

Easier to shop,
easier to earn



A better shopping
experience for your
customers



Everything your
customers love

*my*AVON
store



1 - Representative Experience – Log in and Create Store



An easier way to
attract more customers



A smarter way for
you to earn

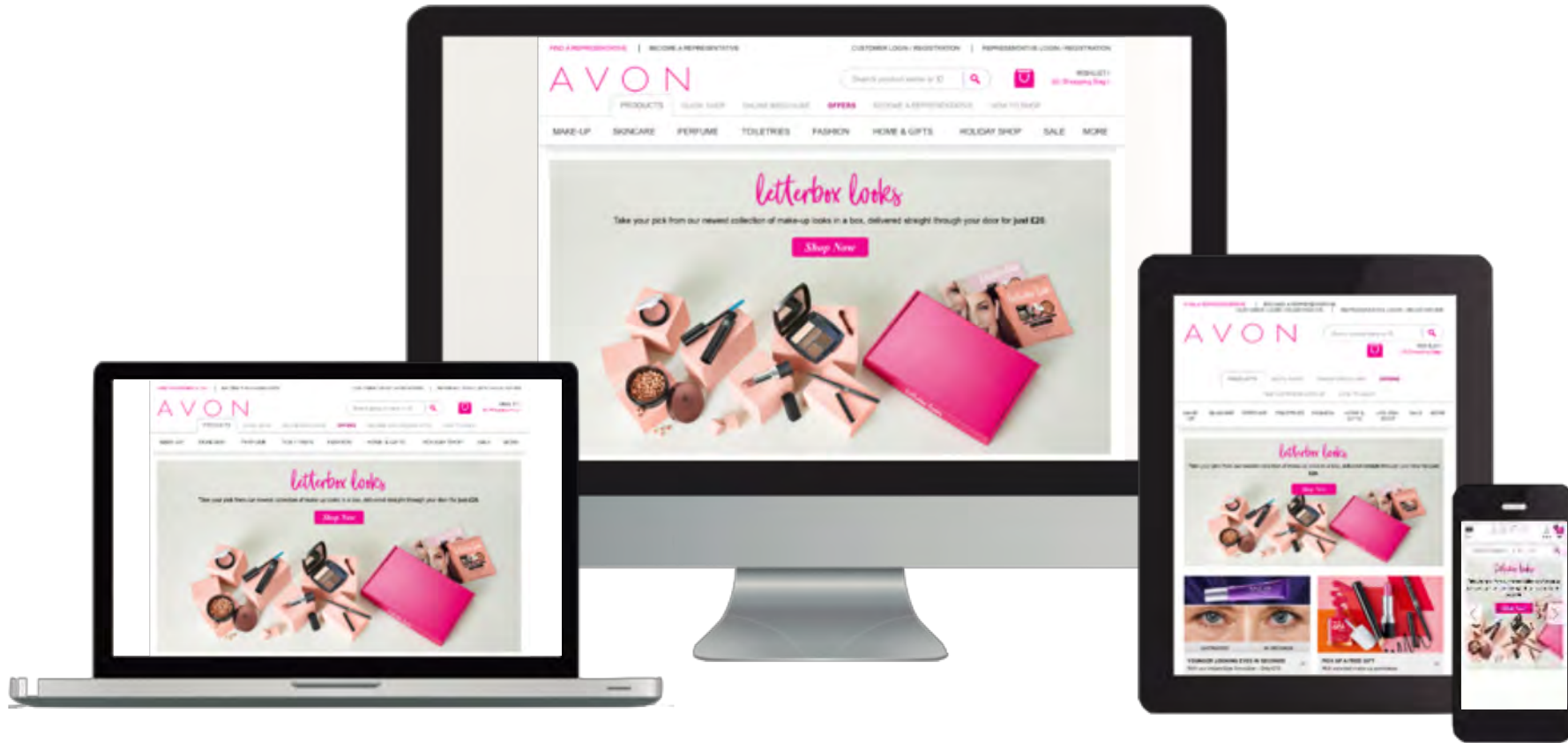


Manage your
own online shop!



