

# Party your way... to Selling Success!

## VERY MERRY EARNINGS!

Check out fun and unique party ideas to help everyone you know avoid last-minute holiday shopping stress, crowded stores and long lines. Have fun while you earn!



**Organize a Dads' and Husbands' Shopping Event.** They'll appreciate the gifting advice! Have products and/or bundles displayed with brochures for on-the-spot orders. Host it before a big sports event at your community's go-to gathering location to capitalize on the excitement of the day.

**Invite friends, Customers and neighbors to a Holiday Cookie-Exchange Party.** Have everyone bring cookies for sharing, and display "Holiday Helper Gifts" for the people who assist their families. Reasonably priced gifts for the letter carrier, hair stylist, teacher, coach, music teacher and more will allow family and friends to pick up last-minute gifts while they enjoy your party.

**Take us with you to your holiday parties!** Bring the tools of the trade (brochures and samples) and be sure that your hostess gift is from Avon! Get decked out in Avon fashion and jewelry, and wear our makeup and fragrance—you'll love the compliments (and the sales). Take a photo and post it to your social media channels, and let everyone know you're wearing Avon! This way, friends and family who didn't see you at the party will still see your look!

**Host a 'Tis the Season to Pamper Myself Party** for all of your favorite ladies! Incorporate skin care and bath and body products, and help your friends get prepped with products to host their own parties.

**Plan a Latté and Lipstick Holiday Shopping Party** with local coffee shops that will let you set up a product display. Feature lipsticks along with other makeup and fragrance products to capitalize on impulse purchases. Place brochures on each table for additional orders.

## HOLIDAY HELPERS!

Increase your earnings quickly with Helpers to assist you with holiday selling.



To find Helpers, look for people who:

- ✓ Want you to be successful in your business
- ✓ Are not interested in becoming Representatives, but are supportive of your business
- ✓ Are well-networked in their community, active on social media or work at a business with many employees
- ✓ Will be busy this holiday season with social gatherings—and are excited to share your business and give out current brochures

Benefits of using Helpers:

- ✓ You gain immediate, potential new Customers through your Helpers' families, friends and coworkers
- ✓ Your potential earnings opportunity is greatly improved through an expanded Customer base and additional orders
- ✓ Assistance in taking and delivering orders—a real time-saver!
- ✓ It's always fun to partner with others and support each other

### LIST YOUR HOLIDAY SELLING IDEAS!

Events/Ideas:

Potential Dates:

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### LIST POTENTIAL HELPERS TO CONTACT:

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.....

.....

# Oh WHAT FUN!

Want to earn *FREE* Avon products?  
Be my *holiday helper!*

If you're interested in becoming a helper or learning more about the Avon Opportunity, please feel free to contact me. You can **earn extra income** working from home and make your own hours!

I'm happy to help you!



Name \_\_\_\_\_

Call/Text \_\_\_\_\_

E-mail \_\_\_\_\_

AVON

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AVON



# AVON

*My Shopping List*

Parent \_\_\_\_\_

Spouse \_\_\_\_\_

Child \_\_\_\_\_

Sibling \_\_\_\_\_

Teacher \_\_\_\_\_

Babysitter \_\_\_\_\_

Hostess Gift \_\_\_\_\_

Boss \_\_\_\_\_

Co-worker \_\_\_\_\_

Mail Deliverer \_\_\_\_\_

Newspaper Deliverer \_\_\_\_\_

Coach \_\_\_\_\_

Bus Driver \_\_\_\_\_

Grab Bag \_\_\_\_\_

Other \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_



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\_\_\_\_\_  
\_\_\_\_\_



# Individual Campaign Goal Plan

Print copies for each campaign and sit down with your District Manager or Sales Leadership Representative to set your personal goals

DATE \_\_\_\_\_ CURRENT CAMPAIGN \_\_\_\_\_ PLAN FOR CAMPAIGN \_\_\_\_\_

## Desired achievement goal

	President's Club	Honor Society	Rose Circle	McConnell Club	President's Council	Inner Circle
Total Cycle Sales (minimum requirement)	\$10,000	\$20,000	\$35,000	\$65,000	\$110,000	\$220,000
Average # Customers	15	31	58	102	173	431
Average Award Sales per Campaign	\$385	\$763	\$1,347	\$2,500	\$4,231	\$8,462
Average Percentage Earnings	40%	40%	45%	50%	50%	50%
Average Monthly Earnings Potential	\$308	\$588	\$1,212	\$2,500	\$4,231	\$8,462

Reference Table 1: Sales Achievement Targets by PRP Level

### BASED ON THE SALES ACHIEVEMENT TARGETS ABOVE:

- WHAT IS YOUR GOAL FOR THIS CAMPAIGN? \_\_\_\_\_
- HOW WILL IT MAKE YOU FEEL WHEN YOU ACHIEVE THIS GOAL? \_\_\_\_\_

## Let's create a plan for you to achieve this goal

GOAL SETTING: CAMPAIGN \_\_\_\_\_ GOAL \_\_\_\_\_ ACTUAL +/-

Based on your desired Achievement Level

Award Sales		
Total # of Customers		
New Online Customers		
<b>PRP SALES ACHIEVEMENT</b>		

## Activities to achieve this

PLANNING DETAILS <i>(list activities)</i>	SALES ACTION PLAN	CUSTOMER ACTION PLAN
WHO WILL I WORK WITH?		
WHEN WILL I DO THIS?		
WHERE WILL IT TAKE PLACE?		
WHAT RESOURCES / MATERIALS WILL I NEED?		

# Quarterly Results & Action Plan

## Results

GOAL	ACTUAL						TOTAL	Per Campaign Average
<i>Based on your desired Achievement Level</i>	C__	C__	C__	C__	C__	C__		
Award Sales							= \$	÷ = \$
Total # of Customers							=	÷ =
New Online Customers							= \$	÷ = \$
<b>PRP SALES ACHIEVEMENT</b>								

### WHAT WENT WELL?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### WERE GOALS ACHIEVED?

- AWARD SALES YES  NO
- TOTAL CUSTOMERS YES  NO
- AVERAGE ORDER YES  NO
- EARNINGS YES  NO
- SALES YES  NO

## Action Plan

### THREE ACTIONS I WILL TAKE FOR GREATER SUCCESS NEXT QUARTER:

1. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_