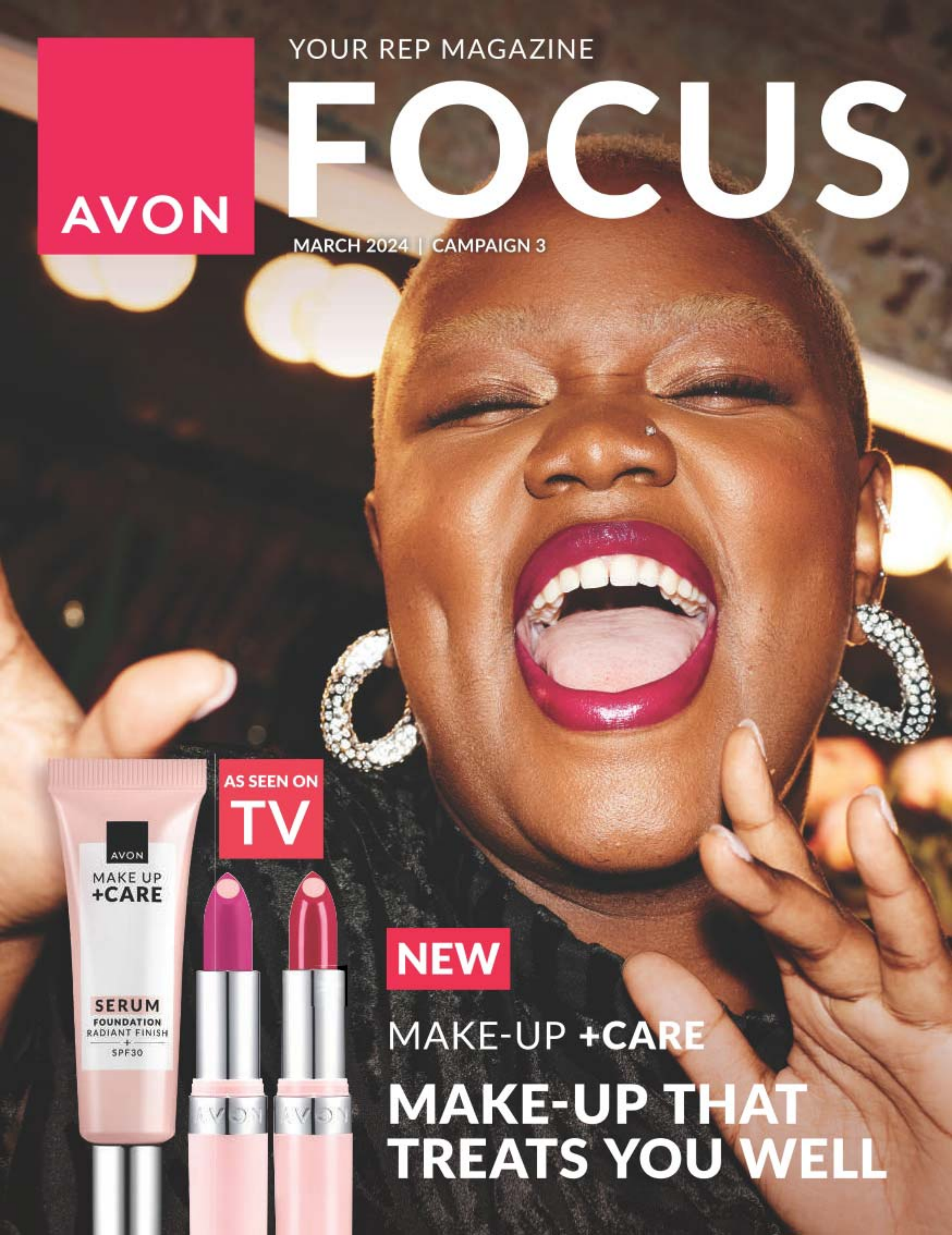


YOUR REP MAGAZINE

FOCUS

MARCH 2024 | CAMPAIGN 3



AS SEEN ON
TV



NEW

MAKE-UP +CARE
**MAKE-UP THAT
TREATS YOU WELL**

IN THIS EDITION

- 4 MAKE-UP + CARE
- 14 YOUR BEST-SELLERS
- 16 GIFTING
- 24 FASHION & HOME
- 30 SALES TOOLS & SAMPLES
- 34 OUTLET
- 46 BIGGER BOTTLES, BETTER VALUE SCENTS

THIS MONTH'S HOT PICKS



MAKE-UP +CARE COLLECTION



BESTSELLERS



GIFTING



BIGGER BOTTLES, BETTER VALUE

STAY IN THE KNOW

Want to **keep up to date with the latest campaign and business news?** Keep an eye on your inbox for your weekly newsletter. Not subscribed yet?

