

PLEASE COMPLETE FORM USING  
A BLACK PEN AND WRITE  
IN CAPITAL LETTERS



FOR INTERNAL USE ONLY

|                                                      |                                                                                           |                                                       |                                                                    |
|------------------------------------------------------|-------------------------------------------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------------------------|
| Zone number                                          | <input type="text"/>                                                                      | S/L area code                                         | <input type="text"/>                                               |
| Surname                                              | <input type="text"/>                                                                      |                                                       |                                                                    |
| First name                                           | <input type="text"/>                                                                      |                                                       |                                                                    |
| Residential address                                  | <input type="text"/>                                                                      |                                                       |                                                                    |
| House No. Street                                     | <input type="text"/>                                                                      |                                                       |                                                                    |
| Suburb / Town                                        | <input type="text"/>                                                                      |                                                       |                                                                    |
| City                                                 | <input type="text"/>                                                                      |                                                       |                                                                    |
| Province                                             | <input type="text"/>                                                                      |                                                       |                                                                    |
| Postal code                                          | <input type="text"/>                                                                      |                                                       |                                                                    |
| Country                                              | <input type="checkbox"/> South Africa                                                     | <input type="checkbox"/> Namibia                      | <input type="checkbox"/> Lesotho                                   |
|                                                      | <input type="checkbox"/> Eswatini                                                         | <input type="checkbox"/> Botswana                     | <input type="checkbox"/> Other*                                    |
| *Specify                                             | <input type="text"/>                                                                      |                                                       |                                                                    |
| ID number                                            | <input type="text"/>                                                                      | Date of birth                                         | <input type="text"/> - <input type="text"/> - <input type="text"/> |
|                                                      |                                                                                           |                                                       | D D M M Y Y Y Y                                                    |
| Tel. number (H)                                      | <input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/> |                                                       |                                                                    |
| Tel. number (W)                                      | <input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/> | (information required for research purposes only)     |                                                                    |
| Cellphone                                            | <input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/> | Gender                                                | <input type="checkbox"/> Female <input type="checkbox"/> Male      |
| Email address                                        | <input type="text"/>                                                                      |                                                       |                                                                    |
| Delivery address                                     | <input type="text"/>                                                                      |                                                       |                                                                    |
| House No. Street                                     | <input type="text"/>                                                                      |                                                       |                                                                    |
| Suburb / Town                                        | <input type="text"/>                                                                      |                                                       |                                                                    |
| City                                                 | <input type="text"/>                                                                      |                                                       |                                                                    |
| Province                                             | <input type="text"/>                                                                      |                                                       |                                                                    |
| Postal code                                          | <input type="text"/>                                                                      |                                                       |                                                                    |
| Country                                              | <input type="checkbox"/> South Africa                                                     | <input type="checkbox"/> Namibia                      | <input type="checkbox"/> Lesotho                                   |
|                                                      | <input type="checkbox"/> Eswatini                                                         | <input type="checkbox"/> Botswana                     |                                                                    |
| Next of kin name                                     | <input type="text"/>                                                                      | Next of kin contact number                            | <input type="text"/>                                               |
| Why have you decided to join Avon Justine (Pty) Ltd? |                                                                                           |                                                       |                                                                    |
| <input type="checkbox"/> I want to earn money        | <input type="checkbox"/> I want to learn new skills                                       | <input type="checkbox"/> I love the products          |                                                                    |
| <input type="checkbox"/> I like recognition          | <input type="checkbox"/> I want to meet new people                                        | <input type="checkbox"/> Avon supports women's causes |                                                                    |

I, \_\_\_\_\_ (insert name), the undersigned, hereby acknowledge that I have read and understood, and agree to the Avon Justine Representative and Business Owner Terms and Conditions that was provided to me with this application. The agreement is available on the Avon website. I agree to Avon Justine accessing my credit record to determine if I qualify for payment terms and to set my limit.

New Applicant's signature \_\_\_\_\_ Date  -  -

I, \_\_\_\_\_ (insert name), the above Sales Leader hereby verify that the attached ID copy is a true copy of the applicant's ID.

Sales Leader signature \_\_\_\_\_ Date  -  -



## AVON REPRESENTATIVE AND BUSINESS OWNER TERMS AND CONDITIONS

Welcome to Avon! Avon has been doing beauty differently for over 135 years. Avon is a company that connects people, using the power of beauty to transform lives for the better.

**How to Purchase** – Avon enables you to do beauty your way, wherever you are, in whichever way you would like. You can purchase our products by logging into your account at [avon.co.za](http://avon.co.za), by placing your order via SMS, or through the AvonON App. Prices include VAT but may not include delivery. Our confirmation to you of receipt of your order does not mean that we have accepted it. We will send you an email or SMS on acceptance, with the amount invoiced. If you place an order, we assume that you agree to our terms and conditions of purchase, which is published on our website.

**How to Earn** – As a Representative, you can buy products and sell to your network. You receive a discount on our published brochure price. Your profit will be the difference between the price you pay and your selling price. Our discount structure for Representatives will be published on our Avon Gi3 website. You can apply to be a Business Owner and appoint new Representatives to join Avon. Business Owners earn “Commission” and “Advanced Leadership Bonuses”. Your earning structure as a Business Owner will be published in My Avon Office.

