

WHAT'S NEW 101

- ► This is your opportunity to buy new products ("Preview Products") in advance of the Brochure.
- ▶ You can buy 10 of everything!
- ▶ The pricing for Contender (with \$40+ in Campaign sales), Premier and President's Recognition Program is shown in *What's New.* Your Preview Product Discount is based on your Commission Level (see chart below), and will be applied at checkout.

REPRESENTATIVE LEVEL

Sales Level	Campaign Sales	Annual Sales	Beauty/ Jewelry	Fashion/ Home
Contender	\$0-\$39.99		0%	0%
Contender	\$40.00 +		25%	20%
Premier	No minimum	\$5,000	30%	20%

PRESIDENT'S RECOGNITION PROGRAM LEVEL

Sales Level	Annual Sales	Beauty/ Jewelry	Fashion/ Home
President's Club	\$10,000	40%	25%
Honor Society	\$20,000	40%	25%
Rose Circle	\$35,000	45%	25%
David H. McConnell Club	\$65,000	45%	25%
President's Council	\$110,000	45%	25%
Inner Circle	\$220,000	50%	25%

WHAT'S NEW GLOSSARY

CONTENDER (C):

A Representative with Award Sales up to \$4,999 per year.

PREMIER (P):

A Representative with Award Sales of \$5,000 to \$9,999 per year.

PRESIDENT'S RECOGNITION PROGRAM (PRP):

A Representative with Award Sales of \$10,000 or more per year.

PRODUCT ORDERING GUIDELINES:

All of our new products are featured in *What's New.* For each item, you can purchase up to ten—to try, to showcase and to sell to your customers. You can experience all of the colors, sizes and varieties. For example: if a lipstick comes in eight shades, you can purchase ten of each shade.

PREVIEW PRODUCT DISCOUNT:

Your What's New discount is based on your Commission Level.

For details about Commission Levels go to: Avon.com > Seller Central > Commissions and Sales Levels.

GET READY! Buy C4 Preview Products with your C2 and C3 orders. Order C4 Brochures when placing your C2 product orders.









NAILED IT!

COLOR COMBOS LIKE A PRO

Take your customer's nail game (and your sales!) to the next level with recommended shade pairings for fun, fresh looks.

FMG NAIL LACQUER + FMG GLIMMER SATIN LIPSTICK COMBOS









FMG NAIL LACQUER COLOR COMBOS

LUXE METALS

Paint every other nail with *Meteorite Rose* and *Golden Galaxy*.



ROSY GOLDEN

Paint every nail Full Moon Flush, excluding the ring finger.
Apply Meteorite Rose to both ring fingers.



ROYAL FLUSH

Paint every nail Lost Galaxy Plum, excluding the ring and middle fingers. Apply Golden Galaxy to the remaining fingers.



A HINT OF FLASH

Apply High Magnitude Mauve to pointer fingers and thumb nails. Apply Cool Comet to middle fingers. Apply Golden Galaxy to the ring fingers.





give your mani a little oh la la with **SUBTLE SPARKLE** and **ARTSY ACCENTS**.

2-in-1 base and top coat preps and sets nails.

fmg Glimmer Nail Base and Top Coat

Breathable, nail-hugging formula provides a smooth base to prime nails and help prevent discoloration and then works as a glossy, sheer protective top coat to help keep nails strong, shielding your manicure from chipping and streaking. Free from parabens, talc, gluten, phthalates and fragrance. Vegan. .4 fl. oz. 442-498

reg. \$10 now \$7.99 C \$5.99 P \$5.59 PRP \$4.79

why do I need a base/top coat?

It's your two-in-one solution for the perfect manicure that lasts!

You can say... "Similar to how we prime our face for makeup for a smooth and even finish, we first prime our nails with the base/top coat for salon-quality results. Next, add nail lacquer just like you would with your makeup. Lastly, set your nail look with the base/top coat, just like you would with a makeup setting spray."



GET MISTAKE-FREE

MANIS AT HOME



fmg Glimmer Nail Lacquer Eraser Pen Glide over nail edges after applying nail lacquer for a clean and perfected manicure. .135 fl. oz. 468-228

reg. \$10 now \$7.49 C \$5.62 P \$5.24 PRP \$4.49

TO USE

Glide over nail edges after applying nail lacquer to clean up and perfect your look. Clean excess lacquer from the tip of the pen as needed. Replace cap tightly after each use.



start the conversation

Speak to the convenience of this easy-to-use pen.

- "You don't have to be a pro for salon-worthy nails, especially with all your clean-up necessities in one convenient pen!"
- "Whether you're a nail novice or have been doing your nails for years, 'clicking undo' has just gotten easier with the eraser pen."
- "It also helps prevent nails and cuticles from drying out."
- "Get salon-worthy touch-up precision with the angled felt tip."

focus on the fun

Mistakes happen! Let your customers know that they can feel free to experiment because the eraser pen helps fine-tune their looks with effortless precision.



FREE SPRING FLING DUO details, page 3. Limited quantities.

