

WELCOME TOFIRST LOOK

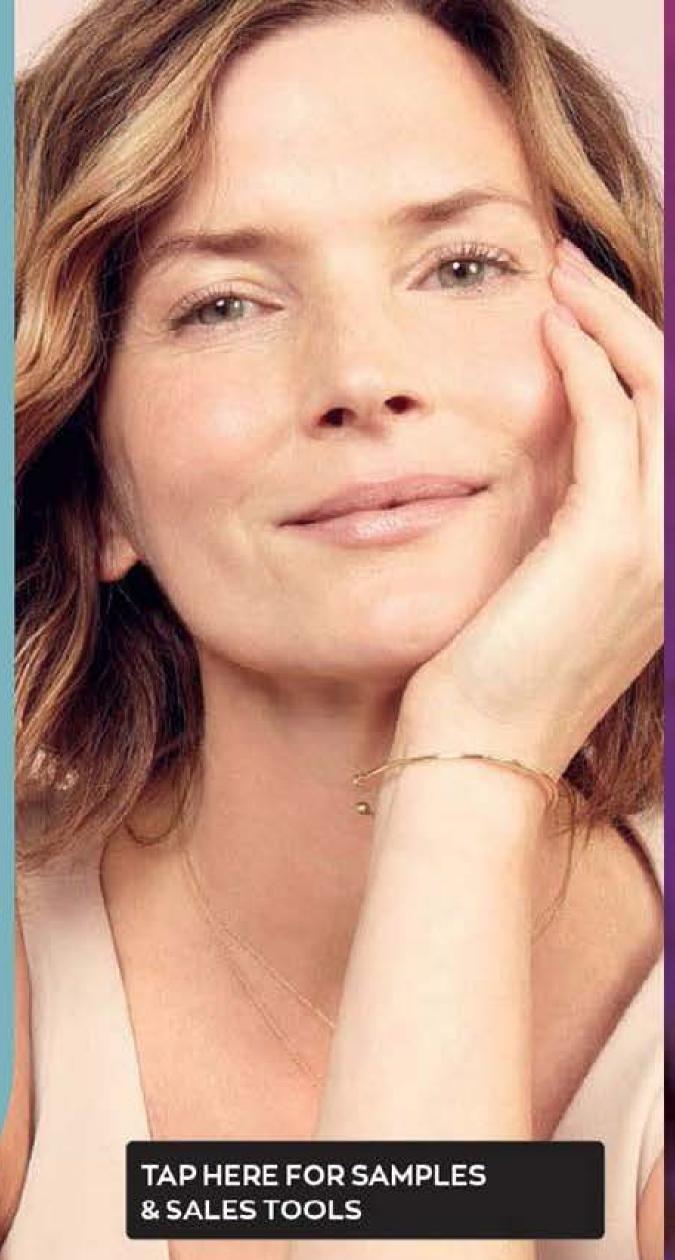
Are you ready to kick-start 2021 with bigger, better sales? We're spending more time at home than ever before, so it's the perfect time for customers to try something new, whether that's beauty, fashion, homewares or self-care staples.

We're excited to share Rep Vikki Houlston's top selling tips so you can maximise your profits. Use the 'tap' buttons for tips, guides, videos and all the info we couldn't squeeze onto the page.

Find even more selling tools and training guides on Avon Connect.



TAP TO HEAR FROM VIKKI



NEED TO FIND SOMETHING QUICKLY? TAP ON THE LINKS BELOW



NEW! PERIMENOPAUSAL SKINCARE



GO VEGAN FOR JANUARY



NEW! YOGA MAT & BLOCK



We see you! You're doing amazing things and we want to shout about them. This month we're shining a light on **Vikki Houlston**. Tap on the video above to hear her top tips on boosting your business this campaign!

TAP TO

PLAY



Together in 2020 we raised a phenomenal £750,000 for our charity partners by sharing and selling Avon charity products. Not only that, but you've also enabled Avon to donate an additional £190,000 to support our domestic abuse charity partners during the first few months of the pandemic.

But we're not stopping now. We want to make 2021 just as big as 2020 and we need you to help us. Together we can continue to stand up and transform the lives of women.

Visit avon.uk.com/causes to find out how to support our amazing charity partners in 2021.











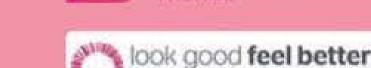
CREATED IN COLLABORATION WITH CANCER SURVIVORS*





CLEAN BREAK

We've created a pack to support those who are undergoing cancer treatment, who can experience drying, itchiness and sensitivity to the skin. You can be proud to share this with your customers knowing it will support their loved ones and others thanks to our 100% donation.*



Visit avon.uk.com/causes to find out more.

Love, Avon Cancer Care Pack

Includes: Distillery Clean Break Cleanser 50ml,
Distillery Shade The Day SPF25 Day Cream 30ml
and Caring Scalp Balm 50ml.
37754
£20

TAPHERE

TO FIND OUT WHAT'S INSIDE

GET READY FOR ADAPT WITH AVON CONNECT

It's the place to go for **selling tools**, **hot tips** and **product info**, so head over for everything you need to be a pro at selling Adapt, our new skincare range for perimenopausal skin.



DID YOU KNOW?

Reps that use Avon Connect achieve sales of up to 113% more than those who don't, with an order size of 194% more!

TAP HERE

FOR AVON CONNECT

Log in and search campaign tools today!

GET DIGITAL IN 2021

2020 was a turbulent year, but it was also an **amazing year** for digital growth, so let's keep the momentum going and supercharge your 2021 with our range of digital tools.



TOP TIP

Avon ON and **Avon Social** are your must-have tools for social media content, perfect for growing your business even when you're on the go.

Avon Connect is your one-stop shop for bitesize training! With everything from **product training** to **selling modules**, we've got you covered.

OUR TOP 5 DIGITAL TRAINING PICKS

- SOCIAL SAVVY GUIDE Get social savvy with our simple guide that gives you the lowdown on our amazing digital tools and how best to use them.
- 30-SECOND COMMERCIAL GUIDE Covering all you need to know on creating a video commercial, the quick and easy way to connect with new and current customers online.
- ONLINE PARTIES Hosting an online party is a fun and simple way to earn from the comfort of your own home - you'll find all you need to know here.
- BUILD YOUR BUSINESS Packed with bitesize guides and modules on everything from the digital brochure and My Avon Store, to Avon Social and Avon ON. Find it on the Avon Connect homepage.
- THIS IS AVON Want to host your own This Is Avon event on Facebook and talk all things Avon? Then this step-by-step guide is your must-have tool. Search 'This is Avon' on Avon Connect to find all your tools.

TAP HERE

TO VISIT AVON CONNECT TODAY AND GET TO GRIPS WITH ALL THESE DIGITAL TOOLS AND MORE!

NEWYEAR NEW ROUTINE

New year is the perfect time to break out of a beauty rut or update your skincare regimen.

Help your customers achieve their new year goals with our range of samples. Samples offer customers the chance to try before they buy, and it's such an easy way to increase their spend (and boost your earnings!).

