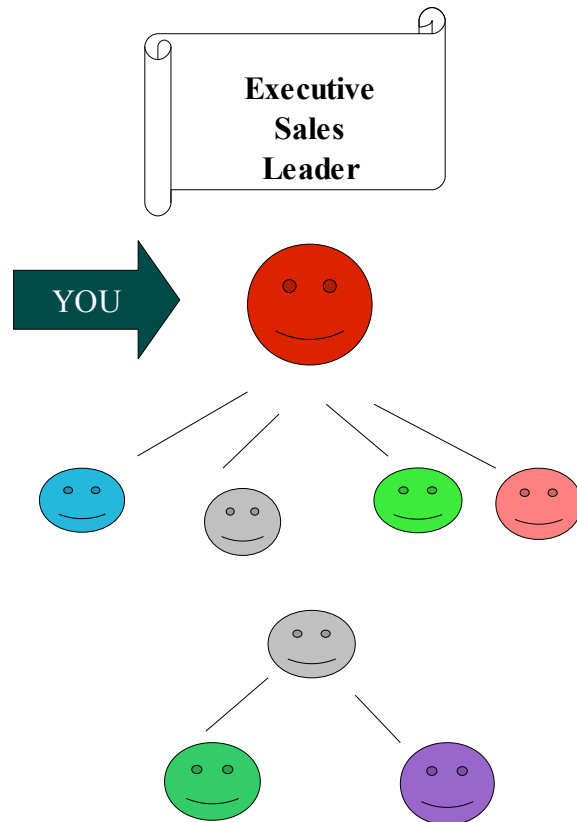


WORK A SYSTEM

***Would you like £1000 a campaign?
You need to target EXECUTIVE level***



Need 40 Qualifying Orders on YOUR Top Line

4 Qualifying Sales Leaders

Plus 1 Qualifying Advanced Sales Leader

TAKE ACTION

Duplication is Key

- Sign up 5 New Reps a week = 15 new team members every Campaign
- This will give you the 1st step of having 40 team members within 3–4 Campaigns
- Identify & Train a Sales Leader
- DUPLICATE what you just did! Step 1 is finding 40 reps on your Top Line, teach this to your sales leader & Duplication is in Action
 - Repeat this with your next 5 Sales Leaders
- Now, identify which one or two of your Qualified Sales Leaders are due for training further & to become Advanced.

USE THE AVON BUSINESS TOOLS

Visit www.facebook.com



Type in/search for

GailsElite Training Programme

Join the Group & advise your team to do the same.

Here you will find video training & top tips from other sales leaders.

An Excellent & FREE resource

Smart Start



Great incentive to go online

Motivates New reps

Goal Setting

Setting an expectation



AVON
Business Development
Bonus
Your 1st 2 Years Incentive
Plan for Sales Leadership

Creating and setting an expectation

One year plan = one year commitment

Setting the goals, helps create the DREAM

Welcome to Avon's Online Training!

We're here to help you create a solid foundation for developing your Avon business and provide you with the opportunity to polish your skills. This series of training courses was designed to help you:

Prepare for your business,
Practice your skills with engaging exercises,
Prosper and enjoy your success.
It's your Avon; the business of beauty

RESOURCES



www.sellcosmetix.com

team members

sales leader or representative

Password leader or motivation

TO FIND A SALES LEADER

Lets keep this simple

ALL YOU NEED TO DO IS THE **3 R's**
RECRUIT
RECRUIT
and RECRUIT AGAIN

TO FIND A SALES LEADER RECRUIT REPS



THEN RECRUIT SOME MORE REPS !



WHAT'S NEXT ?