My Avon Store offers our Representatives:

- Easy new way to attract new customers
- Existing customers a better shopping experience





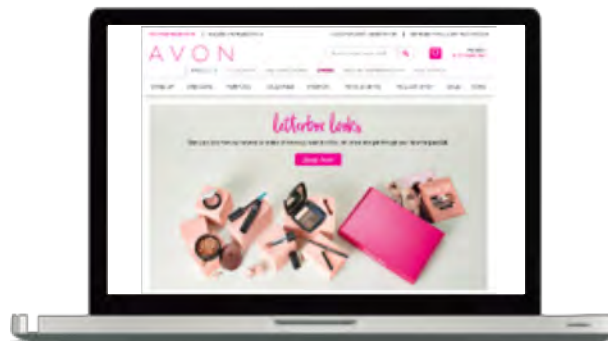
Win – Win – Win Solution

Customer Shops the way she likes it !

- ✓ Great shopping Experience
- ✓ Clickable brochure
- ✓ “Quick shopping” option
- ✓ Products reviews & rating
- ✓ Products videos
- ✓ Shop anywhere
- ✓ Fully Mobile responsive
- ✓ Social Media Sharing
- ✓ Recommend Products

New Avon Customers

- ✓ Connecting customers to representatives
- ✓ Increase Brand Awareness



Representative reaching out to more Customers

- ✓ Personal online store
- ✓ Sell to out of reach customers
- ✓ Social Media promoting
- ✓ Accepting new customers anytime (SMS alerts)
- ✓ Accepting order on the go
- ✓ Fully mobile responsive
- ✓ Single Sign On with all digital platforms

*my*AVON
store 



Representative Experience



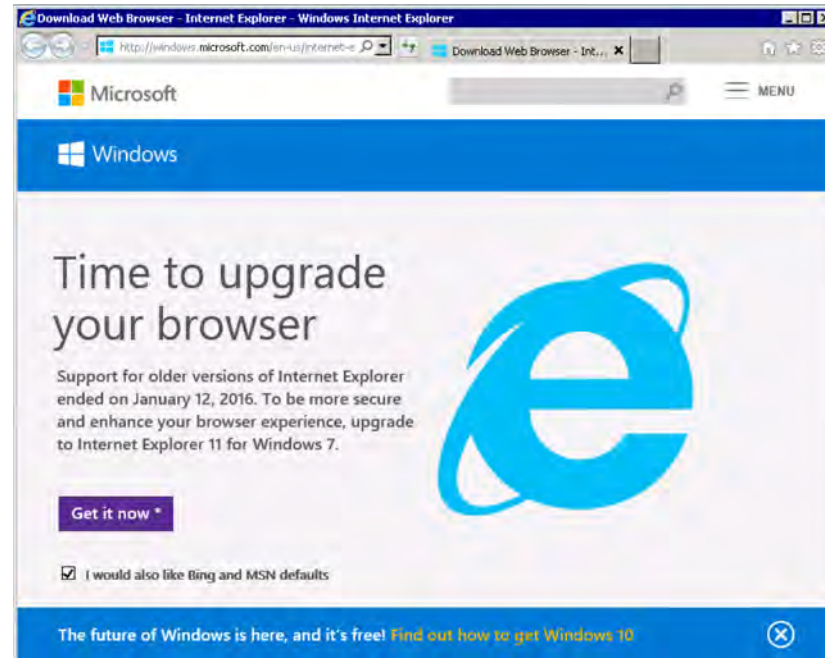
Representative Experience

- Log in
- Create an e-store
- Personalize the e-store
- Promote e-store



Before Log in, remember!

My Avon Store is compatible with Internet Explorer 10(+)



Explain to Representatives how to update browser



myAVON store 

AVON
The company for women
South Africa

our products | current offers | about us | opportunities | how to buy | have some fun

NEW

AVON TRUE

Why love it?

