b>	

LOA = Length of Association. LOA1 is an order that is scheduled to be placed in "Campaign of first order" as per Appointment Contract.  
 For complete program details, see the Sales Leadership Bonus Chart at yourAVON.com. Avon reserves the right to change these levels and any Leadership requirements at any time, in its sole discretion.  
 \*New Candidates can come from recruiting new Representatives or recruiting current 1st Generation Downline members who are not in Sales Leadership.

# Meet and Greet

## Sales Leader Preparation Steps

### Part I **Who should use this strategy to advance their business, often referred to as Avon Business Receptions, Avon Business Launch Parties or Avon Grand Openings...**

- DSMs and Sales Leaders who want to advance their Sales Leadership titles
- DSMs and Sales Leaders who want to rapidly advance the titles of their high potential Downline members
- DSM and Sales Leaders who want to accelerate the advancement of new Representatives and Candidates by modeling how to share Avon in small or large group settings.

### Part II **Why use Avon Business Receptions?**

- Sharing Avon in small and large groups creates a contagious environment. It saves time and you can partner with Uplines and Downline Members to share the excitement of how Avon can change lives.
- Group sharing creates energy and prospects become inspired by successful Representatives who share their Avon stories, in addition to hearing your story.
- Title advancements can happen more rapidly. For example, one Representative recruited 8 out of 13 prospects in less than 2 two hours. She recruited enough to advance to Unit Leader in one campaign.
- Conducting Business Receptions allows Uplines to model, mentor and motivate high potential prospects in group settings.

### Part III **Why are Business Receptions working?**

- No projectors, screens or hotel rooms are needed. All you need is a table or setting that allows you to gather a group of people. i.e. table for 6 at your favorite coffee spot, restaurant, your kitchen table. You will also need a small Avon product display, Avon brochures, a few Avon items to give away and the "Meet and Greet" handout (see attachment). Always partner with someone whose PRP and Sales Leadership titles you want to help advance and, most important, be prepared to share your Avon story and belief!

### Part IV **Review and practice the 5 elements on the "Meet and Greet" handout sheet**

1. Greet and welcome your guest. Offer very light refreshments. Ask your questions to share how you meet them. Introduce yourself and your partners who will be giving testimonials and assisting with appointments.
2. Ask the 5 opening questions to – build relationships with the prospects, relax the audience and open their minds for a new opportunity. Ask them to respond to the five questions? Ask them to respond to the questions and say that if they said yes, they already have what it takes to build a successful home business with Avon, with excitement!
3. Move to the highlights about Avon ...share why you said yes to Avon. Pick two of the bullets that excite you the most and expand on them. i.e., the support Avon provides and your free internet website are the two most popular points
4. Transition to the potential for multiple streams of income – This is the most important part of the reception. Go through each of the ten ways to earn, share how many of the ways you are currently earning, have one of your partners share how Avon has changed/impacted her/his life . Remember to share your titles and how your mentors helped you accelerate your business growth.
5. Next...share how Representatives earn at Avon. Share how just 3 contacts each day can lead to customer orders if you: share the Avon Brochure , invite people to visit your website and share Avon's earning opportunity daily you can add life changing earnings. Answer questions and close the presentation as follows;
6. Thank you for allowing me to share why I said "Yes to Avon". I've got a great giveaway \_\_\_\_ to thank you for your time. Please fill out your information on the sheet and hand it to me for a chance to take home a prize. Also on a scale of 1 – 10 , with 10 being most interested , tell me if you would like to start earning from multiple streams of income with Avon today. If you are ready circle the #10, if you still have questions circle #7 - #9 and I will schedule individual time with you to answer your questions. Thank you, and if you know someone else who would be interested, please write her/his r name and phone number on your sheet, too. Thanks
7. Break, collect your sheets and sort out for the #10s. Complete the contract, collect the \$10, discuss the current Store Map and help them develop their contact list. Share that they will get 40% off for their 1st family order. Give them the compare and save sheet, ask them to prepare their family order and set goals to service 15 – 20 customers for a special Avon gift. Schedule time for the full appointment and training on how to expand their customer list and how to submit the first orders. If you have internet access and help, upload contract that day and if time allows encourage them to shop today to save 40%!
8. Schedule a Meet and Greet sessions with each person you appoint to help them find customers and their first recruits...share that you will help them earn their first \$750 Bonus in their first two months by partnering with them on their first **Meet and Greet**.

