

HOW TO GROW YOUR SALES LEADER BUSINESS

*TAKE NOTES...IM GIVING AWAY ALL
MY SECRETS TO A SUCCESSFUL
BUSINESS*

- **GUIDES**
- **RESOURCES(TOOLS)**
- **ADVERTISING**
- **NETWORK MARKETING**
- **SOCIAL NETWORKING**
- **ATTRACTION MARKETING**
- **PROSPECTING**

TRAINING GUIDES

LISTS OF GUIDES YOU SHOULD BE USING

- SALES LEADER TRAINING GUIDE
(EMAILED FROM ME ONLY)
- SALES LEADER E GUIDE ON LINE
(AVON WEBSITE)
- SMA TRAINING GUIDE (AVON WEBSITE)
- ALM TRAINING GUIDE (AVON WEBSITE)
- ORDER MANAGEMENT TRAINING
(EMAILED FROM ME ONLY)

Resource Examples



Face book

Check out my Face book group
VIDEO TRAINING CLIPS discussion boards,
Avon videos, you name it you can do it on
there.

gaiselite training programme

To join my group & get some idea's

FREE Avon personal website

Go to your own Avon Account

Then Go to:

My own Office

In the resources column

Click SALES LEADER PERSONAL WEBSITE

To the left, click **ENROL**

**Its FREE and you can have a Personal
website within Minutes!!!!**

List these Recourses to use NOW

- ❖ GOOGLEMAPS
- ❖ ROUTE 66 PLANNER
- ❖ SKYPE.COM
- ❖ BROWNBOOK.NET
- ❖ FACEBOOK.COM
- ❖ YOUTUBE.COM
- ❖ LINKEDIN.COM
- ❖ WINDOWSLIVE.COM
- ❖ TWITTER.COM
- ❖ BLOGS
- ✓ WEBSITES.....
- ✓ flissys,
- ✓ avon,
- ✓ gailsavon,

FREE Advertising

Go to all search engines.....

GOOGLE, BING, YAHOO, MSN etc.....

Type in "FREE ADVERTISING"

Hundreds of FREE website will come up for you to register for FREE

FREE INTERNET ADVERTS WE USE

Friday ad,

Trade it,

Workmoose,

Gumtree

PAID Advertising

Local papers/linage

Regional papers/linage

National papers/linage

Big Advertising.com

Pay per click internet sites

Job sites

Advertising & your Return on investment

What is it?

Cost of Ad	Leads	Cost per lead	LOA1 orders	Sales to LOA6	<u>Commission</u>	Gross profit
£50	5	£10	4	£3,000	£120*	£70
£50	5	£10	4	£3,000	£180\$	£130
£50	5	£10	4	£3,000	£270&	£220
£50	5	£10	4	£3,000	£300@	£250

* Based on 4% average commission at Sales Leader level

\$ Based on 6% average commission at Advanced Status

& Based on 9% average commission at Executive Status

@ Based on 10% average commission at Senior Executive Status level

Network marketing

What is it?

Its what we are doing now, we are getting together with a like minded bunch of people and talking about our business. The Avon conferences are huge network marketing events.

NETWORKS around you,...to start infiltrating!

- CHURCH
- SCHOOLS
- REPS
- CUSTOMERS
- FRIENDS & FAMILY
- SOCIAL GROUPS
- GYM/BINGO/SWIMMING
- CLASSES

Social Networking

What is it?

Social Networking is the FUN side of networking. Becoming part of a social network is joining a GYM, starting a course, joining face book and socialising with others over the internet.

- FACE BOOK FRIENDS
- MSN FRIENDS
- FORUMS...MOMS,
SWIMMING,
SLIMMING,DARTS,

Whatever your interested in, join a social forum and talk about your interests but also talk about what you do outside of your interest (AVON)

Attraction marketing

What is it?

Attraction marketing is my most favourite of all. It means exactly what it says on the tin. PEOPLE ARE ATTRACTED TO PEOPLE YOU are your business, people will come to you for your strengths...

- EASY TO TALK TO
- FUN TO BE AROUND
- KNOWLEDGABLE
- HONEST
- TRUST WORTHY
- GREAT WEBSITE, FACEBOOK, TWITTER PAGES....

So, what makes you attractive in the Avon market?...find it, use it and build your business on it.

Prospecting

What is it?

This is how I started my business. Prospecting is a simple term for FINDING YOUR OWN LEADS....talking to people about Avon and asking if they would like to earn some extra money like you

- Door knocking
- Town prospecting
- Shopping centres
- Buggy bashing
- High streets

Creative Lead generation

What is it?

Thinking out side the BOX. There are lots of FREE and easy ways to prospect other than what we have discussed.

- Advertising on your car
- The Internet & search Engines
- Leaflet Drops
- Shop windows
- Exhibitions
- School fetes
- School/church notice boards
- Posters in unusual places
- Recycling old materials in a new way.

Summary

'If you always do what you always did, you always get what you always got'

Start your Avon Sales Leadership Business TODAY 2010 as a BUSINESS and not just something you "play at"

"If you say you can you will

If you say you cant you wont"

Either way your right!!