Scan here to sign up.



MAXIMISE YOUR MONTH WITH OUR HANDY CHECKLIST

- Brush up on your product knowledge** so you're ready to demo the NEW Make-up +Care collection.
- We're back on TV this month** with an ad for the Make-up +Care collection! When you spot it, create a buzz on social to drive even more sales.
- Let your customers know what shades you're wearing when you're out delivering orders and brochures.
- Your Mother's Day brochures (delivered with your February brochures) are live for the whole month – why not use this opportunity to **show off our amazing gift set range?**



- Grow your skincare and fragrance sales with sampling packs (order on pages 22 and 23). It's a super easy way to **encourage customers to try before buying.**
- Keep your customers engaged with a **daily social media post.** Create your own or use the free content on Avon Social.
- Learn more and earn more** with your campaign toolkit on Avon Academy.



VIP & PLATINUM REPS
40% OFF
BROCHURE PRICE

VIP & Platinum Reps get 40% off selected products. **Look out for this logo!** Your discount will be automatically applied.



AVON DOES NOT TEST COSMETICS ON ANIMALS ANYWHERE IN THE WORLD

For more detail about our commitment to animal welfare and the Leaping Bunny Programme, visit avonworldwide.com/responsible-business/animal-welfare.

NOTE
Discounts are referenced against the lowest brochure price in the last campaign, unless we let you know otherwise. If we have to cancel or change an offer, deal or promotion we'll keep you in the loop.

MEET MAKE-UP +CARE MAKE-UP THAT TREATS YOU WELL

WHAT IS IT?

This is the make-up collection your customers have been waiting for. Say hello to **multi-benefit make-up** that improves skin instantly and even after you take it off.

WHY CUSTOMERS WILL LOVE IT

Packed with **active skincare ingredients**, this collection looks good and does good - perfect for **giving skin the love and care it deserves.**

WHAT'S IN IT FOR YOU?

Why sell 1 product when you can sell all 3? Selling a regime **boosts your order value** and helps customers understand how to build a routine.



“Maximise your earning potential through upselling.

Encourage customers to create their Make-up +Care bundle by:

1. Understanding what customers want from their products
2. Demoining the products as a collection
3. Sharing the product benefits and what you love”