With everything from **award-winning** fragrance and make-up to age-reversing skincare, we've got everything they need to discover their **new** must-have.

Try it, love it, buy it!

TAP HERE TO SHOP SAMPLES



NEW YEAR, NEW TOOLS

Set yourself up for success in 2021 with all the tools you need to grow your business and make this a year to remember.

From canvassing cards and travel mugs to brochure bags and product tester holders, we've got you covered.

Lipstick Tester Holder - Keep lip samples organised and ready to share.

£2 - order using 63578

Fragrance Dipstick Holder - Organise your fragrance samples like a pro!

£2 - order using 63586

Travel Mug - Promote your Avon business wherever you are!

£3 - order using 63644

Fragrance Strips - Spritz a perfume or aftershave onto a strip and let customers experience the scent.

60p - order using 20800

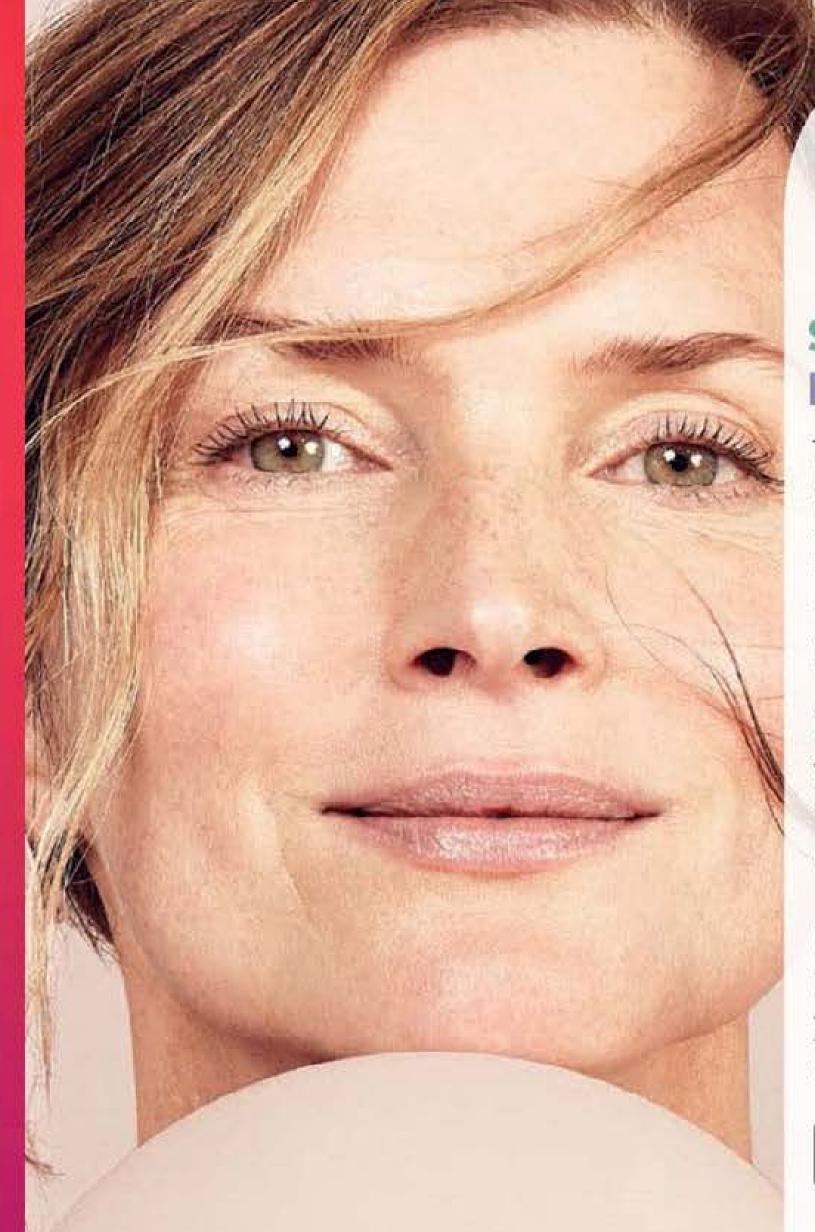
Canvassing cards - Entice newbies to shop and reconnect with past customers.

Ready to build your business?

TAP HERE

TO SHOP SALES TOOLS TODAY!





introducing 1 adapt

So... what is the perimenopause?

In short, it's the transition stage before the menopause (around ages 40-50). It's rarely discussed, despite the huge emotional and physical effects.

It can have a negative effect on your skin too, with side effects including skin **ageing**, dryness and **sensitivity**.

Luckily, you've got everything you need at your fingertips to help your customers give their skin some much-needed TLC.

