

AVON

BUSINESS DEVELOPMENT PARTNER



Step into the spotlight of your
**OWN BEAUTY
BUSINESS!**

Embark on a journey of
**EMPOWERMENT &
ENTREPRENEURIAL
SUCCESS** with Avon

HELLO

Future Beauty Entrepreneur & Confidence Creator!

Ready to dive into a world of passion, empowerment, & endless opportunities?
Avon is the place to be...

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WELCOME TO AVON

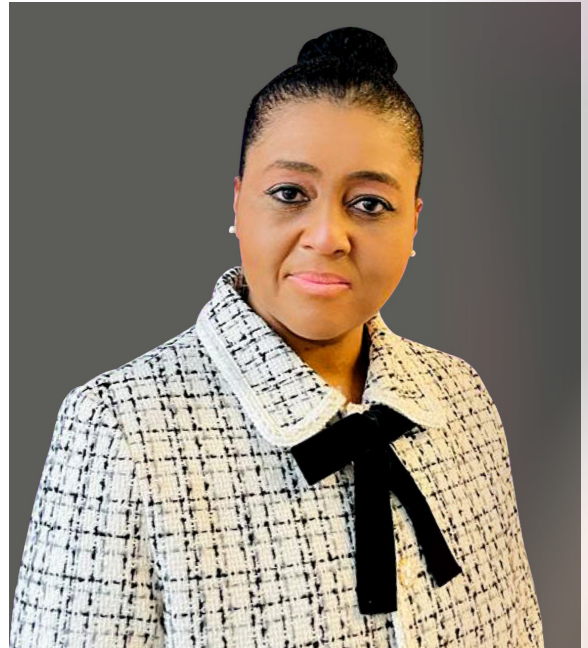
Our General Manager introduces you to a life-changing venture...

“Welcome to the opportunity of a lifetime!
At Avon, we are committed to empower
individuals to achieve their aspirations,
potential and dreams!


Avon is a company that connects people
through affordable beauty, sharing passion,
innovation and expertise. Our success is
built on the dedication and passion of its
people! Our model consists of accessing
top-quality products, comprehensive
support and training, competitive
compensation, and the chance to be
part of a global legacy of empowerment
and success.

We therefore invite you to explore this
incredible innovative entrepreneurial
opportunity, towards self discovery,
limitless opportunities, and your financial
independence. We look forward to seeing
your success story unfold.”

*Best,
Nadia Mohamed*



Nadia Mohamed
General Manager South Africa



**“ At Avon, we are committed
to empower individuals to
achieve their aspirations,
potential and dreams! ”**

OUR STORY

A History of Championing Women.

Trailblazing since 1886.

Our founder David H. McConnell was a progressive pioneer, an impressive visionary, a courageous game changer, and a champion of women.

But he didn't set out to create a beauty company. He was a travelling book salesperson who offered beauty products as gifts. He soon realised customers were more interested in the free perfume samples than the books.

From a small New York City office, McConnell mixed our first fragrances himself, and recruited a team of women to be sales Representatives.

It was a radical business model in 1886, but McConnell believed in the power of community, and was passionate about giving women economic freedom.

David H. McConnell offered women the opportunity to become entrepreneurs.

Today we offer that opportunity to you. Join us in continuing this legacy of transformation!



"If we stop and look over the past and then into the future, we can see that the possibilities are growing greater and greater every day; that we have scarcely begun to reach the proper results from the field we have before us."

OUR BRAND

Beauty Beyond Boundaries.

Avon is a company that connects people through beauty, sharing passion, innovation and expertise – affordably.

We use the power of beauty to transform women's lives for the better! Millions of independent sales Representatives across the world sell iconic Avon brands through their social networks and more than 20% of every sale helps to create better futures for women*.

We stand for progress for women: we believe in listening to women's needs, speaking out about issues that matter and creating positive change.

Our values speak for itself:

BELIEF
INTEGRITY
RESPECT
TRUST
HUMILITY

*Learn more at www.avon.co.za
or www.avonworldwide.com

OUR CAUSES

BEAUTY FOR A PURPOSE.

Avon has donated more than **\$1 billion** to women's causes and has funded over **20 million** breast cancer screenings.



THE OPPORTUNITY

Becoming a **Business Development Partner**

Avon's Business Development Partner opportunity lets you write your own success story.