- ✓ Easy to wear
- ✓ Comfortable, velvet texture
- ✓ Feels like nothing

MATTE FORMULA
LIGHT REFLECTIVE PIGMENTS



Luminous Metallic Matte lipstick
A 1st FROM AVON

Looking to **earn more money?**
CLICK HERE TO APPLY TO BE A REP

CLICK HERE TO VIEW ONLINE BROCHURE



FIND A REPRESENTATIVE | BECOME A REPRESENTATIVE | CUSTOMER LOGIN / REGISTRATION | REPRESENTATIVE LOGIN / REGISTRATION

AVON   WISHLIST (0) Shopping Bag (0)

PRODUCTS | QUICK SHOP | ONLINE BROCHURE | OFFERS | COMMUNITY | HOW TO SHOP

MAKE-UP | SKINCARE | HOLIDAY STORE | FRAGRANCE | BATH & BODY | HAIRCARE | FASHION | HOME | MORE


1 primer shade
FOR EVERY WOMAN

Introducing MagiX Compact Smoothing Primer Plus 2 FREE gifts, worth £13.

[Shop Now](#)

Shop whenever & wherever suits you
START SHOPPING WITH YOUR LOCAL REPRESENTATIVE TODAY

FREE delivery through your Representative
Need a helper? Pay online and get course style delivery.

Find your local Representative  *Already know your Representative?* ...search by contact details



New Home Page & Representative Login

[I WANT A REPRESENTATIVE](#) | [BECOME A REPRESENTATIVE](#) | [CUSTOMER LOGIN / REGISTRATION](#) | [REPRESENTATIVE LOGIN / REGISTRATION](#)

AVON [WELCOME](#) [\(0\) Shopping bag](#)

[PRODUCTS](#) | [GROOMING](#) | [CREAMS & MOISTURISERS](#) | [DIFFUSERS](#) | [COSMETICS](#) | [HOW TO SHOP](#)

[MAKE-UP](#) | [SKINCARE](#) | [HOLIDAY STORE](#) | [FRAGRANCE](#) | [BATH & BODY](#) | [HAIRCARE](#) | [FASHION](#) | [HOME](#) | [MORE](#)

Iprimer Ishade
FOR EVERY WOMAN

Introducing MagiX Compact Smoothing Primer
Plus 2 FREE gifts, worth £13.

[Shop Now](#)

Shop whenever & wherever suits you
 START SHOPPING WITH YOUR LOCAL REPRESENTATIVE TODAY

FREE delivery through your Representative

Home & Office? May differ and get outside your delivery

Find your local Representative

Already know your Representative?

...search by contact details

AVON *Your Representative Login*

Representative Login

Log in using your Representative Account Number and Password or alternatively [register here today](#)
 If you're not a Representative and are interested, why not visit [Become a Representative](#).

Representative Account Number:

Password:

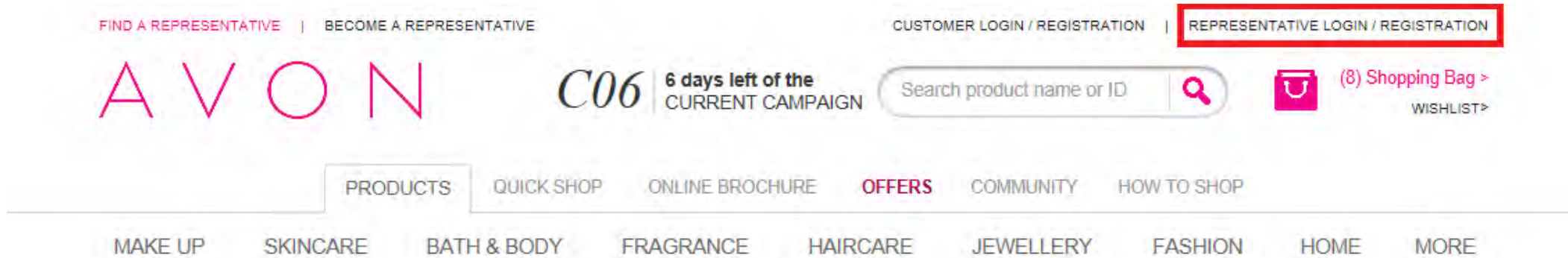
[Forgotten your password?](#)

[Continue](#)



Access To Representative Console

Access to the Representative Console will be from the MAS homepage. When clicking 'Representative Console' link, the Representative will be navigated to her login page.





