

The six commitments of Sales Leadership

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Commitment 1: Never give up

Commitment 2: Work the system

Commitment 3: Tell your story

Commitment 4: Keep it simple

Commitment 5: Sift & sort

Commitment 6: Support your downline

Commitment 1: Never give up

Do the work and your business will grow. It may take years and there will be setbacks along the way but stay the course and you will reach your goals.

Commitment 2: Work the system

AVON is already a successful business, no need to reinvent the wheel! Follow your particular mentors strategy, you must learn to follow before you can lead.

Commitment 3: Tell your story

Talk about yourself, tell your story, why you chose Avon sale leadership. Be honest, wether it's a little extra income or an exciting new career change, it's all about you.

Commitment 4: Keep it simple

You persuade people to join your team by convincing them that they can duplicate what you are doing.

Commitment 5 : Sift & sort

Don't waste time begging people to join. You want the eager beaver, ready willing and able to start now! A small % will fit this category, sift & sort till you find them, this way your team will be strong & reliable.

Commitment 6: Support your downline

As you rely on your mentor your downline will rely on you. The more training and support you give them the better they will perform for you. Show them how to make money. Parties, networking, president club, sales leadership, it's all within their reach, you can make it possible.

Open-ended question

Why?What?Where?Who?How?When?

Here are some open-ended questions that you may find helpful when you are out and about talking to people about Avon:

When did you last see an Avon brochure?

How long have you lived in the area?

How would you feel about selling Avon?

What work do you do at the moment?

How much free time do you have?

Who would you show a brochure to?

Your approach

OAP'S: "Hello I am.....from Avon, I wonder if you would help me. Could you tell me if there are any young families in the area who may like to earn some extra cash?"

Men: "Hello, is there a lady in the house I could speak to?"

Women of age 18 upwards: "Hello I am in the area today looking for someone who may be interested in earning some extra cash, or may be someone who may have an hour or 2 to spare?" (depending on the area)

Questions and answers sheet overcoming objections

P: "I haven't got the time"

Y: "I thought that but I soon found that it didn't take very long and I fit it in around my other commitments"

P: "I don't know anyone around here"

Y: "I was new to my area too but within few weeks I found new friends and knew most people on the estate and it helped me meet new moms at school"

P: "I wouldn't want to go round knocking on doors"

Y: "Knocking doors isn't necessary to start with. Just pop a book through the door and when they place an order you deliver the goods. I found most people are really friendly"

P: "I've just had a baby"

Y: "The last lady I was with felt like that when I first met her but she found she enjoyed taking a baby out with her. Customers love to see her baby"

P: "I don't think my husband will let me do it"

Y: "Suppose I could show you a way of covering this area without having to go out in the evening, how would you feel about it the?"

P: "I have done it before"

Y: "Avon has changed over the past couple of years and I personally will take care of you along side the customer service helpline"