Cathy Magee, Avon Rep



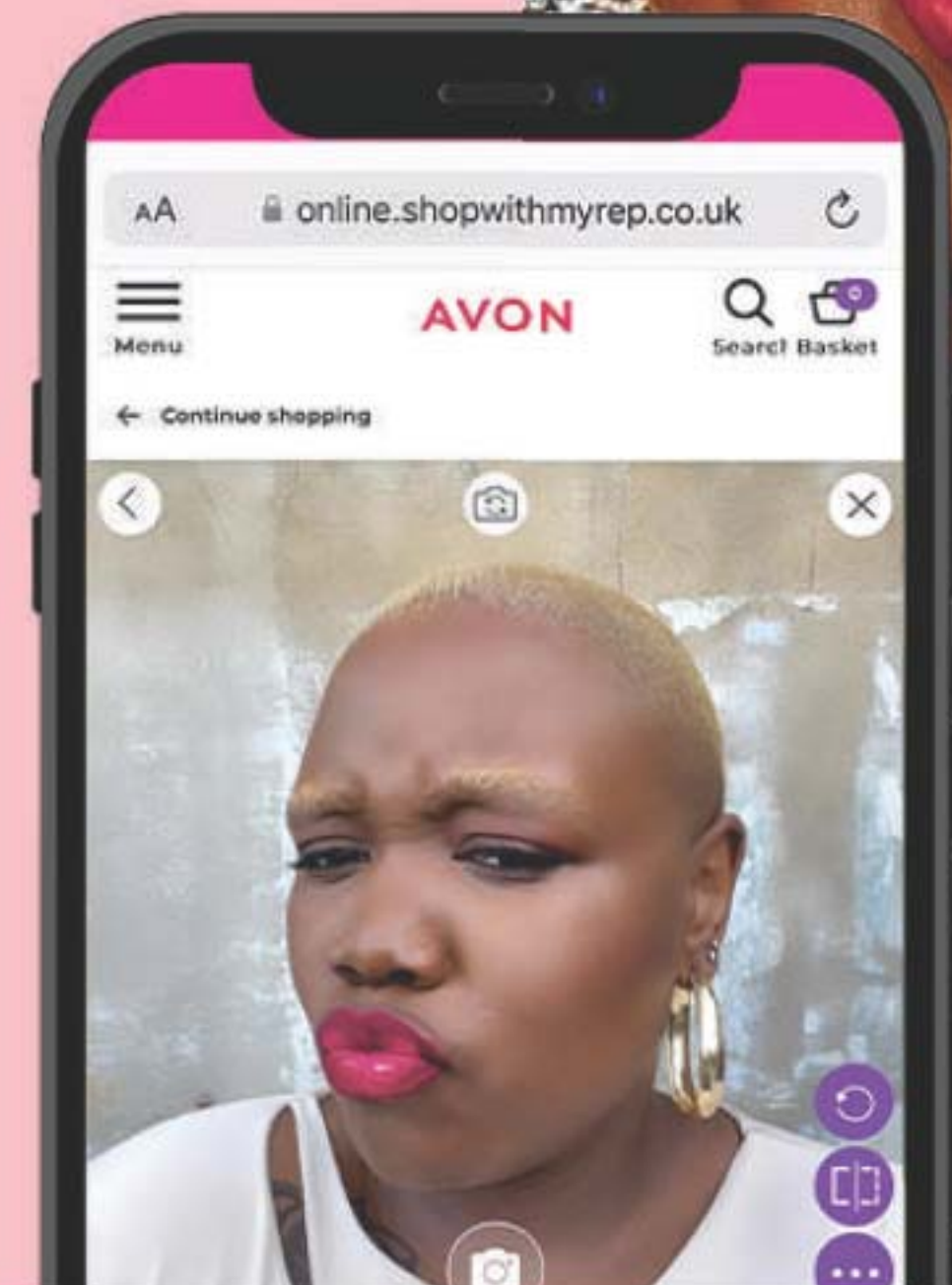
SAY HELLO TO OUR VIRTUAL TRY-ON TOOL

Want to **try on tonnes of shades and colours before buying?** Our virtual try-on tool allows you and your customers to upload a selfie to see how different products, shades and colours look – no more guesswork! And with products like **Hydramatic Shine Lipstick** and **Hydramatic Matte Lipstick**, it's even easier to choose your fave.

Look out for your exclusive Rep incentive launching on 1st March and use the try-on tool to help you succeed!

Share the try-on tool with your customers to boost your sales. **Share your online store and Digital Brochure** with your customers where they will be able to access the try-on tool. Did you know customers who use the tool are 3x more likely to make a purchase?*

*Based on a 320% increase in online purchases when customers used the virtual try-on tool between 1.11.2022 and 31.7.2023.





**MAKE-UP
+CARE**
MAKE-UP
THAT TREATS
YOU WELL

**PERFECT SHINING COLOUR
+ HYDRATING HYALURONIC CORE,
ALL IN ONE**

Take advantage of our **unmissable offer** so you can stock up your fave shades, get out there and **demo this amazing finish** to your customers!



UNMISSABLE OFFER
1 FOR £5.60
5 FOR £22.50

**Hydrumatic Shine
Hyaluronic Lipstick**
3.6g
Normally £10

ALL 15 SHADES

set includes:
• 15x Hydrumatic Shine
Hyaluronic Lipstick
| 3.6g |

68080
Normally £150
£56.25

	Soft Nude 25353
	Mauve Creme 25395
	Peach 25411
	Bronze 25544
	Rose Quartz 14076
	Bright Pink 14092
	Marsala 42234
	Mauvelous 14324
	Rose Berry 14332
	Fuchsia 14340
	Burgundy 14357
	Coral 14399
	Hot Pink 14555
	Carmine 13011
	Scarlet 06213

EXCLUSIVE REP KITS

VIP & PLATINUM REPS
40% OFF
 BROCHURE PRICE

ONLY £8.40

SHINE LIP KIT

Matte or Shine – whichever you prefer, **boost their spend with the ultimate Hydramatic and Glimmerstick combo.** This EXCLUSIVE offer is **only available in Focus**, so now's the time to take advantage of these lip-loving kits.



Nude & Soft Nude
90316 Blushed Nude & Mauve Creme
93195 Nude & Peach
93294



Simply Spice & Bronze
67546 Pink Cashmere & Rose Quartz
94979 In The Moment & Bright Pink
94078



Rose Wine & Marsala
93369 Mystery Mauve & Mauvelous
93245 Rose Wine & Rose Berry
93310



Pink Bouquet & Fuchsia
89912 Cherry Jubilee & Burgundy
94920 Coral & Coral
94060



Ruby Shock & Hot Pink
68072 Berry Nice & Carmine
94912 True Red & Scarlet
92650

SET

Set contains:
 • Hydramatic Shine Lipstick | 3,6 g |
 • Lip Liner | 0,35g |
 Set Value: £16.50

£8.40



“Wear the lipstick and liner when you're out! Product advocacy is an **easy way to build sales.**
 1. Post a selfie on social
 2. Film a demo applying the two together and explain how a liner keeps your lipstick in place”
 Deb Llewellyn, Avon Rep