Color-coordinated shades, now in an all-matte finish!

fmg Glimmer Eyeshadow Quad

Perfectly coordinated shadows that last all day. Vibrant pigments for a pop of color in a single swipe. Creamy soft powder formula hugs lids with rich color for all-day wear, without the fallout. Free from parabens and fragrance. 21 oz. total net wt. Comes with applicator.

reg. \$15 now \$11.99 C \$8.99 P \$8.39 PRP \$7.19

(The Multi finish quad with matte, satin and shimmer finishes is available in the Brochure.)









Bombshell 530-917

Calypso 530-921

MA Tig **53**1

MATTE Tigress 531-067

MATTE Icon 531-966

You asked... and now matte eyeshadows are here!

Let your customers know you have 4 new quads with complementary colors all designed to work together. (And don't forget to try them yourself too!)

PRO TIP

Quality makeup brushes can help improve the look of your eyeshadow by making application and blending easier, resulting in smoother results. We love the **fmg Eyeshadow Blending Brush** with dual ends to help press eyeshadow onto the eyelid and buff and blend for the perfect finish.

STEPS TO A COMPLETE EYE

STEP 1 Choose 1 primer



The Crème Shop VDL Expert
Crease-Free Color Primer
Eye Primer for Eyes

STEP 2 Swipe on coordinated shades



fmg Glimmer Eyeshadow Quad

STEP 3 Define your eyes



fmg Glimmer Love at Always on 1st Lash Point Eyeliner Mascara

For quick & easy removal





Cleansing Balm



fmg Makeup Remover Wipes





BIGGER SALES

ARE AT YOUR FINGERTIPS...

Host a wine and (nail) paint night!

STEP 1 Come up with your game plan

- · Your goal for sales at the party
- How to position your products
- Talking points for the three new nail products

STEP 2 Get party ready!

- Have your customers purchase the products/tools to participate in the activities.
- Make sure to have one fmg Glimmer Base & Top Coat and one fmg Glimmer Nail Lacquer Eraser Pen on hand.
- Make sure to have all your painting stations ready with everything they need: nail polish remover, cotton balls/pads and hand cream/moisturizer.

PRO TIP After cleaning and moisturizing hands, wipe the nails once more with nail polish remover. This is key to having the nail lacquer adhere to the nail.

STEP 3 Have fun!

- Use the list of color combos (see page 5) to get your customers thinking about purchasing more than one.
- Emphasize that it's okay to make mistakes with the handy eraser pen.
- If you love nail art, host a tutorial!
- If you are new to nail art yourself, don't worry—learning with friends is half the fun! Watch an online nail tutorial together, and try it out.
 Remember to have fun with it!

Steps to nail your look

PRIME TIME



fmg Glimmer Base & Top Coat

All good "paintings" start with a well-prepped canvas.

GET CREATIVE



fmg Glimmer Nail Lacquers

This is the time to have fun, mix and match, and explore multiple combinations.

FINE-TUNE



fmg Glimmer Nail Lacquer Eraser Pen

Erase all the overlap with the cuticle-friendly eraser pen.

LOCK IN THE LOOK



fmg Glimmer Base & Top Coat

Go in for round two and seal in your hard work.

Seal it with a kiss!

fmg Glimmer Satin Lipstick

Complete the look with a lipstick to match.



Nail art hacks



Use cosmetic sponges, like the Crème Shop Cosmetic Sponges, to create an ombré look.



Use a **bobby pin** to create pretty polka dots.



Use tape to create crisp lines and then clean up the edges with the fmg Glimmer Nail Lacquer

Eraser Pen.

EXCLUSIVE OFFER

MUST-HAVE MATTE QUAD **SETS**

FMG Precision Eye Brush 51/4" L. **\$14 value Eyeshadow Blending** Brush 6" L. \$14 value **Glimmer SuperExtend Nourishing Mascara** Black, .237 fl. oz. \$11 value Glimmer Liquid Eyeliner Blackest Black, .037 fl. oz. \$12 value **NEW Glimmer Matte** Eyeshadow Quad in **Bombshell and Calypso** Each. .21 oz. total net wt. \$30 total value







Award Sales*: \$31.17 Order Number: 267-737 No Limit Offer.

FMG Precision Eye Brush 51/4" L. **\$14 value Eyeshadow Blending** Brush 6" L. \$14 value **Glimmer SuperExtend Nourishing Mascara** Black, .237 fl. oz. \$11 value Glimmer Liquid Eyeliner Blackest Black, .037 fl. oz. \$12 value **NEW Glimmer Matte** Eyeshadow Quad in **Tigress and Icon** Each, .21 oz. total net wt. \$30 total value



Award Sales*: \$31.17 Order Number: 268-494 No Limit Offer.



fragrance selling 101

CONNECT THROUGH CONVERSATION. ASK...

- Is he looking for a daytime or nighttime fragrance?
- Is he looking for something for everyday wear or for special occasions?
- What fragrance notes does he like?

HOST A FRAGRANCE PARTY

- Invite top fragrance customers and new customers for an in-person or virtual event.
- Have samples on hand to build the buzz.
- Think of fun and engaging ways to bring the fragrance and notes to life through photos or props.
- If she's purchasing fragrances for herself, remind her that the new Studio 1886 Gentleman makes a great gift, and mention the amazing offer in the Brochure!

FEATURED SCENTS







Geranium

Black Pepper Cedarwood

ELEVATE YOUR SAMPLE...

by presenting it as a gift with their order and not just an add-on after a sale. Vial-on-cards are also premium samples, so they can get several uses from it.