TAP HERE

TO DISCOVER

LET'S CHAT ABOUT THE PERIMENOPAUSE

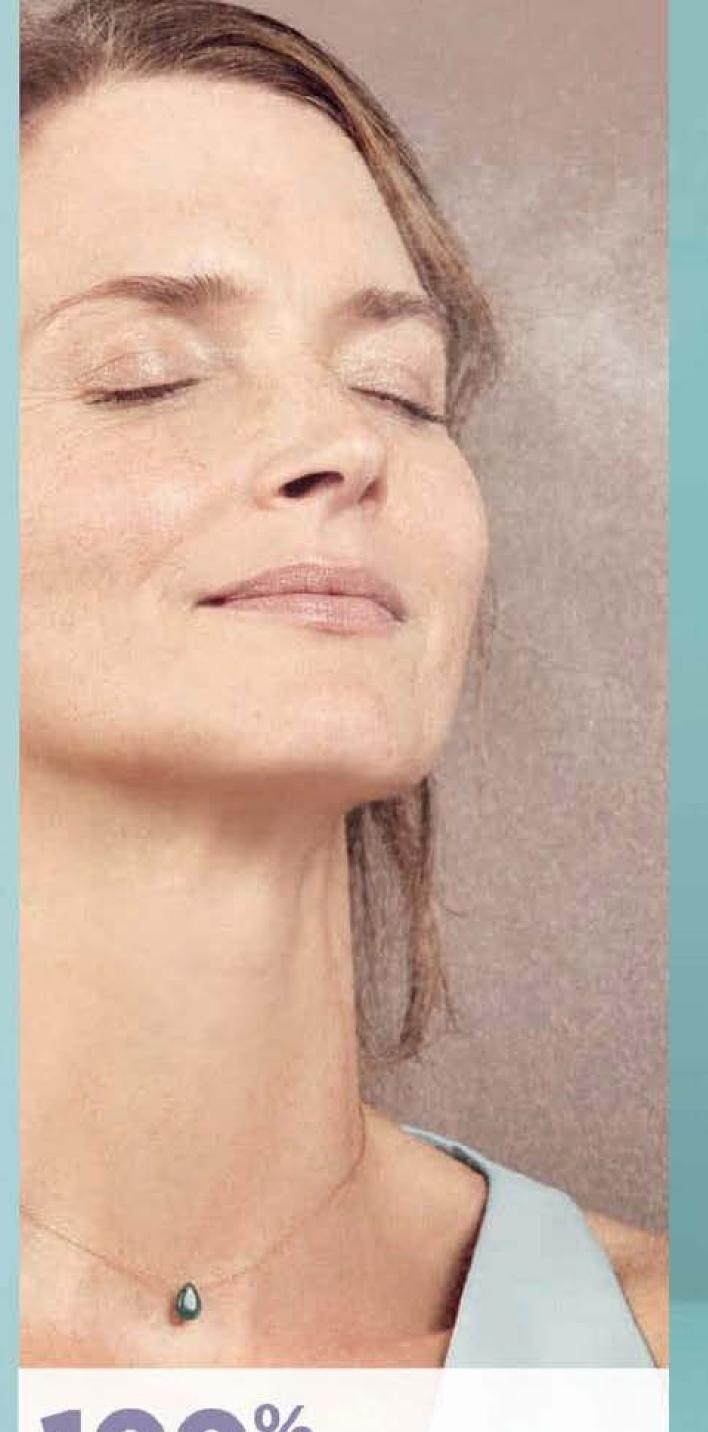
TAP HERE

TO DOWNLOAD OUR HANDY GUIDE TO THE PERIMENOPAUSE

CHILLIN ASPRITZ

The icy fresh facial mist that'll leave skin feeling cool, soothed and hydrated.





100% of women saw an instant decrease in skin temperature.*

DREAMOF BETTERSKIN

This moisturiser will work the night shift to help **boost her collagen** production and **calm** her skin, with a dreamy scent to help her **sleep**.





Cooling Elixir Facial Mist

30ml 05520

will normally be: £7 special introductory brochure price: £6

demo: £4.20

*Based on a 1-minute post-application study of 22 triallists.



Dream Cream Night Cream 50ml

06999

will normally be: £12 special introductory brochure price: £10

demo: £7



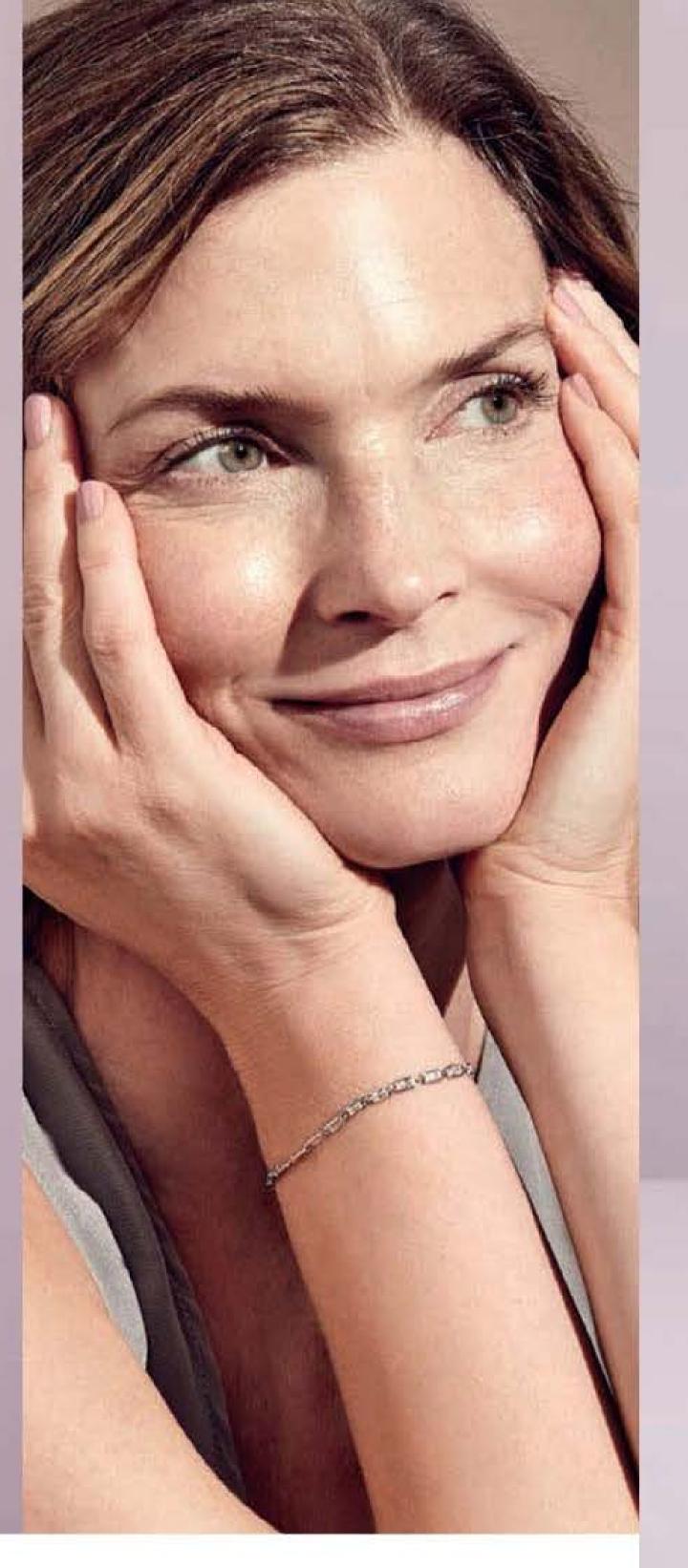
PRESIDENT'S CLUB

£6

INSTANT MOISTURE BOOST

The lightweight serum that'll grant her skin a moisture boost of 98%, leaving it quenched and nourished.*





Hydra Rescue On The Go Serum 30ml 07013

will normally be: £14 special introductory brochure price: £12

demo: £8.40

*Based on clinical study with 31 participants



YOUR UNMISSABLE OFFER!

Get your hands on the whole collection for just £14, so you have all you need to demo.

LAUNCH OFFER



WHAT YOU'LL GET:

Adapt Hydra Rescue On The Go Serum 30ml, Icy Cooling Elixir Facial Mist 30ml and Dream Cream Night Cream 30ml.

If you buy Adapt in a pack of 3, you can't also order these products separately from this First Look.

AND GUESS WHAT? YOUR CUSTOMERS CAN GET THE SET FOR £20, SO IT'S THE PERFECT BUSINESS BUILDER.

*Regular (online and brochure) price will be £33.

But... how will I know if my customer needs Adapt skincare if the menopause is such a taboo subject?

Getting the conversation started online is a great place to start.



Share content such as our perimenopause quiz and videos, encouraging women to send you private messages on the topic.



Set up a Facebook group

for perimenopausal or menopausal women, encouraging them to discuss solutions.



Host an online party, inviting women to share advice about the perimenopause, utilising our Managing Menopause tip sheet, and doing live demos.



@ 1 mm

TAP HERE

FOR SALES BOOSTING TIPS

SAMPLE & SELL

Got customers suffering with perimenopausal side effects? Samples are a great way to get the word out about Adapt!

ICY COOLING ELIXIR FACIAL MIST SAMPLE

50peach

order using 20149

DREAM CREAM NIGHT CREAM SAMPLE

50peach

order using 20198









READY TO GO VEGAN THIS JANUARY?

Did you know that every year people all over the world go vegan during January in order to be kinder to the planet? **Interest in veganism increased 7-fold** between 2014 and 2019, according to Google trends!