NEW



Blushed Nude & Honey
69260 Berry Nice & Berry
93930 Power Pink & Magenta
94110



Nude & Nude
67686 Clear & Viola Grey
68031 Blushed Nude & Mauve
89391



Rose Wine & Blush
68924 In The Moment & Peony
93328 Pink Cashmere & Pink
89532 Pink Bouquet & Rosy
89417



Clear & Purple
93948 Deep Plum & Plum
94102 Red Brick & Garnet
93351 Cherry Jubilee & Ruby
90324



Simply Spice & Fawn
90274 True Red & Siren Red
89276 Ruby Shock & Flame
93187 Mystery Mauve & Coco
68510

MATTE LIP KIT

Psst! Seeing is believing, so **wear your favourite shade when you're out and about.** Don't forget to **share your application tips** with customers to secure those orders.

SET

set contains:
 • Hydramatic Matte Lipstick | 3.6g |
 • Glimmerstick Lip Liner | 0,35g |
 Normally £16.50

£8.40



3 FRESH, NEW SHADES OF HYDRAMATIC MATTE LIPSTICK

Get ready to introduce your customers to these **must-have shades** they'll be desperate to add to their **Hydramatic collection**.

Hydra Magenta
22947



+
Hydra Berry
22954



+
Hydra Honey
22921



VIP & PLATINUM REPS
40% OFF
BROCHURE PRICE



Hydra Magenta

MAKE-UP + CARE
MAKE-UP THAT TREATS YOU WELL

Hydramatic Matte Lipstick
3.6g
Normally £10
£5.60
SAVE £6.71

THE 3-IN-1 SKIN IMPROVING FOUNDATION THAT TREATS LIKE A SERUM

Get ready for a bumper campaign with the NEW LOOK **Serum Foundation** - the only product your customers need for a **healthy-looking, flawless finish** and an **even-looking** skin tone. Stock up on samples today!



Let existing customers know we've changed the packaging for Serum Foundation. It's the same great formula, just in different packaging.

SAMPLE OFFER
1 FOR 70p
5 FOR £3
MULTIPACK OF 22 SHADES £15.40

Make-Up + Care Serum Foundation - sample
1ml
Normally £1

ALL 22 SHADES

set contains:
• 22x Make-Up Care Serum Foundation Samples | 1ml |
69625
£15.40

22 SHADES
get your hands on all the samples you need to shade match your customers



100 FAIR	PINK	115P Pale Pink	25635
	NATURAL	120N Porcelain	24109
	GOLDEN	125G Warm Ivory	25726
200 LIGHT MEDIUM	PINK	140P Light Ivory	24364
	PINK	215P Ivory	24653
	GOLDEN	228G Nude	24687
300 MEDIUM	NATURAL	230N Creamy Natural	13029
	PINK	235P Shell	13094
	NATURAL	245N Natural Beige	13169
400 MEDIUM DEEP	NATURAL	310N Medium Beige	13185
	GOLDEN	320G Sun Beige	13193
	PINK	330P Honey Beige	12518
500 DEEP	NATURAL	345N Soft Honey	24711
	GOLDEN	355G Light Caramel	23648
	PINK	410P Spice	01990
500 DEEP	GOLDEN	420G Caramel	02071
	NATURAL	430N Deep Tan	02170
	NATURAL	435N Warm Deep Tan	23804
500 DEEP	NATURAL	510N Walnut	23978
	NATURAL	515N Bronze	23994
	NATURAL	525N Dark Cocoa	24067
	PINK	535P Espresso	22541

LET'S CREATE A BUZZ

All the tools you need to get your customers excited about our NEW Make-up +Care collection!



DISPLAY STANDS

Holding an event and keen to share these fabulous products? A display stand will give you a **professional look and feel**. Check out the Sales Tools section of the Rep website to place your order.

GET YOURS FOR **£10**

ORDER USING 59477

CANVASSING CARDS

Got friends and family you don't already sell to? Share our NEW Make-up +Care products with a **new customer base**.

PACK OF 20 FOR **£2**

ORDER USING 21618

LEARN & EARN

A new collection launch is a **great opportunity to boost sales**. Visit Avon Academy and find training guides, bitesize videos and tips on sharing incredible products with your customers.



GET SOCIAL

Looking for some inspo? Go to Avon On and Avon Social to get assets with pre-written captions. **All that's left to do is share!**



TV ADVERTISING

Look out for our NEW Make-up +Care TV ad! It's a great way to **talk about (and sell) our amazing products**.



Date for your diary! Your customers can buy all 15 shades of Hydramatic Shine Lipstick from your online store from 22nd February.