New Representative login instead of home page

AVON *Your Representative Login*

Representative Login

Log in using your Representative Account Number and Password or alternatively [register here today](#)
If you're not a Representative and are interested, why not visit [Become a Representative](#).

Representative Account Number:

Password:

[Forgotten your password?](#)

[Continue](#)

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User experience:
On www.avon.co.za users see Rep login page to MAS and **link to G13 on splash page after login** (see next slide).



Representative Access to My Avon Store

Existing Representatives

1. Login to My Avon Store using **existing Representative account number & the same password.**
2. **Create My Avon Store.**

New Representatives

1. Apply to become a New Avon Representative through the same process.
2. Get GI3 account.
3. Login to My Avon Store.
4. **Create My Avon Store.**



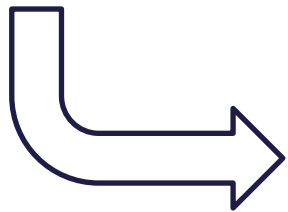
Representative Splash Page

AVON *Your Representative Business*


Welcome to Your Representative Business

What would you like to do today?

GI3




Your Representative Website



- Build and place your orders
- Get the latest news and incentives
- Check your account balance
- Access training and support
- Get special offers just for you!

[Manage my business](#)

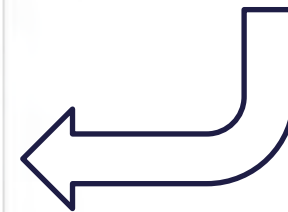
Your Online Store



- Personalise and promote your store
- Manage store settings
- Get tips and advice

[Find out more](#)

[Open my store](#)




MAS



What would the splash page look like for Sales Leaders?


Your Account Representative



place orders
Find out the latest news and special offers
Check account balance
Access to helpful information and support

My Business Administration

Your online store




Setup and customization shop
Status real-time online orders and customers.

Find out more

Administration online store


Lead your sites



Manage leads online sites
Change their status sized lead-in 48 hours
Join representatives sent to November

Lead your sites

Avon My Office



Real-time information related to your confirmation
Notifications and alerts to reveal risks
Details about each Representative / leader of your team

Avon My Office



AVON *Your Representative Business*

HELLO ESME

HELP ▾

LOG OUT

Welcome to Your Representative Business

What would you like to do today?

Your Representative Website



Build and place your orders
Get the latest news and incentives
Check your account balance
Access training and support
Get special offers just for you!

[Manage my business](#)

Your Representative eStore



Personalise and promote your store
Manage shop settings
Get tips and support

[Find out more](#)

[Open my store](#)

Hello Representative Name

Help, on click go to specific help page. This page is constant throughout the Representative Console. All pages that have a help link will link to the same page.


Log out, on click log out users and take them to login page



Welcome to Your Representative Business

What would you like to do today?


Your Representative Website



Build and place your orders
Get the latest news and incentives
Check your account balance
Access training and support
Get special offers just for you!

[Manage my business](#)

Your Representative eStore



Personalise and promote your store
Manage shop settings
Get tips and support

[Find out more](#)

[Open my store](#)

[Manage my store](#)

Representative without store click here to open the store

Representative with store opened. When an existing Representative clicks here – they will be directed to manage their store



Welcome to Your Representative Business

What would you like to do today?

Your Representative Website



- Build and place your orders
- Get the latest news and incentives
- Check your account balance
- Access training and support
- Get special offers just for you!