**Selling our Products** – You may advertise and sell your products online or on any selling platform, but you need to adhere to our Brand and Marketing rules. You may not use Avon trademarks (e.g. Avon as a name) in your domain names, URLs, or email address without the approval of Avon. Any email address that you advertise or link to on a website may not contain any Avon trademarks. It must be transparent that the site is yours, not Avon's. The AvonON App has a social sharing hub where you will find the latest and up-to-date brand and product content that you can use for your social media pages. My Avon Store is a personalised version of our Avon Website, where customers can choose products online, make payment and have them delivered to their door. Please don't make claims about our products that are not approved by Avon. Prices shown are only recommended retail prices and you have absolute freedom to set the final selling price to your customers.

**Marketing and Brand Rules** – To protect our brand and your Avon business, we've developed easy-to-follow guidelines on how to use the Avon name and trademarks when you create your own advertising materials and marketing tools, either online or offline. The Avon name, logos, brands and product names, are all types of trademarks, and most are protected by law. No one can use these trademarks to sell or advertise products, or engage in any other business in which we are engaged, without our permission. Avon permits you to make only certain uses of its trademarks. Avon's photographs and brochures, and other material, are copyright-protected property. Usage rights generally belong either to Avon, or to another person (e.g. the photographer) who has given Avon permission to use the material, often only for a limited time, in limited places, or in limited channels. Those rights do not extend to Representative or Business Owners. Like our trademarks, no one can reproduce any part of these materials without our permission. Our agreement with you does not permit you to use Avon's name, trademarks, or copy-right protected material in a retail store, and so you must enter into a separate agreement with us if you wish to do so.

**Payment Terms and Consent to Access Your Credit Record** – Payment must be made when you place your order. When you apply to be a Representative, you consent to us accessing your credit record to set your credit limit. If you qualify for payment terms, we will tell you what your credit limit will be. We may re-assess your credit limit and make changes thereto at any time. If you do not make timeous payment, we may provide your information to a credit bureau, which will affect your credit score. We will also charge late payment penalties. If we collect payment from you, you will have to pay our legal and collection costs.

**Guarantee and Returns Policy** – People #ChooseAvon because we provide quality products at a fraction of the cost. Avon offers a 100% satisfaction promise, so if you don't like any of your purchases for whatever reason, simply return them within 60 days of the invoice date, and we'll give you a replacement or your money back. This promise is in addition to your statutory rights. You will find our returns policy and process on our website.

**Privacy Terms** – Please read our full privacy notice, which is published on our website. We use your personal information to fulfil your orders, provide appropriate commissions, discounts and incentives, to communicate with you and manage your account and our relationship with you, to personalise and improve your experience, to inform you about our products and offers that you may like, for administrative purposes and to protect our business interests, to conduct surveys and market research, to run competitions and reward programs, to ascertain if you are eligible for



credit and set your credit limit, and to support the businesses of other Representatives and Business Owners. You must use the personal information of your customers and other Representatives and Business Owners in a way that is compatible with our privacy policy.

**Code of Conduct** – Avon Representatives and Business Owners must adhere to our values. We will not accept dishonesty or unethical behaviour. By signing up as an Avon Representative or Business Owner, you agree to adhere to our Code of Conduct, which you can find on our website.

**Charges** – Avon has removed the cost barrier of launching a business by not requiring upfront investment to get your business underway. When you join Avon, we will charge a once-off registration fee, when you place your first order. If you do not place any orders for twelve months, you will have to pay the registration fee to join us again. You are not compelled to buy products in order to be eligible to join us. With each order, we charge an administrative fee, as well as the cost of one brochure, at the current single brochure price. You are able to buy additional brochures. We will only accept your order if you reach a set minimum order value.

**Other Terms** – We are Avon Justine (Pty) Ltd, a company registered in South Africa with registration number 1964/002772/07. Our address is McConnel Place, 148A Kelvin Drive, Woodlands Ext. 4, Johannesburg. You can contact us at [queries@avon.com](mailto:queries@avon.com) or call our relationship centre at +27 87 011 2866.

We will notify you when we make any changes to our contact details. This agreement will come into effect when you have received confirmation from Avon that your application has been accepted, and will endure until cancelled by either of us. Terms provided in our literature and communications form part of our agreement with you. We may unilaterally amend this agreement at any time, on notice, and will publish the new terms online. We may also make changes to our discount and earning structure by notifying you and publishing the changes on our websites. You are an independent Representative or Business Owner, and not an employee or agent of Avon. You cannot act on our behalf or make any representation that you hold any position at Avon. Please disclose your relationship to Avon by placing the phrase “Avon Independent Representative” in a prominent location on your website, on social media, and on marketing material. You are responsible for paying your own taxes and meeting all legal requirements to run your business. You have to give effect to the rights of your customers. We will contact you via our communication channels to the phone number and email you provided to us. If we want to send you any legal documents, we will send it to the addresses you provided, and we may then legally assume that you received it. You may change your address and contact details at any time, and must keep them up to date. We will not accept liability to you for indirect or consequential damages, or for loss of profit, opportunity or goodwill. We will not be liable or responsible for any failure to perform, or delay in performance of, any of our obligations under any contract that is caused by an event outside our control. Any liability to you is limited to the price of the products you purchased. The limitation of our liability to you applies only to the extent permitted by law. Nothing in this agreement is intended to affect, or will exclude your statutory rights.

Avon Justine Terms and Conditions 2022.v1