YOU GUESSED IT.....RECRUIT SOME MORE REPS



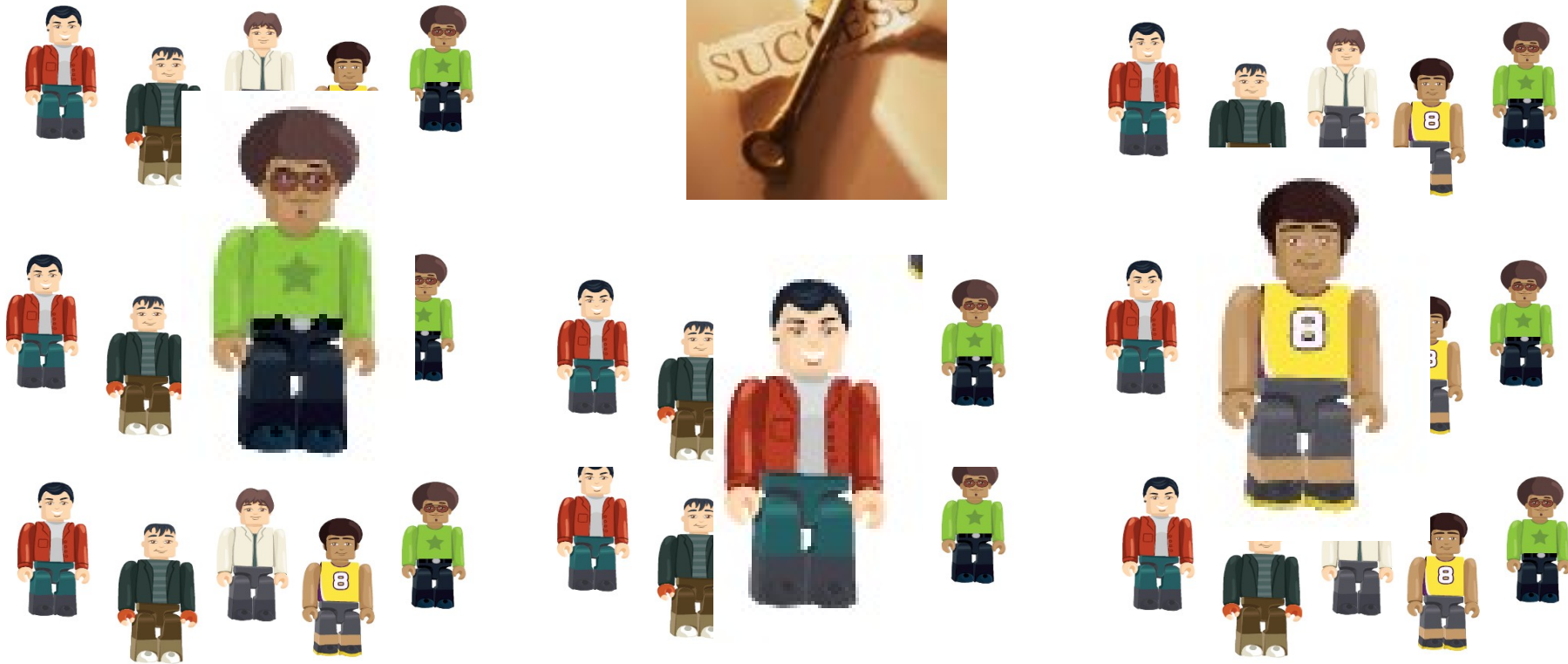
Aim towards 40 representatives
Do not be worrying about sales leaders just yet

Now from this LARGE pool of reps you will find it easier to find a

SALES LEADER



Some will even step forward and let you know they want to be a **SALES LEADER**



NOW... IF NEEDED...

