

Dear Sales Leaders.

If you have experienced a Christmas before, the extra campaigns squeezed in from Dec 25th to end of January can cause problems.

A lot of reps leave because of the demands of being told to work and place orders over the xmas break when all they want to do is have a break themselves.

Some leave purely because they get in a muddle.

Some leave because they forget to pay in time.
Distribute this flyer to all your representatives, either via email or in the post.

Even print some off and give to your future new recruits during November and December.

It will help I promise.

For you to miss a campaign order, just make sure you have the performance points built up to cover the order value.

ALSO...LOOK AFTER WHO YOU HAVE

If this is your first Christmas, to minimise the drop out of representatives you can..

- Pre-Christmas Call your reps and wish them a merry xmas and happy new year.
- Congratulate your reps, examples, well done 1 year of avon, excellent sales levels, excellent growth etc.
- 1st or 2nd week in January call your reps to make sure they have brochure 3's to start up again in 2009. (you can order them through your website on their behalf, but only with their agreement)
- When talking to them, slip in a question that asks if they have kept up with their payments. Be ready to advise.
- Do everything you can to save your rep for the new year

Have a **BREAK** over Christmas

YOU deserve it !!



A word of advice for ALL representatives.

Directly after Christmas you may have an order date. You are very welcome to completely SKIP this order and have yourself a well earned break.

For most of you it will be a campaign 2 order simply ignore that date and order on the campaign 3 date instead. You can order in campaign 3 using old brochure 2's.

For some of you that awkward order date is a campaign 1, still skip it and order on your next order date being campaign 2.

If you prefer to order because you are short of order forms and brochures or maybe even need a few products for the home or a late Christmas present, then go ahead.

TIPS

Keep a real close eye on your order dates through January as for some of you January has 3 order dates.

Also keep well up to date with your payments as if you miss one it can be hard to catch up.

You may get a call or email from someone from AVON saying you *must place a order*. This is incorrect and can be ignored.

ALSO

We would like to take this opportunity to THANK YOU for your time so far with AVON and wish you even greater earnings for 2009.