[Manage my business](#)

Your Representative eStore

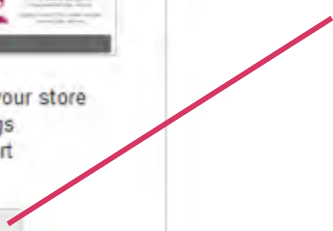


- Personalise and promote your store
- Manage shop settings
- Get tips and support

[Find out more](#)

[Open my store](#)

When clicking on find out more





HELLO ESME | HELP + | LOG OUT +

AVON *Your Representative Business*

You can now have your very own shop front on the Avon website
Create my eStore

- Representatives who did not open their store yet when click they will be directed to set up wizard
- Representatives who opened their e-store already they will be directed to Dashboard page

YOUR SHOP
add the personal touch with your photo and a personal message

YOUR CHOICE
choose your favourite tips and advice videos to share with your customers

YOUR FAVOURITES
select products and offers you want to display on your shop front

YOUR BROCHURE
automatically updates in line with your campaign

BENEFITS FOR YOU...	BENEFITS FOR YOUR CUSTOMERS...
Quick & easy to set up Reaches a wider audience to boost sales Orders sent directly to you - no need to pick up Easy to share through Facebook and email Personalised with your contact details Earn even when your customers buy online	Online ordering with the personal touch Flexibility to shop 24/7 anytime, anywhere Receive regular updates and offers Saves time and hassle free Quick and easy to top up orders

*my*AVON
store 



Representative Experience –
Create the e-store



Create your Avon store

- 1 *Open my Avon store*
- 2 *Personalise my Avon store*
- 3 *Promote my Avon store*

Open your Avon Store

Required fields are marked with an asterisk

Fill out the below to open your own 'My Avon Store'. Once you've completed these steps your store will be live for customers to order.

Your 'My Avon Store' name

Think carefully about what name you choose for your Avon store, remember you're unable to have Avon in this part of the domain name

*www.myavon.uk.com/

Your contact details

The contact details you enter will be displayed on the website so customers can get in touch.

*Email

*Contact Number

Add the best times to contact you

250 characters remain

Save





Domain

Open your Avon Store

| Required fields are marked with an asterisk*

Fill out the below to open your own 'My Avon Store'. Once you've completed these steps your store will be live for customers to order.

Your 'My Avon Store' name

Think carefully about what name you choose for your Avon store, remember you're unable to have Avon in this part of the domain name

*www.myavon.co.za

Representative should choose and enter their Avon Store name (mandatory)

Your store name **cannot** be changed later on!



Your contact details

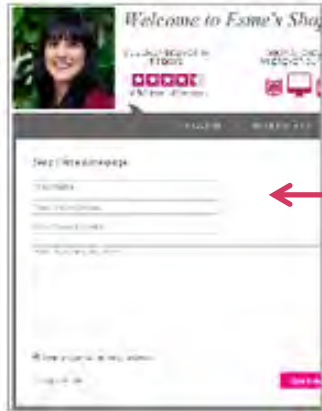
The contact details you enter will be displayed on the website so customers can get in touch.

*Email

*Contact Number

Add the best times to contact you

250 characters remain



Preview picture shows what it will look like on the store to customers & where it will be displayed

Representative can add contact details that are different from the ones in GI3. These details will be shared with their customer & is the one they will receive the orders on.

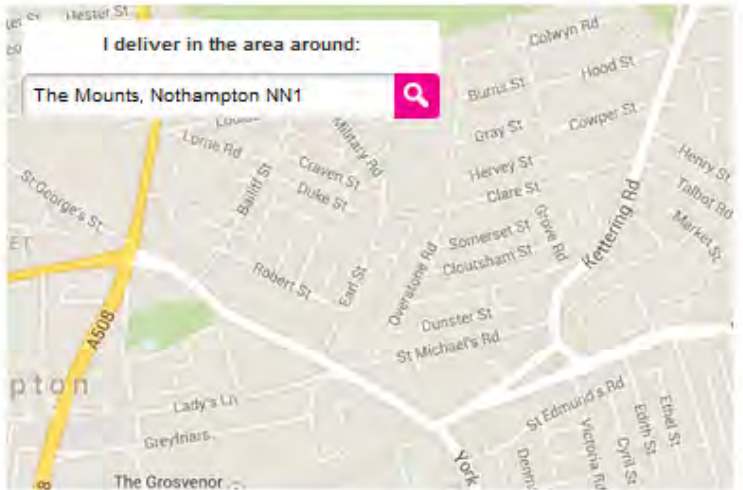
Representative can also add the best times of contact or any other details they wish to share with their customers – to set the right expectations for their customers



Define your delivery area

CLOSE X

1 Tell us the area where you deliver
Your delivery area may be different from the address where you receive your Avon order.