BESTSELLING EARNINGS BOOSTERS

Sharing bestsellers with your customers is an easy way to **secure sales** – once a customer finds their favourite fragrance, skincare or make-up hero, **you've bagged yourself repeat orders.**

FAR AWAY ORIGINAL EDP, 50ML
1 SOLD EVERY 4 MINUTES*

-  ORIENTAL
-  FLORAL

RUB HERE TO TRY THE SCENT



Far Away EDP
74419
 50ml | £19.60/100ml
 Normally £14
£9.80

*Based on total sales from 01.10.2022 to 31.10.2023.
 14

POWER SERUM
1 SOLD EVERY 2 MINUTES*

helps restore years of collagen loss for **smoother, plumper & firmer looking skin**

7 powerful **age-defying results** in just 7 days**

the perfect **alternative** to retinol

AWARD WINNING **PROTINOL™**
 DUAL COLLAGEN BOOST



Anew Renewal Power Serum
70011
 30ml | £45.50/100ml
 Normally £24
£13.65

*Based on total sales from 01.10.2022 to 31.10.2023. **Based on those that expressed an opinion in a consumer perception study.

PILLOW MIST
1 SOLD EVERY MINUTE*

infused with **French lavender and chamomile** for pure relaxation helps you **drift off effortlessly**



Planet Spa The Sleep Ritual Pillow Mist
65508
 100ml
 Normally £4.75
£3.35 

*Based on total sales from 01.10.2022 to 31.10.2023.

LASH GENIUS
1 SOLD EVERY 4 MINUTES*

- 1. **VOLUME**
- 2. **LENGTH**
- 3. **DEFINITION**
- 4. **LIFT**
- 5. **DEEP BLACK**



Lash Genius Multitask & Multiply Mascara
 10ml
 Normally £10
£7

-  **Blackest Black**
45096
-  **Brown Black**
47886

*Based on total sales from 01.10.2022 to 31.10.2023.

LIMITED EDITION PERFUMES

Got a customer looking for a gift? Show them these limited edition versions of **two of our most popular perfumes** - they make the **perfect present**.

your most-loved perfume now in a new giftable box!

neroli, butterfly blossom, silk musk

50ML

TTA Today for Her Eau de Parfum

25189

50ml | £20.48/100ml
Normally £18

£12.60



your most-loved perfume now in a new giftable box!



PARFUM

smoky vanilla, jasmine, pear

50ML

Far Away Beyond Parfum

25346

50ml | £19.02/100ml
Normally £16

£11.20



RUB HERE TO TRY THE SCENT

Be the first to try our new TTA EVERLASTING fragrance!

Available for you now and in April for your customers. Get your hands on it early with this **exclusive offer** and demo it right away for **sales-boosting pre-orders**.

CELEBRATE A BOND
LIKE NO OTHER

Always be reminded of them through the **reminiscent power of an everlasting scent**.

RUB HERE TO TRY THE SCENT

an Everlasting Scent that lasts all day*

50ML



comforting almond milk and blossoms
modern, sparkling neroli blossoms
warm musks



TTA Everlasting Eau de Parfum

22863

50ml | £25.20/100ml
Normally £18

£12.60

*Tested and proven to last up to 8 hours.

GIFTS FOR MOTHER'S DAY & BEYOND



If your customers are looking for last-minute gifts for someone special or a treat for themselves, a **fragrance gift set is the way to go.**

Boost your campaign sales with the gorgeous gift sets in your Mother's Day flyer! **Available with February Brochure orders**, why not continue to distribute the printed or digital flyer in March to grow your sales? **Gift sets are perfect for any occasion** throughout the year.

Far Away Beyond The Moon Gift Set
30825
2 pc.
Normally £18
£11.20

ORIENTAL FLORAL

POWER EYE & SERUM SET

Power Eye Cream, 15ml instantly blurs and brightens the look of the eye area

Renewal Power Serum, 30ml for dramatically smoother, plumper and firmer looking skin

WORTH
£38

Anew Renewal Power Couple Gift Set

31401
2 pc.
Normally £35

£19.60

VIP & PLATINUM REPS

40% OFF BROCHURE PRICE



Perceive for Her Gift Set

34231

2 pc.
Normally £13.50

£9.45

set contains:

- Far Away Body Lotion | 150ml |
- Far Away EDP Purse Spray | 10ml |
- Far Away EDP | 50ml |