But going vegan isn't just about what you eat. Did you know that Distillery is accredited by the Vegan Society as totally suitable for vegans?

Implementing vegan skincare into your routine is an easy change to make. Whether your customers want to go vegan or simply want to treat their skin to our pure, concentrated formulas, why not help them take the plunge?













TRY VEGANTHIS JANUARY!

THE SKIN CALMING SERUM

Introduce customers to CBD skincare with our latest exciting Distillery launch!



Distillery CBD Batch 420 Facial Elixir

30ml 20339

brochure price: £25

demo: £17.50

TAPHERE
FOR SALES
BOOSTING TIPS

TRY VEGAN THIS JANUARY!

THE ULTIMATE DISTILLERY COLLECTION

Try it for yourself with this exclusive offer and let your skin do the talking.



Distillery Set Includes: Distillery Shade The Day SPF25 Day Cream 30ml, Sleep Potion Night Cream 30ml, C-Shot Powder 5g, Purify Facial Oil 30ml and Clean Break Cleanser 50ml. 68874 brochure price: £65 demo: £40

GET SHARING

Your customers are busy saving the planet, so make it easy for them by letting them know they can order Distillery samples online.



PACKS OF 10 SAMPLES

LIMITED OFFER



Sleep Potion Night Cream order using 69864

Purify Facial Oil order using 67082













TRY VEGAN THIS JANUARY!

THE DAY TO NIGHT COLLECTION

The perfect skincare routine to take your customers from day to night, so they can wake up to the skin of their dreams.

ALL 3 FOR order using 69484



1 cleanse

Packed with 69% pure pressed apricot oil, our cleansing balm melts away make-up.

This one does it all: moisturises, clarifies, mattifies and primes, with added mineral SPF.

3 night

Floods your skin with 48-hour moisture to help plump and repair wrinkles as you dream.

Your customers can buy this exclusive set online only, and for every sale, you'll make £12! Search 'Distillery' at avon.uk.com today.

TRY VEGAN THIS JANUARY!

THE POWER UP COLLECTION

A trio of hardworking treatments that deliver a burst of active ingredients to skin for results they'll love.

BEAUTIFULLY **BOXED SET** order using 12344



PURIF

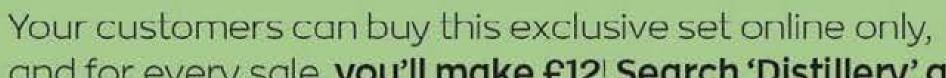
1 cleanse

Packed with 69% pure pressed apricot oil, our cleansing balm melts away make-up.

Add 2 shakes of this 100% pure vitamin C powder to your facial oil for a beautiful glow.

purity

Massage in 3-5 drops of this silky oil with 97% jojoba oil, to work its magic on fine lines.



and for every sale, you'll make £12! Search 'Distillery' at avon.uk.com today.





READY TO SELL AN EYELINER A DAY?

With an exclusive demo offer and our lowest brochure price this year, take the Glimmerstick challenge and see if you can sell 1 to every customer.

- precise lines that last all day
- creamy, high-impact, waterproof colour
- smooth-glide, smudge-free formula

Glimmerstick Eyeliner

normal brochure price: £6 special brochure price: £2.50

demo: £1.75

SEE NEXT PAGE FOR YOUR EXCLUSIVE REP OFFER

EXCLUSIVE GLIMMERSTICK REP OFFER

Don't miss your chance to snap up these amazing demo packs!

BUMPER PACK ALL 9 SHADES

£12

ORDER USING 89672

ANY 6 SHADES

£9

ORDER ON YOUR REP PAGE

SANY 3 SHADES £5

ORDER ON YOUR REP PAGE

Offer applied automatically when you order 3 or 6 different shades of Glimmerstick Eyeliner.

If you buy Glimmersticks in a pack of 3, 6 or 9, you can't also order these shades separately from this First Look.



41350 Blackest Black



41012 Saturn Grey



44693 Cosmic Brown



70276 Black/Brown



49239 Khaki



73122 Navy



71001 Starry Night



48983 Emerald



47407 Majestic Plum

THE NEW YEAR MAKE-UP SHAKE-UP

Update your demo kit, stock up on samples and encourage your customers to give their make-up bags an early spring clean with some of your bestselling make-up.

TAP HERE FOR SALES-BOOSTING SAMPLES

I'M THEIR

FAVOURITE SATIN LIPSTICK

With its creamy infusion of shea butter this lipstick will take care of their lips and your winter lipstick sales. Why not boost their order with a matching lip liner?

True Colour Lipstick

normal brochure price: £7.50 special brochure price: £5

demo: £3.75

BUMPER SAMPLE PACK

70 SHADES - THAT'S 5 OF EVERY SHADE*

£10

ORDER USING 69427

*Offer excludes Twinkle Pink sample





44438 Sparkling Nude



45807 Twinkle Pink



Frozen Rose

70862

Blush Nude

Toasted Rose

45740

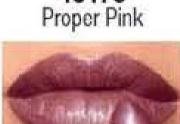
Hibiscus

71829

Frostiest Mauve

45229











45831 Country Rose





45773 Red 2000



42689 Wine With Everything

74773 Mocha

I'M YOUR

BESTSELLING BASE

Fall in love with this customer favourite 3-in-1 foundation, concealer and powder all over again and take advantage of the sales-boosting samples offer so your customers can too.



Cream-To-Powder Foundation Compact

normal brochure price: £10

special brochure price: £7

demo: £5.25

TAP HERE

TAP HERE FOR **SAMPLE OFFERS &** THE FOUNDATION **FINDER TOOL**





72934 Light Ivory



73254 Warm Ivon

72819 lvery

73023 Light Nude

43190 Nude

42929 Shell

49908 Creamy Natural

49957 Natural Beige

73668 Honey Beige

43273 Sun Beige

49999 Medium Beige

60178 Soft Honey

43364 Light Caramel

43471 Caramel

43133 Spice

43513 Nutmeg



70920 Walnut



70839 Amaretto



44164 Earth



73320 Dark Cocoa



72835 Rich Sienna







I'M THEIR EVERYDAY

LASH-LOVING MASCARA

Share this oil-infused health kick for their lashes using the Digital Brochure and start your customer's new year wellbeing boost with healthier, longer-looking lashes.

- lashes instantly look lifted and 43% longer
- · won't flake, clump or smudge
- oil-infused formula lasts all day and wipes off in a flash

Supreme Length Nourishing Mascara 7ml normal brochure price: £9 special brochure price: £6

demo: £4.50

Model wears lash inserts for an even lash line.



