

Sales Leader Start Smart Guide

EARN even more
AVON
advanced
leadership



How to earn with Avon Advanced Leadership



Do not be misled by claims that high earnings are easily achievable. Figures illustrate average earnings in 2017.

How? Following these 4 easy steps

- 1 PLACE A PERSONAL ORDER**
 - You need to have your own customers buying from you too
 - All Sales Leaders **MUST** have a personal, invoiced order each month so they can earn commission on their Team Sales
- 2 APPOINT NEW REPRESENTATIVES**
 - Share the earnings opportunity with others
 - Grow your team by appointing them as Representatives
- 3 GET REPRESENTATIVES ACTIVE**
 - The Representative must order every month and her order must be invoiced, i.e. Paid upfront if PAYG or within credit limit
 - Share a Brochure Launch with your Representatives so they know what is on special and how to sell more
- 4 GET TEAM SALES**
 - All your Representatives must place orders and be invoiced (active)
 - Team sales = Award Sales of all Representative orders, including your own order
 - You need a minimum amount of Team Sales to maintain your Leadership level

Why Advanced Leadership?

Advanced Leadership will give you the opportunity to **build your own business in partnership with Avon**. Use this guide to assist you in your new venture.

The programme will give you **access to training materials and workshops** that will help and guide you to reach your goals, no matter how big or small they are.

You're not alone – your Upline Sales Leader or Area Sales Manager will support you to ensure your questions are answered.

The **opportunities** with Advanced Leadership **are endless**.

Taking the NEXT STEP



Sales Leader bag contents:

The Sales Leader bag will be automatically billed to you

- Prospecting flyers
- Advanced Leadership training manual
- Representative Start Smart Guide flyer
- Sales Leader Opportunity flyers
- New Representative Appointment packs
- Earnings & Bonus Structure
- Believe to Achieve training manual
- Sales Leader Start Smart Guide flyer
- My Avon Office booklet

myAVON office 



One place to find everything you need to drive your business and to access up-to-date information

To kick-start your business, Avon offers you bonuses as well:

1. Appointment Bonus

- This bonus applies to **New Appointments** and **Reinstatements** with R700+ Award Sales invoiced order
- Reinstatements = 6 months inactivity since last invoice
- Leader will receive R40 for every Addition with R700+ invoiced order (no bonus on first addition)
- Leader will receive an extra R20 for every Addition who pays by due date

2. Fast Start Bonus

Fast Start Bonus is a bonus on offer to all Avon Sales Leaders in their first 9 months as a Sales Leader (LLOA 0 – LLOA 8)

Month	1	2	3	4	5	6	7	8	9
LLOA	0	1	2	3	4	5	6	7	8
PAS	R0	R0	R0	R700	R700	R700	R700	R700	R700
Actives	2	4	6	8	12	16	20	24	28
GAS	R4 000	R6 000	R9 000	R12 000	R18 000	R24 000	R30 000	R36 000	R42 000
Bonus	R200	R400	R600	R800	R1 100	R1 400	R1 800	R2 200	R2 600

DISCLAIMER: Do not be misled by claims that high earnings are easily achieved. All the rewards are subject to the qualifying criteria.

Upline name: _____ Cell number: _____ Email: _____

Date of training: _____ Time: _____ Venue: _____