This lucrative business plan is based on a commission and incentives earnings structure, designed to maximise rewards, based on effort, and provide substantial and ongoing opportunity for income growth.



Each Business Development Partner's success is dependent on two primary factors:

- 1. THE TIME, EFFORT & COMMITMENT** put into the Avon business
- 2. THE GROWTH & SALES** made by all Representatives and Sales Leaders within your geographical zone.

These two factors highlight the importance of a Business Development Partner's responsibility to grow, empower, bolster, and inspire their downline organisation.

YOUR TEAM

Understanding your Team & Zone

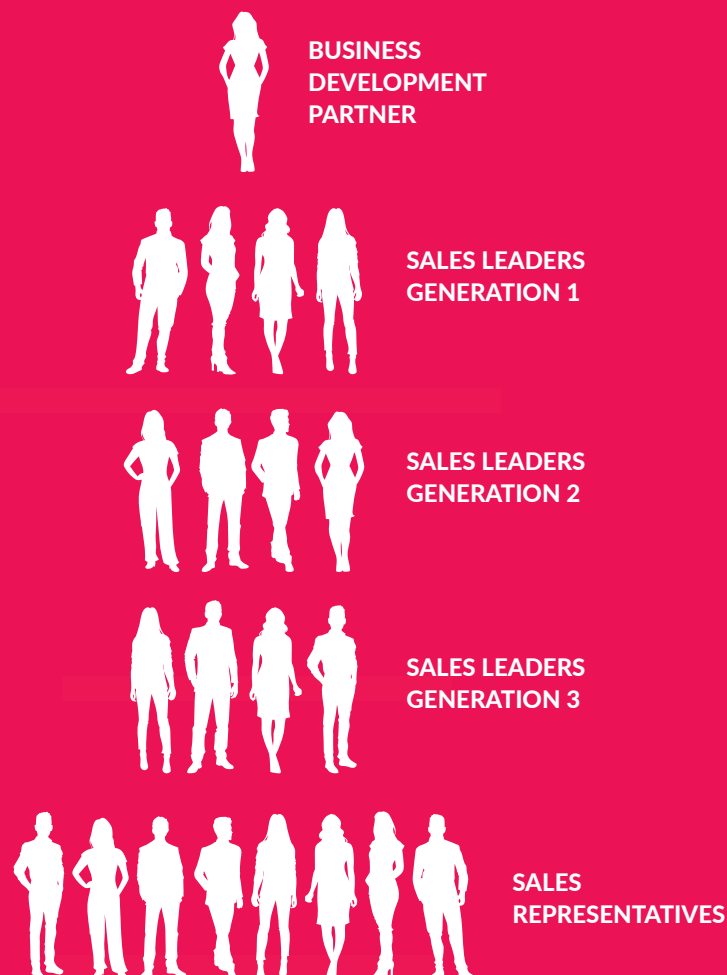
Your geographical area, also known as your zone, will have a group of Independent Sales Leaders and Representatives. Sales Leaders will assist you with your zone growth, and Representatives with selling our world-class products!

Your zone is your playground!

Sales Leaders and Representatives in your area will support your growth. And you can earn discounts, commissions, and bonuses by building a stronger, dedicated and high-performing team. By developing them, you develop a more rewarding and successful business for you!

Click here to find out more about our business proposition for Sales Leader & Representatives.

YOUR TEAM STRUCTURE



SEIZE THE MOMENT

Seize the Opportunity!

Get ready for a journey that stretches your leadership muscles and fuels your financial independence, with a dedicated Business Development Manager as well as our Marketing, Rewards & Recognition and Training teams, supporting you each step of the way!

Avon believes in giving everyone a chance, acting with integrity, and trusting one another. Your application is the first step to an exciting future!



APPLICATION PROCESS

How to Become a Business Development Partner

Ready to embark on this incredible opportunity?
Follow these steps to apply:

1. Visit www.avon.co.za
2. Click “**Become a Business Development Partner**” to access the application form.
3. Follow the step-by-step guide, agree to terms and click “**Submit**”.
4. Your application will be reviewed.
5. You will be contacted if your application is successful.



HOT TIP: Complete the form with as much information as possible before submission!