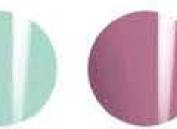


I'LL GIVE THEM A

SALON FINISH

Our 2-step gel nail system is the perfect social media demo to show them how to get 7 days of plump glossy colour



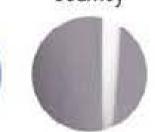




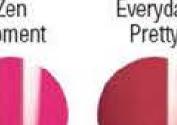
53611 30627 Heavenly







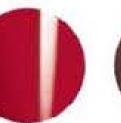
31054





52167 Calm And Chill



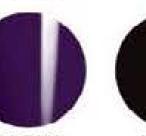


51201 Red Is





Rosey For You Showmance

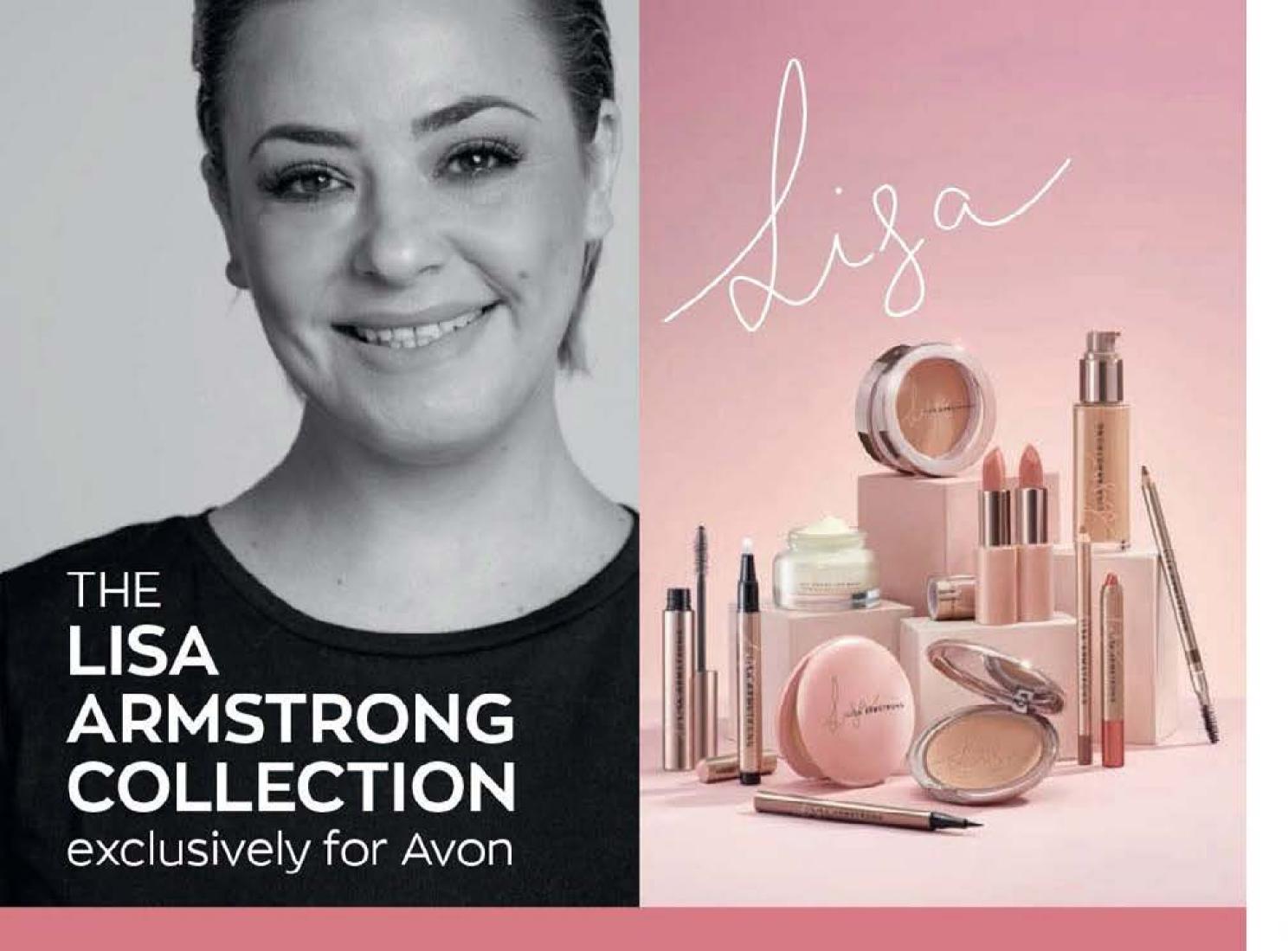


29553 Freedom



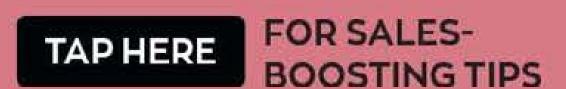
50740 Total Eclipse

Brochure offer: Any 2 for £7.



We've teamed up with award winning make up designer, Lisa Armstrong, who just happens to be BAFTA Award winning Head Of Hair and Make-up on Strictly Come Dancing, to bring you a personally created collection of Lisa's holy grail make-up must-haves.

Lisa's taken all the best bits of her make-up bag favourites and developed a premium collection with luxurious formulas so your customers can enjoy a prestige make-up range that's wearable, versatile and affordable.







5-STAR REVIEW

"This primer has such a luxurious feel. It's really hydrating, my foundation applies smoothly over the top and makes my skin feel lovely when I'm not wearing make-up too!"

'Katie D'

avon.uk.com customer

Lisa Armstrong All About The Base **Priming Moisturiser** 25_ml

67124

brochure price: £15 demo: £10.50

SKINvisible COVERAGE

TAP HERE FOR ALL THE DETAILS



Lisa Armstrong SKINvisible Foundation

30ml

brochure price: £16

demo: £11.20

Brochure offer: Buy Foundation and Concealer for £24. If you order the Foundation and Concealer for £16.80, you cannot order them individually.

demo Lisa's base look **FOUNDATION &** CONCEALER £16.80





"I've never been able to find a concealer that was good enough at brightening the under-eye area whilst giving full-coverage, so I've made one! It's the perfect eyeshadow base too."

LISA ARMSTRONG



demo Lisa's base look **FOUNDATION &**

CONCEALER £16.80

Brochure offer: Buy Foundation and Concealer for £24.

If you order the Foundation and Concealer for £16.80, you cannot order them individually.

FIX UP LOOK SHARP

To keep their final look camera-ready for longer introduce customers to Lisa's setting powder with a natural-matte finish for shine-free make-up artistry.

GLOW GETTER

Lisa's matte and shimmer bronzers will give your customers a weightlessly sun-kissed radiance whether they are a contouring pro or just want to add warmth to their cheekbones.

TAP HERE

TO SEE LISA'S BRONZER LOOK

TAP HERE

FOR LISA'S MATTIFYING **TIPS**



Lisa Armstrong Fix Up Look Sharp Setting Powder 9g brochure price: £14

demo: £9.80



- blendable, buildable formula

- with shade balancing pigments for a natural look that's never fake

Lisa Armstrong Cheat The Heat Bronzing Powder 9g brochure price: £12

demo: £8.40

DAZZLING LIDS

Lisa Armstrong Dazzle Stick Eye Pencil will normally be: £10

demo: £7

TAP HERE

FOR ALL THE DETAILS

EFFORTLESS BROWS

This 2-in-1 brow definer offers customers precision and perfection so they can shape and define their brows for the natural look that Lisa loves.