USE OUR GUIDE ON

**HOW TO IDENTIFY
A SALES LEADER**



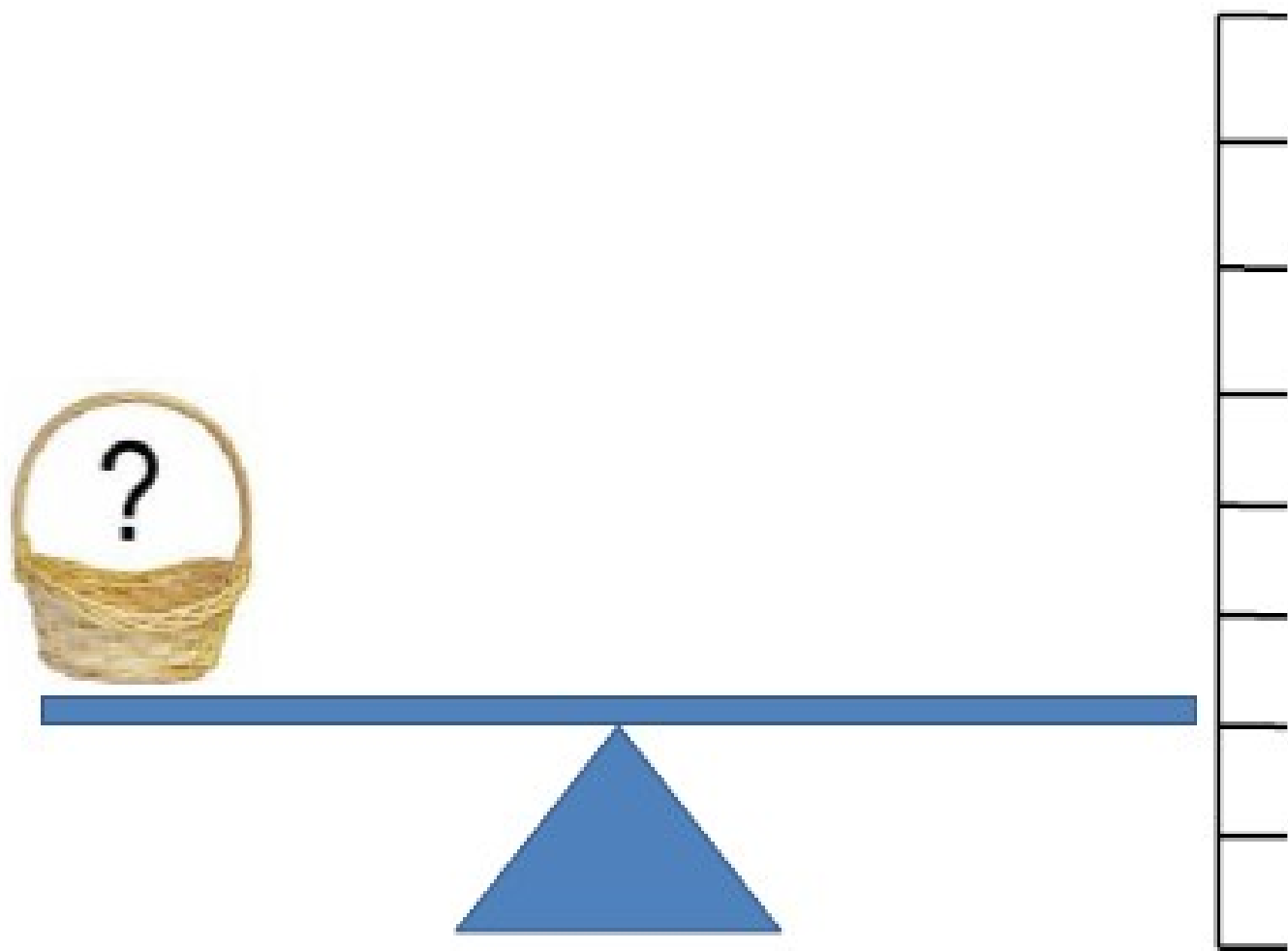
"I still say that you're missing the opportunity of a lifetime... even though my life is about over,"