2 Drag this pin onto the map so it is centred on your delivery area



Why do I have to do this?

3 Set your delivery radius
Delivery radius: mile(s)
0 X miles

4 Show or hide your location
It helps to show your location if you want prospective customers to find you.
 Show my location on the Find A Representative search results map

Save my delivery area



Can I choose a location that is not where I live?

Yes



Does it mean we should encourage the Representative to maximise their radius (serving further away customers)?

Only if they are SURE they will be able to serve them - even for small orders



Your deliveries

IMPORTANT. Make sure you tell us the delivery radius that you're happy to deliver to. This will help potential customers to find you when they search under 'Find a Representative'

What delivery area do you cover?

Define my delivery area

Let your customers know how long they can expect to wait for their delivery

Contact me to arrange delivery

Contact me to arrange delivery

I'm placing my next order on...

Usually within 10 days

Usually between 3-5 days



Representative needs to define their delivery area

Drop down should clarify to the customer expectations of delivery

Representative adds their usual delivery times. In the mornings/evening, etc.



How can a Representative use this to initiate a competitive edge?

By placing more regular orders, delivering faster to her customers





Your deliveries
IMPORTANT. Make sure you tell us the delivery radius that you're happy to deliver to. This will help potential customers to find you when they search under 'Find a Representative'

What delivery area do you cover? [Define my delivery area](#)

Let your customers know how long they can expect to wait for their delivery

I'm placing my next order on...

Add your usual delivery times



What will happen if the day selected has passed & wasn't updated?

It will remain the old date, so Representative must regularly update to avoid confusion

When selecting (I am placing my order on) a calendar will appear for Representative to select.



Add a few personal touches | You can add these details later if you prefer.
IMPORTANT. Make sure you include a photo of yourself as this will be required as part of the 'Find a Representative' eligibility criteria.

Add a Photo of yourself

Find a photo on my computer

Add a personal message

Write a short message to your customers introducing yourself

1000 characters remain

Save




Preview picture shows what it will look like on the store to their customers & where it will be displayed.



Why is it important to add a real photo?

Emphasise to Representative the importance of adding a real photo.

Message should be friendly, attractive and inviting for customers.



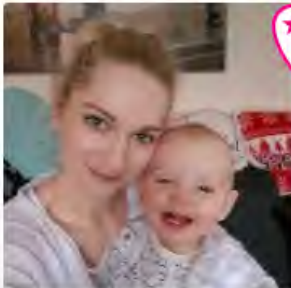
Tess O'hare
 ★★★★★
 5/5 from 43 ratings

Hi There - My name is Tess and I have been an Avon Rep for 5 years and am the top selling rep in Northamptonshire. I am a Mummy, wife,
[More Information](#)

Contact me to arrange delivery

Distance: 4.8 Miles

[Contact Me](#) [Shop with Me](#)




Dorota Feliksiak
 ★★★★★
 5/5 from 42 ratings

£20 or more = free gift. Hi. I am Dorota. I am seales leader and representative. I would like let you know that if you make order for more
[More Information](#)

Contact me to arrange delivery

Distance: 1.6 Miles

[Contact Me](#) [Shop with Me](#)



Gillian Elms
 ★★★★★
 5/5 from 1 ratings

My name is Jill and I work for CANTO Learning - a training provider based in Lumbertubs, Northampton. We are working with students, some of whom have mild
[More Information](#)

Contact me to arrange delivery

Distance: 0.2 Miles

[Contact Me](#) [Shop with Me](#)



Debora Soares
 ★★★★★
 5/5 from 1 ratings

Hi! I'm Debbie i am a part-time student and i'm an Avon representative around Weston Favell, Northampton.if you want some product talk to me, I am at your disposal!
[More Information](#)

Usually within 10 days

Contact me to arrange delivery


Distance: 0.4 Miles

[Contact Me](#) [Shop with Me](#)



Which one would you choose if you were a customer & why?