STUDIO 1886 GENTLEMAN woody fougère Pack of 5 Samples 887-248 reg. \$4.50 NOW \$2.75

USE THE FRAGRANCE WHEEL

on avon.com to help guide your customer on scents they may like.



WHAT'S NEW/BROCHURE OFFER:

Studio 1886 Gentleman Aftershave Lotion with any \$30 purchase from this page in *What's New.* In Brochure: FREE with any \$30 men's fragrance purchase from select pages. \$16 value. Limited quantities.

EXCLUSIVE OFFER

TOP PICKS **FOR HIM**





NEW STUDIO 1886 GENTLEMAN woody fougère

Geranium, black pepper and cedarwood. Eau de Toilette 1.7 fl. oz.

\$50 value **Vial-on-Card Samples** Pack of 5 \$4.50 value

MESMERIZE BLACK Eau de Toilette woody fougère Pepper, addictive nutmeg and tonka bean. 3.4 fl. oz.

\$25 value

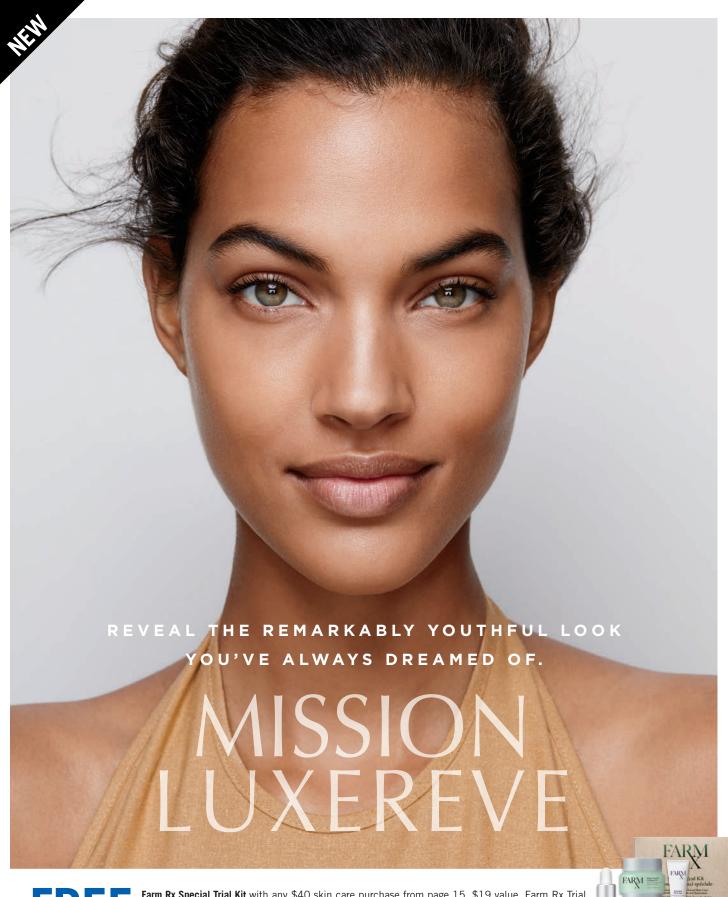
MESMERIZE ULTIMATE Eau de Toilette woody fougère Black pepper, zesty pomelo and sensuous patchouli. 3.4 fl. oz. 3.4 fl. oz. \$36 value

WILD COUNTRY Cologne fresh aromatic Lavender, coriander seed and sandalwood. \$22 value

BLACK SUEDE Eau de Toilette fresh aromatic Bergamot, soft leather and oak moss. 3.4 fl. oz. \$22 value

Award Sales*: \$49.99 Order Number: 141-831 No Limit Offer.

*Based on Brochure special prices. †Based on Brochure regular prices. Includes value of samples.



Farm Rx Special Trial Kit with any \$40 skin care purchase from page 15. \$19 value. Farm Rx Trial Kit includes: Super Greens Cooling Gel, .33 fl. oz., Super Greens Multivitamin Moisture Cream, .33 fl. oz., Bakuchiol Serum, .17 fl. oz., and Bakuchiol Eye Cream, .17 fl. oz. Limited quantities.



4-PIECE DELUXE KIT

Featuring new lotion formulated with special fermentation technologies derived from natural ingredients. Enhances the look of elasticity and firmness with an ultra-light feel!

MISSION LUXEREVE REGIMEN TRIAL KIT

Deluxe skin care collection includes try-it size of new lotion, coming in Brochure 6, plus favorite mini sizes:

Try-it-size Serum

Helps boost skin elasticity and firmness. Use AM/PM, after Mission Luxereve Essence and before moisturizing with Mission Luxereve Cream or NEW Lotion. .23 fl. oz.

NEW!

Try-it-size Lotion Helps visibly improve tone and texture and improve the look of elasticity and firmness. .67 fl. oz.

Try-it-size Foaming Wash

Removes pore-clogging impurities while leaving skin feeling refreshed. .5 fl. oz.

Try-it-size Cream

Helps skin look smoother, firmer, more youthful. Use AM/PM, after Mission Luxereve Serum. In AM, clean, moisturized and follow with sunscreen. .17 oz. net wt.