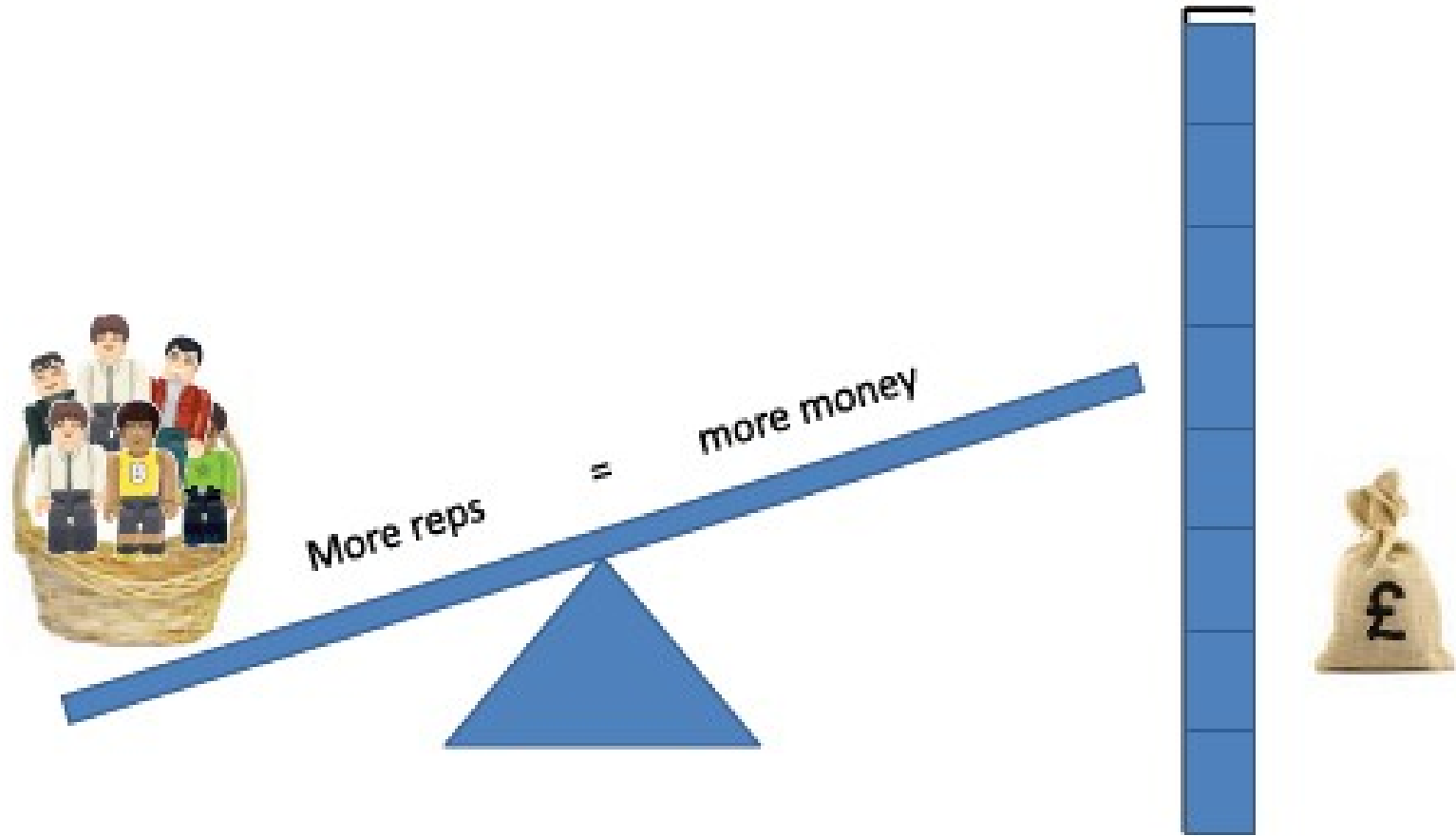
DO YOU STILL WANT MORE...

- More Reps ?
- More Sales Leaders ?
- More £££'s ?
- More Prizes ?
- A Higher League position ?

THEN GET MORE REPS IN YOUR BASKET

- Expand your area, drive a little further
- Advertise in another paper
- Do an extra afternoon prospecting
- Talk to *ANYONE ANYWHERE ANYTIME*
- Buy HOT leads direct off www.flissys.com
- Befriend the lead sellers & get them sent direct to you
- Call your local ASM and prospect together



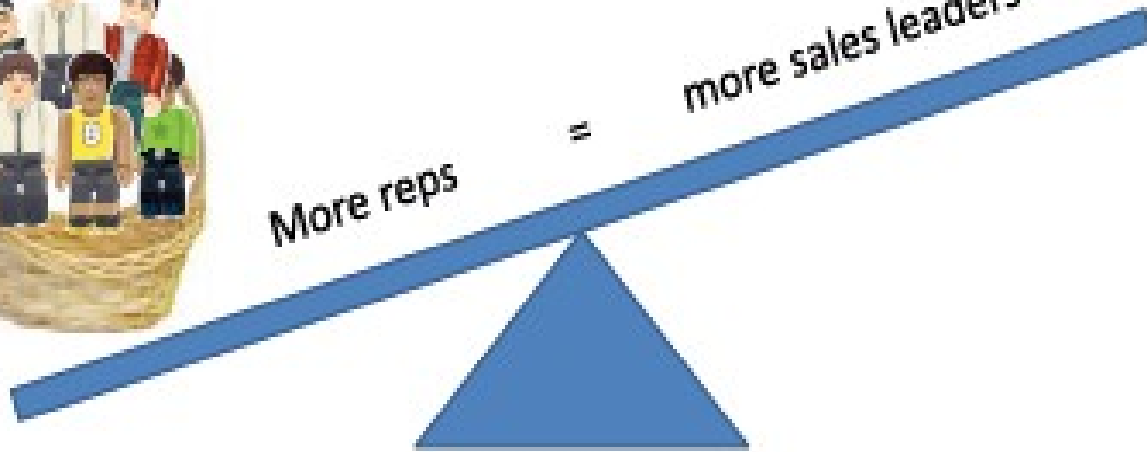




More reps

=

more sales leaders





CONTACT IS KEY



- Keeping an existing representative is as important as finding a new one
- Call your reps often in their early campaigns
- Use other methods of contact, email and smstexting
- Let them know you are contactable too