Languages I speak 

English [Add more languages](#)

Payment types I accept when I deliver 

250 characters remain

[Save](#)

↓

Default language with tick box. Default language can also be unselected.

↓

You can add additional languages.

↓

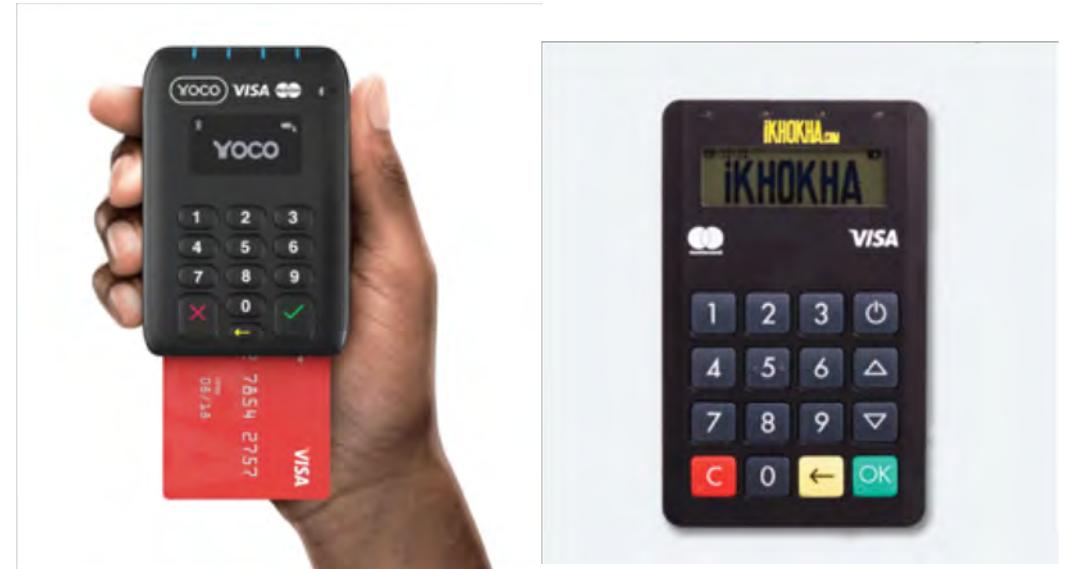
Representative can add what type of payments she accepts



Some Representatives may want to invest in a payment by card facility, this may increase her competitive edge too.

Like

Yoko
iKhona
ABSA Pebble





Shop settings

Who should be able to see your shop?

Availability

Show in 'Find a Representative' Search

Customers who know you

Customers who know you & prospective customers (subject to [eligibility criteria](#))

Hide from 'Find a Representative' Search

Only existing customers and people who I give a link to will still be able to access your eStore

Terms of use

*Please tick to confirm you have read and agreed to the [terms of use](#)

Open my shop

Consent from the Representative to be shown in Find a Representative

To add local Eligibility Criteria. Will discuss shortly

Representative needs to accept Terms and Conditions

Once Clicked – Store is opened – TA DA ! Congratulations!



The progress bar shows the Rep that she has completed the first step

A screenshot of the Avon website's 'Create your Avon store' progress bar and 'Personalise your shop' section. The progress bar shows three steps: 1. Open my Avon store (completed with a green checkmark), 2. Personalise my Avon store (current step, highlighted in pink), and 3. Promote my Avon store. Below the progress bar, the 'Personalise your shop' section is titled 'Personalise your shop | Skip this step (you can do this later)'. It includes a congratulatory message: 'Congratulations - your 'My Avon Store' is now open!' and a sub-header 'See my eStore' circled in red. Below this, there is a section for 'YOUR CHOICE' with a circular image of a woman's face and a computer monitor displaying the Avon website interface. A green line points from the 'YOUR CHOICE' text to the monitor.

Representative can now see their store, When clicking here

When scrolling down – Representative gets to complete step 2
Personalise my Avon Store