442-316 reg. \$34 now \$28 the kit C \$21 P \$19.60 PRP \$16.80

ELASTINE BOTANICALS

Infused with revitalizing babassu seed oil, chamomile flower water and lemon chestnut extract, and pH balanced, like healthy hair, it helps bring damaged hair back to life, adding dewy moisture for a smooth, natural-looking sheen.

FRIZZY HAIR?

Argan & CastorWith nourishing ingredients, helps protect hair from damage and breakage, and enhances hair's natural luster and smoothness.

Anti-Frizz Shampoo 828-145

Anti-Frizz Conditioner 828-604

Each, 6.7 fl. oz.

reg. \$5.39 now \$4.49 each C \$3.37 P \$3.14 PRP \$2.69

• PARABENS • SILICONE • MINERAL OIL • TRICLOCARBAN • TRICLOSAN

KEY INGREDIENTS

- · Argan oil helps moisturize, add shine, increase elasticity and protect hair from breakage.
- · Castor oil has moisturizing properties, which help nourish and strengthen hair and protect it from breakage.



EXCLUSIVE OFFER

THE BEAUTY OF BOTANICALS



\$16.99
OVER \$41 VALUE



ELASTINE BOTANICALS

ARGAN & CASTOR

Anti-Frizz Shampoo

6.7 fl. oz. **\$5.39 value**

NEW

NEW ELASTINE BOTANICALS ARGAN & CASTOR Anti-Frizz Conditioner 6.7 fl. oz. \$5.39 value

Botanicals



SKIN SO SOFT Botanical Essence Bath Oil 16.2 fl. oz. \$31 value

Award Sales*: \$16.99 Order Number: 684-022 No Limit Offer.

*Based on Brochure special prices. †Based on Brochure regular prices.



SHADES OF **SPRING**













Breast Cancer Awareness From The Heart Necklace and Earring Set

Silvertone with light pink accents. Necklace, 16'/2" L with 3'/2" extender. Pendant, 1" L. Pierced drops, 3'/4" L. **660-701**

reg. \$19 now \$14 the set C \$10.50 P \$9.80 PRP \$8.40

Breast Cancer Awareness Charming Bracelet

Shades of pink glass beads and silvertone metal beads with light pink enamel ribbon charm.
One size fits most. 660-716

reg. \$15 now \$12 C \$9 P \$8.40 PRP \$7.20

SHOP FOR THE CAUSE 15% CONTRIBUTION

Avon will contribute 15% of the sales prices of Pink Hope fundraising products from this page to American Cancer Society Making Strides Against Breast Cancer. The American Cancer Society does not endorse any product or service.









just for you

EXCLUSIVE OFFERS

DON'T MISS OUT!

The following bundles feature your customers' favorites with amazing savings. It's a great way to earn additional award sales and help you reach President's Club or your next President's Recognition Program title!



YOUR COST \$29.99 OVER \$98 VALUET

BUY

HAIKU
Eau de Parfum
fresh green floral
Japanese yuzu,
muguet
and blonde
woods. 1.7 fl. oz.
\$25 value

RARE GOLD INTENSE Eau de Parfum amber floral

A potent blend of mandarin zest, ylangylang and golden amber. 1.7 fl. oz. \$30 value

FAR AWAY INFINITY Eau de Parfum fruity floral Bergamot

Bergamot, jasmine sambac and sensual sandalwood. \$25 value

GET FREE

HAIKU
Body Lotion
fresh green floral
Japanese yuzu,
muguet and
blonde woods.
6.7 fl. oz.
\$10 value

RARE PLATINUM INTENSE Vial-on-Card Samples amber floral Pack of 5 \$4.25 value

FAR AWAY BEYOND INTENSE Vial-on-Card Samples woody floral Pack of 5 \$4.25 value

Award Sales*: \$29.99 Order Number: 868-106 No Limit Offer.



BLACK SUEDE ULTIMATE Eau de Toilette woody fougère

A dynamic blend of lemon, rich lavender and tonka bean. 3.4 fl. oz. \$27 value

MESMERIZE ULTIMATE Eau de Toilette woody floral Crisp pear, viole

woody floral
Crisp pear, violet
and warm amber.
3.4 fl. oz.
\$36 value

STUDIO 1886 LEGENDARY Eau de Parfum woody fougère Vibrant lemon, patchouli and

Vibrant lemon patchouli and salted amber. 1.7 fl. oz. \$50 value

BLACK SUEDE Hair & Body Wash fresh aromatic

Bergamot, soft leather and oak moss. 5 fl. oz. \$8 value

WILD COUNTRY Hair & Body Wash fresh aromatic

Lavender, coriander seed and sandalwood. 5 fl. oz. \$8 value MESMERIZE PLATINUM ULTIMATE Vial-on-Card Samples woody floral Pack of 5 \$4.25 value

Award Sales*: \$34.99 Order Number: 668-774 No Limit Offer.

*Based on Brochure special prices. †Based on Brochure regular prices. Includes value of free products and samples.