- ultra-creamy formula
- pencil to shape and define
- grooming brush to tame and blend

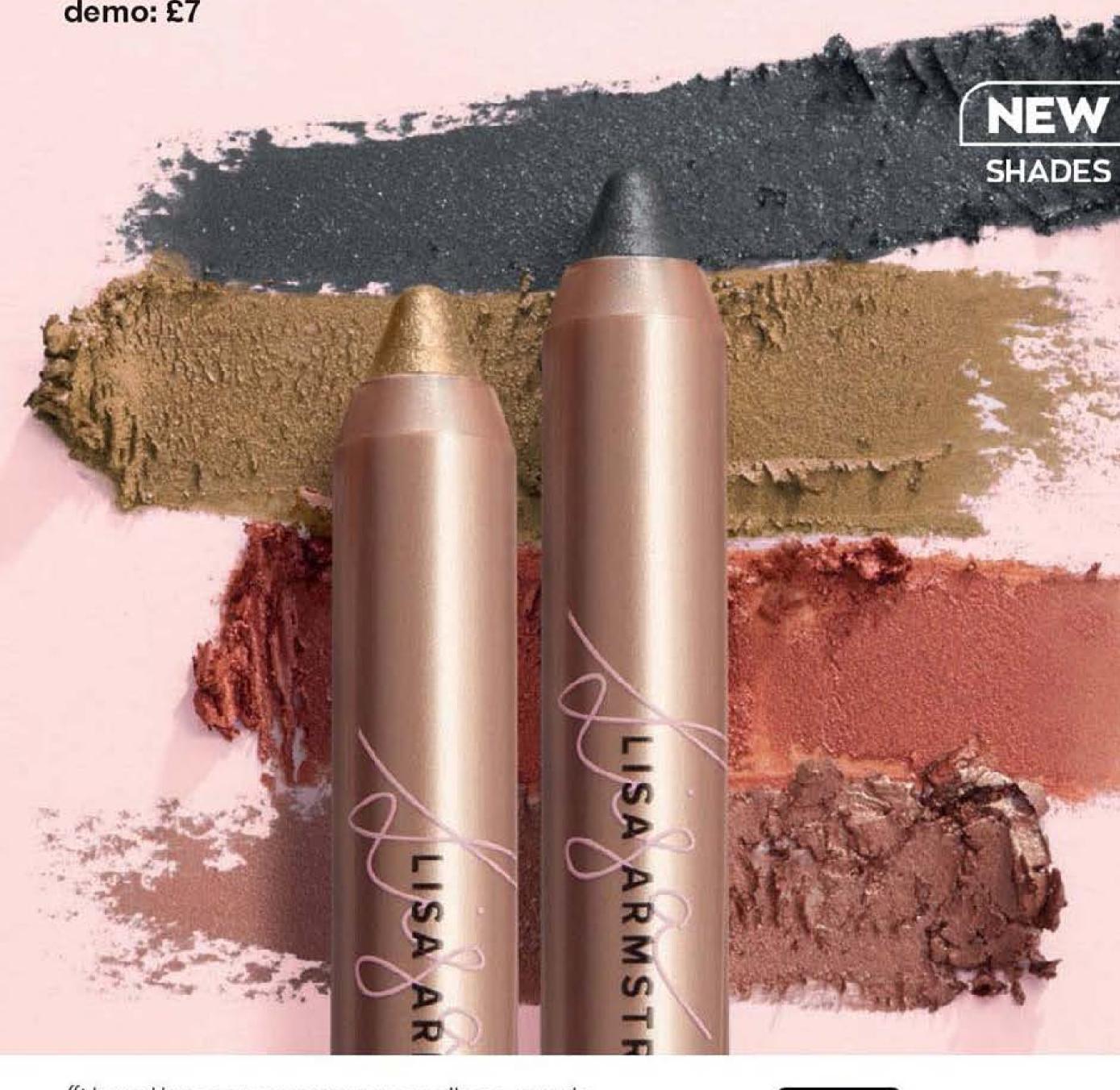
Lisa Armstrong Brow Down To Me Eyebrow Pencil brochure price: £8

demo: £5.60

52902 Ash

64139 Brown

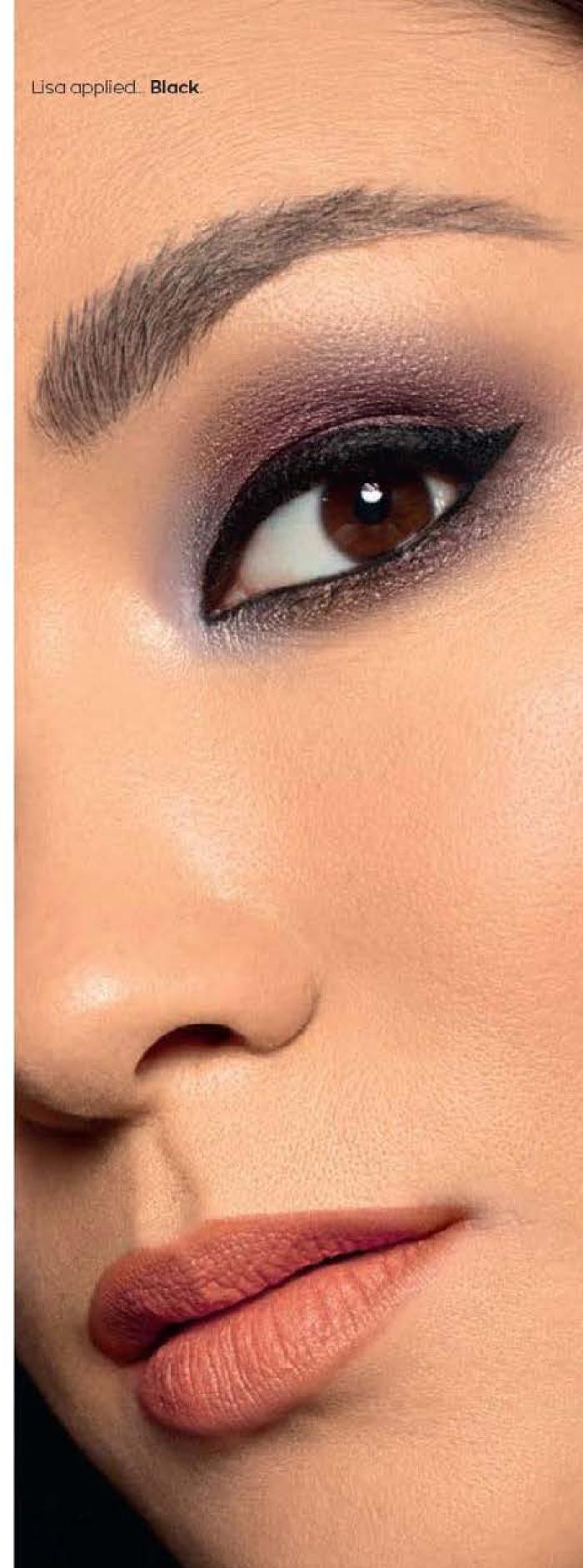




"I love these creamy eye pencils so much I couldn't resist adding 2 new shades to the collection, suggest Gunpowder to customers looking to add depth and Molten if they want even more dazzle."