AVON FOR ENTREPRENEURS

Why Choose Us for Entrepreneurship?



BUSINESS OWNERSHIP

Build and manage your own sales teams.



PROVEN SUCCESS

Partner with us and a proven record of success and innovation.



LUCRATIVE EARNINGS

Earn competitive commissions and bonuses.



COMPREHENSIVE TRAINING

Access to cutting-edge training resources and support.



TRUSTED BRAND

Represent a trusted brand with products that customers love.



GROWTH OPPORTUNITIES

Scale your business and develop your own sales team.



RECOGNITION

Get recognised and rewarded for your entrepreneurial achievements.



FLEXIBLE LIFESTYLE

Achieve work-life balance.

What we look for in Entrepreneurs.



VISIONARY

Visionary partner with a hunger for success.



SELF-STARTER

Self-starter, natural at marketing yourself and your business.



NETWORKER

Strong communication and networking skills.



BUSINESS-MINDED

A strategic mindset to drive business growth.



MOTIVATED & DETERMINED

Highly motivated individuals with the determination to overcome challenges.



CUSTOMER SERVICE CHAMPION

A passion for delivering exceptional customer experiences.

*Ready to take charge of your entrepreneurial journey?
Let's build your thriving business together!*

INCOME & REWARDS

Income Opportunities & Rewards

Our rewarding sales compensation model is crafted to celebrate your success! By hitting specific targets outlined in your contract, you're not just earning – you're flourishing.

Plus you're never left feeling like you need to perform in the dark. We are your growth partner, providing valuable data and insights to supercharge your progress in your designated area. Watch your earnings soar as your performance and sales climb to new heights!

EARNINGS MODEL (BDP'S)



COMMISSION

Achieve your Sales & Actives Target



INCENTIVES

Top-Up Monthly & or Quarterly Earnings



TOP ACHIEVERS

Top 10% of BDP's receive an extra bonus



CIRCLE OF EXCELLENCE

Qualify for the trip of your dreams

Earnings start at achieving 90% up to 105% of the Target.
Earnings Model is subject to change at company discretion.





CIRCLE OF EXCELLENCE

Join the **Circle of Excellence.**

The Circle of Excellence is an Avon global celebration that recognises exceptional performers on an annual basis. Our top 10% of BDPs will be invited to travel overseas and attend an event with achievers from all over the Avon world.

This event will not only serve as a rewarding and relaxed fun vacation break but also provide an arena event for a cross-cultural exchange of ideas and sales management best practices.



TOOLS & RESOURCES

We've got everything you need for a stellar start.

All BDPs will be given an Onboarding Kit when they join Avon, consisting of:

- A selection of samples and best-selling products
- Branded t-shirts and name badge
- Access to digital training materials
- Powerbank and UPS
- Brochures provided monthly



AVON OFFICE

Everything you need to achieve your goals is now in one place. Designed to provide you with a platform to grow & manage your business successfully.



AVON GROW

Download the Avon GROW app & create your Personal Recruitment Page to recruit on the go. Transform how you find new prospects, maximising your opportunities both online and offline!



AVON ON APP

Representatives run their business from our exciting Avon On App, from placing orders, sharing digital brochures to tracking their sales status.



AVON ACADEMY

Grow & develop your team to create a talent pool by visiting Avon Academy, attend training workshops & complete your own onboarding programme.

TRAINING & SUPPORT

Empowerment through knowledge

We offer cutting-edge training to you, your Sales Leaders, and Representatives to best equip you in achieving your dreams and goals. We have a dedicated team of certified Training Specialists who will provide you and your team with some of our best practices

and FRP (Field Relationship Process) training modules, that's offered on and offline. All our online training sessions get recorded for you (and/or your team) to attend to in your own time. But it will always be most beneficial to attend the sessions live, for direct questions and immediate feedback.

Where possible, we also offer regional face-to-face training sessions. Our various online platforms include Facebook, Zoom, Teams and our Avon Academy platform, that hosts bite-sized articles, videos, hot tips, testimonials and so much more!



JOIN US

Are you ready to pioneer your future as a **Beauty Trailblazer?**

Take the leap towards your
financial independence and
entrepreneurial success.

**Complete and submit your
application today!**





AVON

**EMPOWERING
WOMEN FOR
137
YEARS
& COUNTING...**