GOOD VIBES BUNDLE



YOUR COST \$47 \$117 VALUE*







Avon Pure Diffuser LED light-up diffuser with three different settings. 61/2" H. USB connection. \$39 value **AVON PURE ESSENTIAL OILS**

Sweet Dreams With lavender and chamomile. .34 fl. oz **\$31 value**

Lavender
Calms and soothes.
Helps with balance
and restfulness.
.34 fl. oz.
\$27 value

Happiness With grapefruit, lemon and sweet orange. .34 fl. oz. \$20 value

Award Sales*: \$47 Order Number: 089-613 No Limit Offer.



Dr.Belmeur Cica Recovery Cream1.7 fl. oz. **\$42** value

Dr.Belmeur Cica Eye Cream .84 fl. oz. \$48 value Rice Water Bright Cleansing Facial Wipes 50 sheets. \$11 value Rice Water Bright Rice Bran Gentle Exfoliating Cleanser 10 fl. oz. \$15.99 value Jeju Aloe Fresh Ice Soothing Gel 10.1 fl. oz. \$11 value Jeju Aloe Fresh Ice Soothing Face Mask .77 oz. net wt. \$4.20 value Jeju Aloe Fresh Soothing Mist 4.4 fl. oz. \$16 value

Award Sales*: \$40 Order Number: 226-124 No Limit Offer.



ALL MINI SIZES!

Anew Vitamin C Brightening Serum Mini .23 fl. oz. \$10.27 value Anew Vitamin C Illuminating Priming Moisturizer Mini .23 fl. oz. \$4.76 value Anew Power Serum Mini .23 fl. oz. \$10.50 value Isa Knox Anew LX Ultimate Rejuvenating Day Cream Mini .5 fl. oz. \$15 value Isa Knox Anew LX Ultimate Rejuvenating Serum Mini . .23 fl. oz. \$9.80 value Farm Rx Bakuchiol Serum Mini .17 fl. oz. \$7.33 value

Farm Rx Super Greens Cooling Gel Mini .33 fl. oz. \$4.11 value

Award Sales*: \$14.99 Order Number: 242-616 No Limit Offer.

^{*}Based on Brochure special prices. †Based on Brochure regular prices.













YOUR COST 29.99

BUY

ELASTINE PROPOLITHERA Damage Repair Conditioner 16.9 fl. oz. \$18 value Damage Repair Shampoo 16.9 fl. oz. \$18 value Serum Treatment 7.8 fl. oz. \$22 value

GET FREE

ELASTINE MOISTURE ESSENTIALS SHINE CERAMIDE + ARGAN OIL Shampoo 12.7 fl. oz. \$9 value Conditioner 12.7 fl. oz. \$9 value ELASTINE MOISTURE ESSENTIALS SHINE OIL SERUM ARGAN OIL 2.54 fl. oz. \$9 value

Award Sales*: \$29.99 Order Number: 021-255 No Limit Offer.





BUY

AVON SENSES Fresh Bergamot & Wild Mint Shower Gel 10 fl. oz. \$17 value

Sparkling Grapefruit & Orange Blossom Shower Gel 10 fl. oz. \$17 value Sparkling Grapefruit & Orange Blossom Body Lotion 8 fl. oz. \$17 value Fresh Bergamot & Wild Mint Hand Soap 10.1 fl. oz. \$13.99 value 2 Fresh Bergamot & Wild Mint

GET FREE

Hand Creams
Each, 2.5 fl. oz.
\$12 total value

2 Sparkling Grapefruit & Orange Blossom Hand Creams Each, 2.5 fl. oz. \$12 total value

Award Sales*: \$23.99 Order Number: 068-153 No Limit Offer.



BUY

AVON SENSES BUBBLE BATH in Vanilla Cream, Sensitive Skin and Cucumber Melon Each, 24 fl. oz. \$33 total value



SENSES HYDRATING SHOWER GELS in Blushing **Cherry Blossom and Juicy** Pomegranate & Mango Each, 5 fl. oz. \$12 total value

Award Sales*: \$14.99 Order Number: 069-346 No Limit Offer.



BUY

2 SKIN SO SOFT BOTANICAL **ESSENCE Bath Oils** Each, 16.2 fl. oz. \$62 total value

SKIN SO SOFT ORIGINAL **Shower Gel** 5 fl. oz. \$8 value



YOUR COST

\$118 VALUE¹

MOISTURE THERAPY +BALANCE AND SOOTHE

Body Wash 13.2 fl. oz. \$23 value

Body Lotion 13.2 fl. oz. \$25 value

Award Sales*: \$26.99 Order Number: 069-839 No Limit Offer.

SHOW YOU CARE!

Hand creams, lip balms and doos make the perfect little thank-you gift. Drop in an order for loyal customers, include in a teacher appreciation gift, give to your local mail deliverer, or add to a holiday gift basket or stocking stuffer—the possibilities are endless!





10-Piece AVON CARE Silicone Glove Protective Hand Cream Pack Lasting protection from dryness. Each, 3.4 fl. oz. \$6 value

Award Sales*: \$10.99 Order number: 586-319 No Limit Offer.



8-Piece Lip Balm Pack

Includes: Moisture Therapy Intensive Healing & Repair Moisturizing Lip Treatment Stick, Flavor Savers Strawberry Lip Balm, Flavor Savers Vanilla Lip Balm, Veilment Care Cherry Lip Balm, Veilment Care Strawberry Lip Balm, Veilment Care Hemp Seed Oil Ultra-Nourishing Lip Balm (Red), Dew Kiss Lip Dew and Skin So Soft Supreme Nourishment Lip Balm. Each, .14 oz. net wt. \$2 value (Hemp Seed Oil Lip Balm, \$2.50 value)

Award Sales*: \$4.99 Order number: 683-523 No Limit Offer.