68353

Normally £26

£12.25

ANEW SKIN SAVIOURS VITAMIN C GIFT SET

Radiance Maximising Tonic, 200ml vitamin C and exfoliating glycolic acid

Microdermabrasion, 75ml AHA and lactic acid to exfoliate

Vitamin C Serum, 30ml antioxidant power of 30 oranges for all-day radiance

WORTH
£42

Anew Skin Saviours Vitamin C Gift Set

44008
3 pc.
Normally £30

£18.90

VIP & PLATINUM REPS

40% OFF BROCHURE PRICE



DISCOVER YOUR PERFECT DAILY DUO

Simplify customer's skincare routines by sharing a day and night cream combo that works for them. Oh, and sharing your own tips will help them buy with confidence. Don't forget to offer them a sample so they can try before they buy. When they've found their favourite, **they'll order again and again – skincare for them, sales for you.**



"I offer **FREE skincare consultations** to my customers. Seeing is believing, so I **let customers try the products with samples** – the key to building sales is explaining the benefits of a regime. I **stay connected with my customers** to ask about their results and to allow them to buy more from me. Skincare customers are loyal and like to purchase the whole routine every 6-8 weeks."

Lisa Dower, Avon Rep

REVERSALIST DUO
£12.60 WORTH £30
 Brochure Price: £18
 order using **68825**

IDEAL FOR AGE **30+**

Skin concern:
 Fine lines and dehydrated skin

Results:
 Start plumping skin in just 2 days. Clinically shown to reduce fine lines and double your skin's moisture.

ULTIMATE DUO
£14 WORTH £32
 Brochure Price: £20
 order using **69609**

IDEAL FOR AGE **40+**

Skin concern:
 Wrinkles and dull skin

Results:
 Start firming skin in just 2 days, reducing the appearance of wrinkles and improving skin's radiance.

PLATINUM DUO
£15.40 WORTH £36
 Brochure Price: £22
 order using **69427**

IDEAL FOR AGE **50+**

Skin concern:
 Sagging skin

Results:
 Starts lifting skin in just 2 days, adding firmness, moisture and elasticity.



Cheryl Elliot,
Avon Rep

CHERYL ELLIOT'S TOP TIPS FOR SAMPLING SUCCESS

“ I've been at Avon for nearly a decade and a Training Ambassador for the last year. I love everything about Avon – **the products, the training academy, the flexibility and the opportunities** and support of everyone. Power Serum is the product I can't live without!

1. **Stock up and save on samples** when there's an offer in Focus magazine.
2. **Create sample packs.** I carry these daily to give to people I meet when I'm out and about. The fortune is in the follow up – remember to ask for their follow-up number so you can get their thoughts and **encourage a full-size order.**
3. Give your skincare customers a fragrance sample or your makeup customers a skincare sample to **try something new.** ”

ANEW SAMPLE PACK ONLY £16.80

SAVE £25.20 just 28p a sample

order using **90084**



BESTSELLING SCENTS PACK ONLY £15

SAVE £55 just 15p a sample

order using **89862**



Full-size bottle images for illustrative purposes only.



Save messages across pp.22-23 calculated using regular Demo sample prices.

Your customers love our exclusive bathroom collections, combining the vintage, apothecary-inspired design and the luxurious scents. Don't keep them waiting; go ahead and present the new Senses Essence featuring one of the most sought-after scents on the market.

SELL IT TO CUSTOMERS WHO:

- already adore the Senses Essence collections
- are in search of something new and exciting
- seek indulgence with aromatherapy essential oils and natural extracts
- look for inspiring, elegant gift ideas
- want premium-quality products without the premium price tag

ALWAYS DELIVERS!

Try and discover the new collection first hand! Once you know the scent and the formulas, it's so much easier to recommend the new products to your customers with unshakable confidence.

bottle made from 97.5% recycled plastic

GREAT VALUE SET



SET

set contains:

- Geranium Leaf & Orange Hand Wash | 250ml |
- Geranium Leaf & Orange Hand Lotion | 250ml |

67090

Normally £6.75

£4.70



SET

set contains:

- Geranium Leaf & Orange Hand Wash | 250ml |
- Geranium Leaf & Orange Hand Lotion | 250ml |
- Geranium Leaf & Orange Bath and Shower Elixir | 500ml |

69989

Normally £11.25

£6.30

If you buy a product set, you cannot buy the products individually.

DISCOVER THE ULTIMATE DAILY SENSORIAL EXPERIENCE

Energising geranium leaf and orange with orange and sea kelp extracts

Geranium Leaf & Orange Hand Lotion

25064

250ml | £1.12/100ml
Normally £4

£2.80

Geranium Leaf & Orange Hand Wash

25031

250ml | £0.77/100ml
Normally £2.75

£1.90

Geranium Leaf & Orange Bath and Shower Elixir

25155

500ml | £0.63/100ml
Normally £4.50

£3.15



HAND LOTION
for up to 24-hour* moisture

HAND WASH

BATH & SHOWER ELIXIR

*After multiple applications. Based on a consumer study with 12 participants.