**(Review Avon's Believe in Your Success Guide for details on the all of the rewards for Successful Mentors)**

# Meet and Greet

## 5 Distinctions of Successful Avon Representatives

Yes No

- Are you a busy women?
- Are you interested in learning a new skill?
- Are you able to make commitments and follow-through?
- Are you willing to make new friends?
- Are you interested in learning how your home can become a business that brings in multiple streams of income?

### Avon Product, Inc

- Celebrating 125 years!
- World's largest direct sales company!
- World's largest network marketing company!
- World's largest contributor to breast cancer research!
- In over 145 countries worldwide!
- 6.2 million Avon Representative, globally
- Support for Representative with TV ads, tools and free training!

### Avon Offers Multiple Ways To Earn

- Earn 20%-50% from Product Sales\*
- Earn 20-45% from Internet Sales
- Earn 30% - 40% from Fundraising
- Earn 7 Additional Ways from Sharing Avon
  - Recruiting – \$25 bonus per recruit\*\*\*
  - Title Advancement – from \$100 - \$5000\*\*\*
  - Downline Performance – up to 13% + more\*\*\*
  - Mentoring – from \$50 - \$5,000\*\*\*
  - Earn SEUL Bonus for Developing EULs
  - Earn SEUL Executive Cash Bonus up to \$800/mo
  - Earn Exotic Annual Trips!

\*\$ 50 minimum order size

\*\*After donating 10% - 20% to the organization

\*\*\*Refer to BIYS flyer for more details

### How Do You Earn?

- **How Hard is it to Build an Avon Business?**
- Share your Avon Brochures with 3 people everyday.
- Invite 3 people everyday to visit your Avon website.
- Share Avon's earning opportunity with 3 people everyday.
- No inventory is required, only sales tools.
- Just \$10 to sign up and receive the Avon starter kit today!

On a scale of 1 – 10  
(with one being the lowest  
and 10 the highest) how  
would you rate your  
interest in Avon?

1 2 3 4 5 6 7 8 9 10

Who invited you  
today? \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Today's Date: \_\_\_\_\_ Email: \_\_\_\_\_

# Meet and Greet

## 5 Distinsiones de representantes triunfadoras de AVON

Si No

- Usted es una persona ocupada?
- Usted estaria interesada en aprender algo nuevo?
- Usted sabe comprometerse y cumplirlo?
- Usted est dispuesta hacer nuevas amistaded?
- Usted estaria interesada en saber como su casa se puede convertir en una empreza que le traeria multiples maneras de ganar dinero?

### Avon Product, Inc

- Celebrando 126 anos en el mercado!
- Compania mas grande de ventas directas mundiales!
- Compania mas grande en red de negocios!
- Compania mundial que a contribuido mas de 640 millones al crucero para caombatir el cancer del seno!
- Esta en mas de 145 paises!
- mantiene 6.2 millones de representantes mundialmente
- Ayuda a representantes con anuncios de television, herramientas de negocio y entrenamiento gratis!
- Suze Orman, consejera reconocida mundialmenter en finanzas, selecciono Avon como la compania en ventas directas mas lucrativa para independisarse!

### Como gano?

- Comparta el catalogo?
- Invite a 3 personas visitar su pagina de internet por dia.
- Introduzca en su comunidad como recaudar fondos con Avon
- Comparta la oportunidad con 3 personas por dia.
- No se requiere almacenar producto solo herramientas de ventas.
- Solamente \$10 para registrarse y recibir su paquete para empezar a ganar dinero!

nombre: \_\_\_\_\_  
teléfono: \_\_\_\_\_ celular: \_\_\_\_\_  
dirección: \_\_\_\_\_  
ciudad: \_\_\_\_\_ estado: \_\_\_\_\_ código postal: \_\_\_\_\_  
Fecha: \_\_\_\_\_ correo lectronico: \_\_\_\_\_

### Avon ofrece multiples maneras de ganar

- Gane hasta 50% en ventas
  - Gane hasta 50% en ventas por internet
  - Gane hasta 40% en recaucion de fondos
  - Gane en 7 formas mas al compartir la oportunidad Avon
  - Reclutando- \$25 por persona\*
  - Avanzando nivel- de \$100 - \$5000\*
  - Linea desemdeter- hasta el 13%\*
  - Asesorando su grupo- de \$50 - \$5,000\*
  - Bonos de lider superior (SEUL) desarrollando lideres ejecutivas (EUL) en primera generacion.
  - Bonos de lider superior (SEUL) para gastos de automovil hasta \$800 al mes\*
  - Reciba viajes exoticos anuales para lideres superiores!
- \*consulte la guía del programa para obtener más información*

On a scale of 1 – 10 (*with one being the lowest and 10 the highest*) how would you rate your interest in Avon?