8-Piece Roll-On Anti-Perspirant Deodorant Pack

Includes: Black Suede, Imari, On Duty Unscented, Cool Confidence Baby Powder, Odyssey, Wild Country, On Duty Original and On Duty Sport. Each, 2.6 fl. oz. \$3.60 value

Award Sales*: \$5.99 Order number: 683-815 No Limit Offer.

*Based on Brochure special prices. †Based on Brochure regular prices.

KEEP IT (FIJI) FRESH AND CLEAN

YOUR COST OVER \$71 VALUE

BUY

FRESH FIJI **Sheet Detergent in Fresh** 30 sheets, 60 loads. **\$19.99 value Hygienic Power Laundry Bar & Stain Remover** 6.3 oz. net wt. \$3.49 value **Shoe Deodorizer** 10.1 fl. oz. \$9.99 value **Hygienic Power Color Booster & Stain Remover**

63 loads. 47 fl. oz. \$12.99 value **Hygienic Power Fabric Softener** 50 loads. 33.8 fl. oz. \$7.99 value



5 FRESH FIJI Hygienic Power Laundry Bar & **Stain Removers** Each, 6.3 oz. net wt. \$17.45 total value



Award Sales*: \$28.99 Order Number: 660-720 No Limit Offer.

*Based on Brochure special prices. †Based on Brochure regular prices. Includes value of free products.

REPRESENTATIVE SPOTLIGHT

Get to Know... Therese McAdams



RISING STAR ACHIEVER

2022 HONOR SOCIETY, BRONZE AMBASSADOR**

OSWEGO, NY

Why did you join?

I joined Avon during the height of the COVID pandemic. I was looking for a way to make up for the loss of income we experienced when my other two businesses were closed due to shutdown restrictions.

How long have you been a Representative?

I celebrated my two-year anniversary at the end of October.

What's your favorite aspect of your Avon business?

What I love the most about Avon is the people.

I love meeting new people! Many of my customers are

now very close friends. I enjoy interacting with them and helping new customers find solutions to their problems. And it's not just the customers for me. I have met so many amazing people through Avon! There is always someone willing and available to help answer questions, toss ideas around with and support you in any way you need. I have made some very close dear friends from all over the country in the short time I've been a Representative. Those friendships are priceless to me.

What's your top tip for other Representatives?

First, do the Avon U trainings. They are GOLDEN. You will learn so much, and they will help you in so many ways. Second, be yourself when approaching prospective new customers. It will go so far in building a trusting business relationship and in many instances, forming new friendships.

What accomplishment are you most proud of?

I'd have to say that I am most proud of reaching Honor Society in each of my first two years with Avon and earning a trip for two to Destination Avon Hawaii in my first year.

What is your favorite Avon product?

I really love Skin So Soft Bug Guard. I also love Avon fashion! I wear it all the time, and when someone compliments me, I tell them it's Avon. With Bug Guard, I carry it with me everywhere. I offer it to people at campgrounds, the beach and ball games. I also give them a business card so they can order from me when they run out.

**Titles are as of Campaign 25, 2022.

Take the 24 Hour Challenge

ar ar ar ar ar ar

Reach out to 10 people about your new Avon business in the next 24 hours.

1.	
1.	

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<i>,</i> .	

8.	_

9.	
<i>9</i> .	

10.	

Share your online store link and a message.

Follow up in two days to ask for their order.

PREMIUM FRAGRANCE SAMPLES

Let customers experience the fragrance with vial-on-eard samples. They allow for several uses, so customers can really get a "sense" of the "scent"!



FOR HER BUNDLE

INCLUDES PACKS OF 5 VIAL-ON-CARD SAMPLES: Rare Platinum Intense, Far Away Beyond Intense, LYRD Artisan Santal Musk and LYRD Oud Rose. **484-796**

20 samples total for only \$7.49



FOR HIM BUNDLE

INCLUDES PACKS OF 5 VIAL-ON-CARD SAMPLES: Mesmerize Ultimate, Mesmerize Platinum Ultimate, Black Suede Ultimate and Studio 1886 Legendary. **011-148**

20 samples total for only \$6.99

SAMPLING TIPS If you know your customer's note preferences, gift a fragrance sample that's in a similar family. If she's shopping for herself, remind her that men's fragrances make great gifts and offer her a sample. Follow up for feedback and a potential order.

PREMIUM SKIN CARE SAMPLES

When you convert a skin care sample into a full-size sale, you can really boost your overall business. Use samples to introduce customers to some of our key skin care picks.



