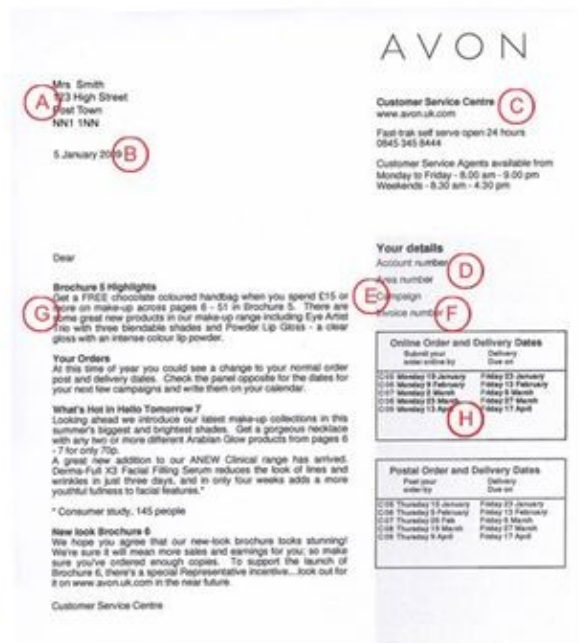


## Here's how to make sense of your invoice.

- A. Your name and address as they appear on Avon's records.
- B. The date of the invoice.
- C. Details of how you can contact Avon if you have any questions.
- D. Your Avon Representative account number and area number. You will need to state your account number if you contact us.
- E. The campaign to which the invoice refers.
- F. The invoice number.
- G. A personal letter to you, with important information about up-and-coming highlights for you and your customers.
- H. Shows your order submission and delivery dates.



- I. A summary of your account statement, including:
- J. A summary of items you have ordered from the current campaign, plus any items back-ordered from the previous campaign.
- K. Items you have purchased for your Avon business (products with no discount), including brochures, samples, demonstration products (not for resale), Money Makers, etc.
- L. The amount of discount you have been given for the campaign. You can see here any business costs in the form of brochures, demonstration products (not for resale), bags, etc. These do not qualify for discount.
- M. A statement registering any credits applied and any past payments you have made to your account.