1 2 3 4 5 6 7 8 9 10

Who invited you

today? \_\_\_\_\_

# AVON **10** Ways to Earn from Home

How many streams of income would make a difference in your life?

**All Avon Representatives can earn up to 3 ways...**  
**All Avon Representatives who become Sales Leaders can earn 6 ways!**

## Earnings on your Customer Sales\*

### All Representatives

\$1,550 or greater	50%
\$900 - \$1,549.99	45%
\$425 - \$899.99	40%
\$285 - \$424.99	35%
\$145 - \$284.99	30%
\$50 - \$144.99	20%
\$0 - \$49.99	0%

\*fixed earnings on select products.

1

Earn  
**20% to 50%**  
 every two-weeks  
 from  
**Brochure sales**  
 (\$50 minimum order)



## Earn from Avon Brochure Sales

### Top Sellers

	President's Club	Honor Society	Rose Circle	McConnell Club	President's Council	Inner Circle
Total Cycle Sales	\$10,100	\$20,200	\$38,000	\$66,500	\$112,000	\$280,000
# New Customers	10	20	30	40	50	150
Est. Earnings	40%	40%	45%	50%	50%	50%

2

Earn from Avon Internet Sales  
 Receive a **Free Avon website**  
 the same day you start your business!

Earn  
**20% to 45%**  
 every two-weeks  
 from  
**Online sales**



3

Earn from Fundraising Sales  
 Receive **guaranteed 50% earning** on all registered fund-raisers. You decide how much of your earnings to donate to the organization!

Earn  
**30% to 40%**  
 after donating  
 10% - 20% to the  
 organization  
(Note: Representative & Organization agree in advance on the donated %)



4

Earn Unlimited Recruiting Bonuses\*  
 Share **Avon's Earnings Opportunity** with others!

Earn  
**\$25 for every**  
 successful Recruit  
(must have \$100 paid LOA 1 order)



# AVON **10** Ways to Earn from Home

5	<p><b>Earn Personal Title Advancement Bonuses*</b> Becomes a Sales Leader and <b>earn a maximum of 5 personal title advancement checks</b>. Avon offers 2 plans: <b>Fast Track or No time frame, you choose!</b></p>	<p>\$100 - \$5,000 Advancement Bonus Checks</p>	
6	<p><b>Earn Leadership Performance Bonuses*</b> When you build your business and teach others to do the same, <b>you earn bonuses</b> that range from 1% - 13% based on how much your team sells!</p>	<p>Bi-Weekly Leadership Performance <b>Bonus Checks</b> for helping others</p>	
<b>Advanced Unit Leaders and Executive Unit Leaders can EARN 7 WAYS!</b>			
7	<p><b>Earn Mentoring Bonuses*</b> When you <b>help others advance</b> their Sales Leader titles, Avon awards each of them and you a title advancement bonus!</p>	<p>\$50 - \$5,000 Unlimited Mentor Bonus Checks</p>	
<b>Senior Executive Unit Leaders can EARN ALL 10 WAYS!</b>			
8	<p><b>Earn 2% Cash Bonus for EULs+</b> This level of earnings is awarded to <b>Seniors who mentor others to the Executive Unit Leader</b> levels.</p>	<p>An additional <b>2% Bonus Check</b> on all sales of EULs &amp; SEULs in your 1<sup>st</sup> Generation</p>	
9	<p><b>Earn SEUL Executive Cash Bonus</b> Every two weeks Seniors are awarded bonuses based on the number of <b>Executive Unit Leaders in their 1<sup>st</sup> Generation!</b></p>	<p>Earn <b>up to \$800</b> in <b>Bonus Checks</b> per month \$150 for 1<sup>st</sup> EUL \$50 ea. For 2<sup>nd</sup>-6<sup>th</sup> EULs</p>	
10	<p><b>Earn Trips to Exotic Places Every Year</b> When you meet the requirements of a Senior Executive Unit Leader you will <b>earn a trip every year!</b>  <i>Some of the past destinations....</i> Hawaii, Puerto Vallarta, Alaskan Cruise, San Francisco, Cancun, Jamaica...</p>	<p>Top Regional and National achievers can <b>bring a</b> <b>FREE Guest</b></p>	

\*More details are available in Avon's "Believe in Your Success" Flyer.

- What questions do you have about Avon's 10 ways to earn?
- How many of these earning opportunities match your personality?
- How many more streams of income would you like to add this year?
- How would all 10 streams of income make a difference in your life?