POWERHOUSE BUNDLE

INCLUDES PACKS OF 3 SAMPLES: Anew Vitamin C Illuminating Body Serum, belif The True Cream Aqua Bomb Aloe, Farm Rx Super Greens Multivitamin Moisture Cream, Farm Rx Super Greens Cooling Gel, Isa Knox LXNEW Platinum Sculpting Day Cream and Isa Knox Anew LX Ultimate Rejuvenating Serum. **029-552**

18 samples total for only \$1.99



LUXE IT UP BUNDLE

INCLUDES: Anew Platinum Age Delay Serum (pack of 3), Mission Luxereve Eye Cream (pack of 3), Farm Rx Super Greens Multivitamin Moisture Cream (pack of 3), Farm Rx Super Greens Cooling Gel (pack of 3), Anew Ultimate Night Repair Night Serum (pack of 3) and Isa Knox Anew LX Ultimate Rejuvenating Day Cream (pack of 3). 039-617

18 samples total for only \$1.99



If your customer is placing a makeup or skin care order, present a skin care sample as a thank-you gift.

Don't forget to follow up! The best time is after the first weekend you gave it to your customer. Ask how she liked the texture and what she thought of the product.

LOVE AT FIRST TRY

Samples are a win-win...fun freebies for your customers, and potential full-size sales for you!

FRAGRANCE VIAL-ON-CARD SAMPLES

Each vial allows for several fragrance applications for a premium sampling experience. Follow up to see what your customers thought of the scent.



GINZA WISH YOU WERE HERE fruity floral Pack of 3 Samples 504-318 reg. \$4.50 NOW \$2.90



IMARI AMOR woody floral Pack of 5 Samples 153-650 reg. \$2.25 NOW \$1.75



LYRD PEONY ROSÉ soft floral Pack of 5 Samples 616-263 reg. \$4.25 NOW \$2.50



LYRD OUD ROSE woody floral Pack of 5 Samples 792-446 reg. \$3 NOW \$1.85



FAR AWAY amber floral Pack of 5 Samples 451-207 req. \$2.25 NOW \$1.75



FAR AWAY BEYOND INTENSE woody floral Pack of 5 Samples 387-615 reg. \$4.25 NOW \$2.50



LYRD ARTISAN SANTAL MUSK woody floral Pack of 5 Samples 830-232 reg. \$4.25 NOW \$2.50



LYRD ARTISAN **CHERRY VETIVER** amber floral Pack of 5 Samples 828-590 reg. \$4.25 NOW \$2.50



LYRD ARTISAN **CANNABIS OUD** fresh citrus Pack of 5 Samples 954-670 reg. \$4.25 NOW \$2.50



RARE PLATINUM INTENSE amber floral Pack of 5 Samples 359-750 reg. \$4.25 NOW \$2.50



RARE PEARLS soft floral Pack of 5 Samples 006-400 req. \$2.25 NOW \$1.75



HAIKU SACRED INTENSE fruity floral Pack of 5 Samples 359-764 reg. \$4.25 NOW \$2.50



HAIKU fresh green floral Pack of 5 Samples 578-367 reg. \$2.25



MFSMFR17F fresh aromatic Pack of 5 Samples 006-449 reg. \$2.25 NOW \$1.75



STUDIO 1886 LEGENDARY woody fougère Pack of 5 Samples 398-657 reg. \$4.25 NOW \$2.50



STUDIO 1886 GENTLEMAN woody fougère Pack of 5 Samples 887-248 reg. \$4.50 NOW \$2.75



BLACK SUEDE fresh aromatic Pack of 5 Samples 006-468 reg. \$2.25 NOW \$1.75



BLACK SUEDE ULTIMATE woody fougère Pack of 5 Samples 235-728 reg. \$4.25 **NOW \$2.50**



WILD COUNTRY fresh aromatic Pack of 5 Samples 006-453 reg. \$2.25 NOW \$1.75



MESMERIZE PLATINUM ULTIMATE woody floral Pack of 5 Samples 897-006 reg. \$4.25 NOW \$2.50



MESMERIZE ULTIMATE woody fougère Pack of 5 Samples 436-625 reg. \$4.25

MAKEUP SAMPLES

Help your customers find their perfect shades and experience our formulas.



fmg Cashmere 24 Hour Foundation Sample Packs

3 samples per pack. Light-Medium 592-966 Medium-Tan **592-970** Tan-Deep **592-985** reg. \$4





Love at 1st Lash Mini Mascara Blackest Black. .135 fl. oz. 594-060 reg. \$6



fmg Glimmer Satin Lipstick Sample Packs

Total 0.212 oz. net wt.; equivalent to over 2 full-size fmg Glimmer Satin Lipsticks. 10 samples per pack. reg. \$22 NOW \$3.25 each pack

Sample Pack #1 includes:

Wildrose, Rose Angel, Luna, Hibiscus, Sierra Sunset, Poppy, Violet Night, Fog, Thunderbird, Firebolt 235-751

Sample Pack #2 includes:

Eclipse, Aster, Wild Cherry, Tulip, Constellation, Morning Glory, Plum Blossom, Desert Moon, Equinox, Twilight 342-250

JEWELRY

Bracelet Pillow Black velvet-like fabric and cardboard. Imported, 3" L x 3" W. 149-230 \$4.99



FACE & BODY CARE SAMPLES

Let your customers experience the luxurious textures of some of our key products.