HOW TO ORDER DEMO PRODUCTS

Place orders from this Focus in Campaign 1, January 2024.

You can order just 1 of each demo product but the good news is you can order as many samples and clearance items as you like, unless stated otherwise or as part of a free offer. Remember, demo products aren't for resale.

Products with a charity donation are not limited to 1 per Rep, so buy as many as you like to support the amazing work of our charity partners. If stock runs out we may offer you a substitute product of equal or greater value.

THE NEED TO KNOW

- If you want to return something that came with a free gift, make sure you return all items for a full refund.
- All claims are supported with clinical and/or consumer studies and/or surveys.
- All of our home fragrance products comply with the Classification, Labelling and Packaging Regulation and carry all the necessary warnings. To find out more, check out the individual product descriptions on our website: avon.uk.com.

- The planet is important to us, so all our electrical products are compliant to the Waste, Electrical and Electronic Equipment Act 2005 (as amended) and Avon are members of Electrolink Compliance Scheme.
- Please keep sleepwear away from fire. Slippers are for indoors only, unless we say otherwise.
- Any extra contents you see in images are not included, unless we say otherwise.
- Diagrams are for illustrative purposes only, unless we say otherwise.

- All of our watches have a replaceable button cell battery and a 2-year warranty, unless we say otherwise.
- All of our watches have a replaceable button cell battery and a 2-year warranty, unless we say otherwise.
- Our earrings are all designed for pierced ears, unless we say otherwise. They can't be returned if the sealed bag is open.
- All our sunglasses comply with British Standard EN ISO 12312-1:2013.

- Once you've found the shade you want to buy, you'll find its order code next to it. No code? Sorry you can't buy it this time but keep an eye out as it may be a sneak peek or available again soon!
- Sometimes we get a bit creative and add more pearls for visual impact. Pearls containers will only include the weight as stated.
- For hygiene reasons, a replacement or refund can't be given if the gusset label is removed from our lingerie.
- Sharp blades shouldn't be sold to people under the age of 18.

Flexible support that adapts to your busiest days? Your boobs will thank you.

pure comfort thanks to the 'second skin' feel, flat seams and no wires



NUDE

Small 8-10 **24018**
 Medium 12-14 **06304**
 Large 16-18 **57158**
 Extra Large 20-22 **09175**

BLACK

Small 8-10 **15370**
 Medium 12-14 **12765**
 Large 16-18 **12872**
 Extra Large 20-22 **00430**

PINK

Small 8-10 **28373**
 Medium 12-14 **05876**
 Large 16-18 **08474**
 Extra Large 20-22 **16659**

Bradapt
 Nylon, elastane.
 Normally £20

£14

Size table applies to body measurements given in cm

SML	bust	waist	hips
S	82-86	65-69	90-94
M	91-96	74-79	99-104
L	101-106	84-89	109-114
XL	112-118	95-101	120-126

- flexible, super-soft 'second skin' feels with no wires
- 'invisible' laser-cut flat seams
- adjustable straps & back fastening
- round-the-clock support with removable pads



flex appeal:
 100% flex
 100% freedom
 100% you

featuring a colour-changing light and contemporary design



Aroma Diffuser

ABS. Approx. 9.5cm x 16cm.

24943
 Normally £24
£16.80

time function:
 60-120 minutes
 powered by USB
 (included)

add elegance to any home, with notes of lemon, rose and peony



Floral Burst Reed Diffuser
 Lasts up to 6 weeks.

23838
 Normally £16

£11.20

Floral Burst Candle
 Burns for up to 36 hours.

25833
 Normally £10

£7

PJs and scrunchie set comes packed in a giftable bag



Small 8-10 **08946** | Medium 12-14 **26757** | Large 16-18 **26815** | Extra Large 20-22 **26872**

Wildflower PJs

Polyester, viscose. Includes matching storage bag and scrunchie.
 Normally £26

£18.20

SPARKLING JEWELS

Wear these **stunning pieces** when you're out and about, let everyone know where you bought them, and **watch your orders roll in!**

mix and match these must-have designs and colours

with real pressed flowers,* every piece is unique



Dawn Longline Earrings
Gold-coloured plated steel with resin and brass.

22657
Normally £6
£4.20

Dawn Longline Necklace
Steel, resin, brass. Approx. 80cm.

27185
Normally £9
£6.30

*Due to the nature of this product, every piece is unique and may vary from the photograph.



Why have one pair of earrings, when **you can have 20?**

Fleur 20-Piece Earring Gift Set
20-piece gold-tone earring set.