LISA ARMSTRONG





TAP HERE

FOR A LASH **CLOSE-UP YOU'LL** WANT TO SHARE

tapered brush designed to catch even the smallest of hairs for a high-impact finish

MIRACULOUS LENGTH & VOLUME

Lisa's mascara has a buildable, waterproof formula that lengthens and volumises for a dramatic, camera-ready look - perfect for sharing on your social media.

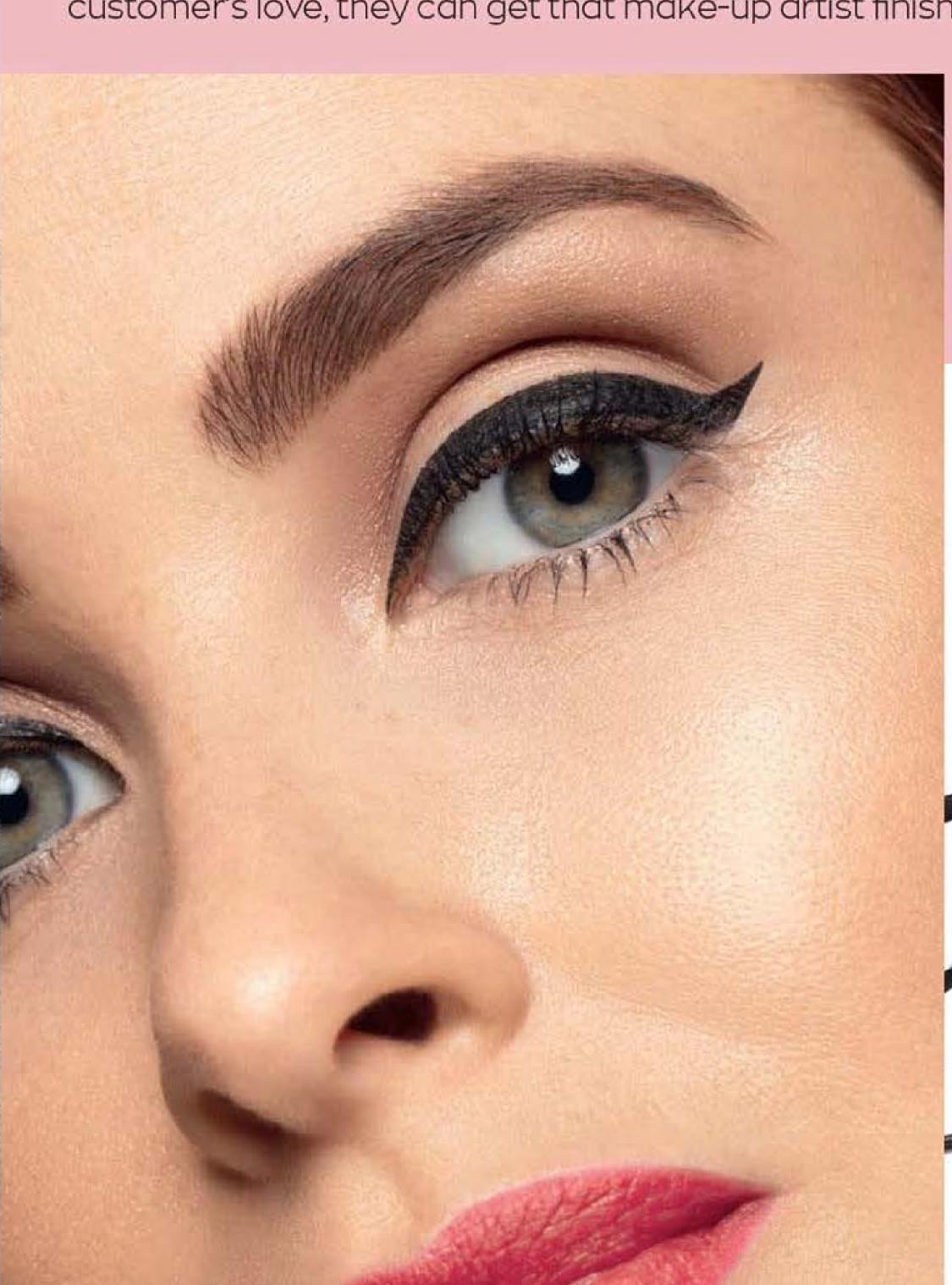
Lisa Armstrong Miraculous Volume Mascara 9ml

41640

brochure price: £12 demo: £8.40

INTENSE LIQUID LINES

Lisa's designed this fast-drying, budge proof eyeliner with the perfect nib size so whatever eyeliner look your customer's love, they can get that make-up artist finish.





LISA'S LINER LOOKS

Lisa Armstrong Miraculous Tattoo Eyeliner 39586 brochure price: £10





LAVISH LIP COLOUR

With creamy formulas in both satin and matte finishes, customers will definitely find a pillow-soft lipstick for them.



Lisa Armstrong
SATINcredible Lipstick
brochure price: £12
demo: £8.40

SEE THE

ACTION

LIPSTICK IN

Lisa Armstrong
MATTEiculous Lipstick
brochure price: £12
demo: £8.40

NEW

COLOUR WITHIN THE LINES

TAP HERE

FOR ALL THE DETAILS

Lisa Armstrong Colour
Within The Lines Lip Liner
brochure price: £8

demo: £5.60

*WHILE STOCKS LAST



NEW 39826 Camilla*

2235

37929 Catherine

38133 Emma

38042 Clare

38034 Gemma

38257 Frances

38158 Zoe

Zoe

38299 Jo

INTRODUCING

POWERFUL FLOWERS

WE'VE REINVENTED THE CLASSICS.

Help your customers banish the January blues with a new twist on iconic floral perfumes that'll refresh their signature scent without breaking the bank!