ANEW ULTIMATE NIGHT REPAIR NIGHT SERUM Pack of 3 Samples 491-866 reg. \$2 NOW 75¢



ANEW ULTIMATE SUPREME DUAL ELIXIR Pack of 5 Samples 669-694 \$2.50



ANEW PLATINUM AGE DELAY SERUM Pack of 3 Samples 491-885 reg. \$2 NOW 75¢



FARM RX AMAZON BERRY BOOST SMOOTHING & FIRMING BODY CREAM Pack of 3 Samples 506-617 reg. \$1 NOW 59¢



FARM RX BAKUCHIOL CREAM Pack of 3 Samples 792-848 reg. \$1 NOW 79¢



FARM RX BAKUCHIOL EYE CREAM Pack of 3 Samples 307-689 reg. \$1 NOW 79¢



FARM RX SUPER GREENS MULTIVITAMIN MOISTURE CREAM Pack of 3 Samples 307-913 reg. \$1 NOW 59¢



FARM RX SUPER GREENS COOLING GEL Pack of 3 Samples 976-830 reg. \$1 NOW 59¢



FARM RX SUPER GREENS REFRESHING GEL CLEANSER Pack of 3 Samples 497-151 reg. \$1 NOW 59¢



FARM RX
PINEAPPLE PLUS
INSTANT GLOW
TONER
Pack of 3 Samples
506-435
reg. \$1
NOW 59¢



FARM RX
PINEAPPLE
PLUS BRIGHTENING
JELLY SERUM
Pack of 3 Samples
506-530
reg. \$1
NOW 59¢



ISA KNOX ANEW LX ULTIMATE DAY CREAM Pack of 3 Samples 549-596 reg. \$1 NOW 69¢



ISA KNOX ANEW LX ULTIMATE REJUVENATING SERUM Pack of 3 Samples 034-668 reg. \$1 NOW 89¢



FARM RX GREEN GODDESS FACIAL OIL Pack of 5 Samples 759-456 \$2.50



ISA KNOX ANEW
CLINICAL LINE ERASER
WITH RETINOL
[1.0%] ADVANCED
RETINOL SERUM
Pack of 3 Samples
787-020 reg. \$2
NOW \$1.49



ISA KNOX LXNEW PLATINUM SCULPTING DAY CREAM Pack of 3 Samples 731-690 reg. \$1 NOW 69¢



ISA KNOX LXNEW PLATINUM SCULPTING EYE CREAM Pack of 3 Samples 731-723 reg. \$1 NOW 69¢



ISA KNOX LXNEW PLATINUM SCULPTING OIL SERUM Pack of 3 Samples 731-704 reg. \$1 NOW 89¢



ISA KNOX LXNEW CLINICAL BOOSTER MICROBIOME BALANCE Pack of 3 Samples 318-625 reg. \$1 NOW 69¢



ISA KNOX LXNEW CLINICAL BOOSTER MOISTURE LOCK Pack of 3 Samples 318-644 reg. \$1 NOW 69¢



ISA KNOX LXNEW CLINICAL BOOSTER PORE PERFECTOR Pack of 3 Samples 318-549 reg. \$1 NOW 69¢



ISA KNOX
ANEW CLINICAL
COLLAGEN BOOSTER
REJUVENATING
SERUM AMPOULES
Pack of 3 Samples
351-266 reg. \$3
NOW \$2.50



ISA KNOX CLINICAL
COLLAGEN
BOOSTER EYE LIFT
PRO DUAL EYE
SYSTEM
Pack of 5 Samples
351-414 \$3



MISSION LUXEREVE EYE CREAM Pack of 3 Samples 000-269 reg. \$2 NOW \$1.20



AQUA BOMB ALOE Pack of 3 Samples 994-081 reg. \$1 NOW 69¢



MOISTURIZING BOMB Pack of 3 Samples 836-575 reg. \$1 NOW 69¢



REVITALIZE & REVEAL INTENSIVE PEEL Pack of 3 Samples 533-806 reg. \$1 NOW 69¢



POWER SERUM Pack of 5 Samples 105-159 reg. \$2.50 NOW \$2



VITAMIN C ILLUMINATING BODY SERUM Pack of 3 Samples 695-652 reg. \$2 NOW 79¢



VITAMIN C
ILLUMINATING
PRIMING
MOISTURIZER
Pack of 5 Samples
962-709
reg. \$2.50
NOW \$2.15



VITAMIN C OVERNIGHT RADIANT MASK Pack of 3 Samples 993-927 reg. \$2 NOW 79¢

SPRING CLEANING DONE RIGHT!

6-piece set only \$22.99 with any \$10 Brochure purchase.



Spring Cleaning Set

Includes:

- Cucina Essentials Dish Soap in Lemon Verbena 16.6 fl. oz. \$8.99 value
- \bullet Cucina Essentials Spray-On Dish Soap in Fresh Citrus 16.9 fl. oz. \$9.99 value
- Homestar Bathroom Cleaner 25.4 fl. oz. \$11.99 value
- Homestar Foaming Toilet Bowl Cleaner Five pouches. 10.6 oz. total net wt. \$12.99 value
- Fresh Fiji Sheet Detergent in Fresh Scent 30 sheets. \$19.99 value
- Fresh Fiji Sheet Hygienic Power Fabric Softener 50 loads. 33.8 fl. oz. \$7.99 value
- \$71.94 if purchased separately.

LIMITED QUANTITIES.

Spring Cleaning Set purchase does not qualify toward this or any other offer in the Brochure.



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