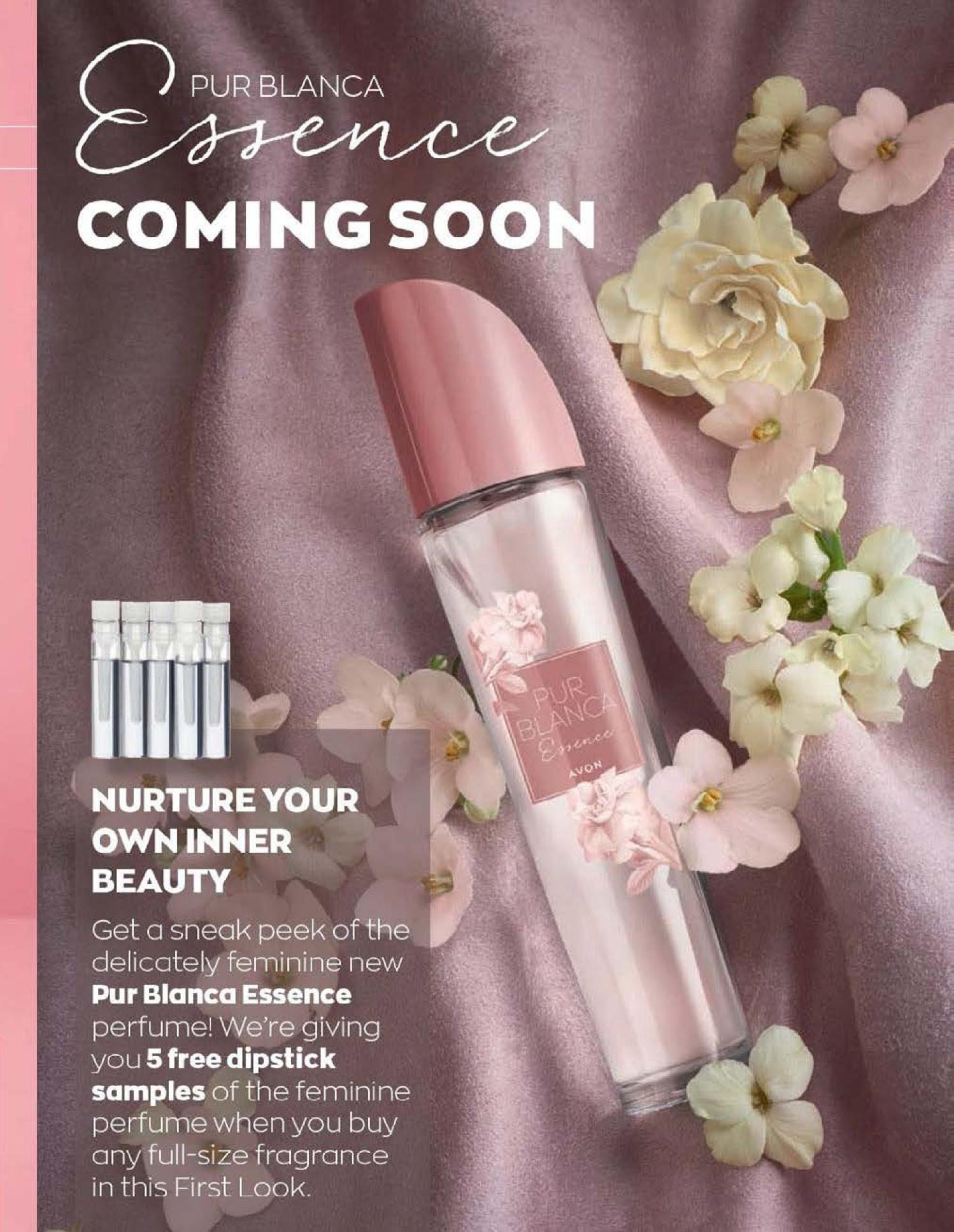
Powerful Flowers Lila EDT 50ml 11015

Powerful Flowers Rosetta EDT 50ml 10975

Powerful Flowers Violetta EDT 50ml 10918 brochure price: £6 demo: £4.20

TAP HERE

FOR MORE ABOUT THE PERFUMES



WEAREFAMILY

Your customers and their littles ones will love this family-friendly collection, enriched with macadamia nut oil.



Multipurpose Cream 400ml 11189

brochure price: £3 demo: £2.10

Shampoo 400ml 11346

demo: £1.85

Body Lotion 400ml 08276

brochure price: £2.50 brochure price: £2.50

demo: £1.85

Hand Cream 75ml 11296

250ml

demo: £1.50 demo: £1.25

Hand Wash

09555 Vanilla Cupcake Bubble Bath brochure price: £2 brochure price: £1.65 1 litre 18622

brochure price: £2.50 demo: £1.85

Vanilla Cupcake Bubble Bath 500ml 24323

brochure price: £2 demo: £1.50



TAP HERE

FOR SALES **BOOSTING TIPS**

WORKOUT READY

Hit up your healthconscious customers and help them smash those New Year goals by showing them these handy products.



Spray Water Bottle

Polypropylene. 500ml water bottle with spray feature and silver foil hourly markings. BPA free. Not dishwasher safe.

05538

brochure price: £8 demo: £5.60

Exercise Cushion & Bag

Polyester and PVC. Inflatable exercise cushion comes inside the tote bag. Bag: approx. 45cm x 33cm x 12cm. Cushion: approx. 40cm diameter x 15cm.

05587

brochure price: £15 demo: £10.50

Sneak peek: order now for delivery in January!

TAP HERE

to find out more

BECOMEA YOGA PRO Why not host your own yoga class and show off these yoga essentials? Invite all your friends, family and customers to join. mat made from recycled materials alignment lines help to adjust hands and feet to the correct positions helps improve core balance, strength and

Yoga Mat

alignment

by providing

support during

yoga sessions

Recycled TPE. Non-slip. Approx. 183cm x 61cm. 05603

brochure price: £14 demo: £9.80

Yoga Block

Sneak peek: order now for delivery in January!

EVA. Approx. 22.5cm x 14.5cm x 7.5cm. 21220

lightweight

and portable

brochure price: £7 demo: £4.90



Detox Kit

5-piece detox kit includes a phone pouch, eye mask, 3-minute sand timer, activity dice and detox advice sheet. ABS, PVC, PU, acrylic, glass and polyester. Phone pouch: approx. 10cm x 19cm. **05694**

brochure price: £10

demo: £7

A FLORAL SPLENDOUR

Tell all your home fragrance customers about our new and improved formula so they can enjoy bigger-sized products for a longer scent experience.

a longer scent experience.

new longer-lasting formula



TAP HERE

TO FIND OUT MORE

Sneak peek: order now for delivery in January!

White Jasmine Scented Sachet Lasts up to 4 weeks. Approx. 10cm x 17cm. 04630 brochure price: £1.75 demo: £1.25

White Jasmine Diffuser Lasts up to 7 weeks. 70ml. 04622 brochure price: £5 demo: £3.50

White Jasmine Candle Burns for up to 30 hours. 110g. 05975 brochure price: £4 demo: £2.80

White Jasmine Wax Melts Pack of 6 wax melts. 70g each. 04788 brochure price: £3 demo: £2.10

Fragrance oil coming soon.

SCENT THE HOME

If your customers are buying fragrance oils or the new wax melts, tell them about the gorgeous ceramic burner to use with their favourite scent.

perfect for if they want to change the scent often with different oils or wax melts



fragrance oil coming soon

Ceramic Wax Burner & Tealight Holder

Ceramic. Use with wax melts or fragrance oil (not supplied). Features a tealight holder at the base (tealight not included).

04986

brochure price: £6 demo: £4.20



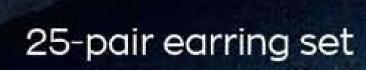






STUDS & SPARKLES

Create a photo collage of you wearing your favourite earrings from the set and share it on social media. They're amazing value that your customers will adore!



Scarlet Earring Gift Set

25-pair set of gold-tone stud earrings in different shapes and designs.

03533

brochure price: £10

demo: £7

PASTEL POWER

Wear Avon watches when you're out and about or on the school run as a perfect way to get new customers.





textured silicone strap glossy white dial quartz movement

Violette Watch

Silver tone with silicone strap. Adjustable between 15.8cm-21cm.

04085 Blue 04283 Pink

brochure price: £14

demo: £9.80

Sneak peek: order now for delivery in January!