26922
Normally £14
£9.80

20-PIECE GIFT SET

mix and match easy-on, easy-off bracelets



Purple
22897

Orange
22913

4-PIECE SET

Fleur 4-Piece Bracelet Set
4-piece gold-tone bracelet set. Normally £10

£4.90

this season's most stylish sunnies



Fleur Sunglasses
Polycarbonate frame and acrylic lenses. UV 400. Category 3 protection.

09431
Normally £10
£7

elevate your look with this on-trend baguette-style bag



Cassia Hobo Bag
PU and polyester. Approx. 24cm x 6cm x 20cm.

26021
Normally £18
£12.60

lasting luxury pieces for less... the perfect gift

Iris My Signature Cubic Zirconia Earrings
Platinum plated, cubic zirconia. Normally £20
£14

Iris My Signature Cubic Zirconia Ring
Platinum plated. Normally £22
£15.40

Iris My Signature Cubic Zirconia Bracelet
Platinum plated. 18.5cm + 2.5cm extension chain. Normally £20
£14

Yellow 18168

Clear 18291

Yellow 01289

Clear 22749

6 Yellow 27193

8 Yellow 14613

10 Yellow 58396

6 Clear 15750

8 Clear 19810

10 Clear 28548

PREMIUM QUALITY

PLATINUM PLATED

GENUINE zircons

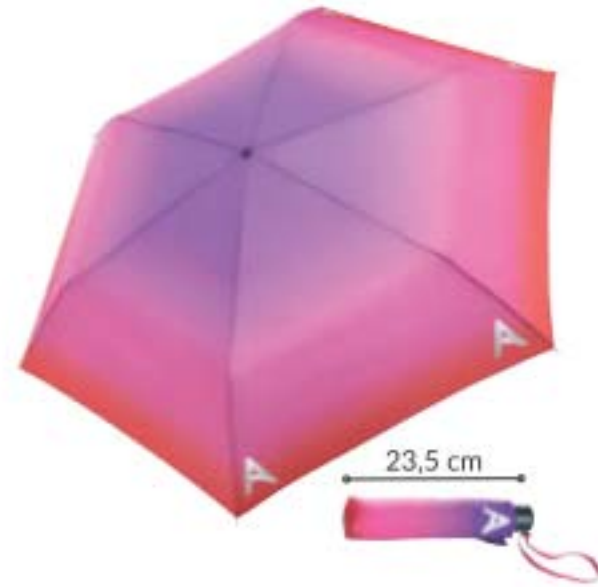
10
8
6
place the internal circumference of your ring here to find your size

Ready to take your business to the next level? Invest in Avon-branded sales tools to help you look the part. Unless stated, contents are not included. Products available whilst stocks last.



Fragrance Tester Strips
Includes 50 tear-off strips, each approx. 14cm x 1cm.

49387
Normally £1.50
£1.05
SAVE £0.45



Umbrella
PU, 100% recycled polyester. Approx. 23cm x 5cm.

43034
Normally £10
£7
SAVE £3



Table Runner
Polyester. Approx. 200cm x 33cm.

33175
Normally £12
£8.40
SAVE £3.60



A5 Notebook
PP and EVA. Approx. 21cm x 15cm.

44792
Normally £4.50
£3.15
SAVE £1.35



Travel Mug
PP. Approx. 18cm. 500ml capacity.

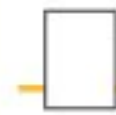
1. End Gender Violence Travel Mug
34926
2. Breast Cancer Travel Mug
33084

Normally £7.50
£5.25
SAVE £2.25



Water Bottle
AS, stainless steel. Approx. 22.5cm x 7cm. 700ml capacity.

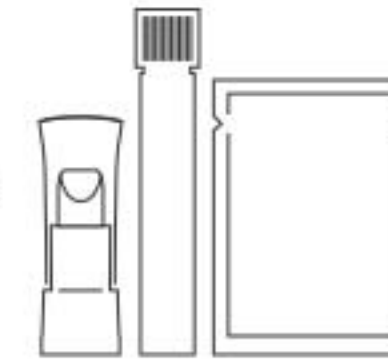
44875
Normally £6
£4.20
SAVE £1.80



SINGLE SAMPLE VIALS

1 for 70p 3 for £1.95

Let your customers try before they buy so they can discover their new must-haves and can't-live-withouts. It's an easy way to drive repeat orders and increase your customers' spend.



PERFUME & AFTERSHAVE

Woody, floral or fruity? Help them discover their new signature scent with perfume and aftershave samples.



1 for 70p 3 for £1.95

NEW



Raspberry nectar essence leaves the sweetest impression, and is enhanced with beautiful **rose and cashmere wood** to echo the warmth of a loving embrace.

Lov U Connected Tester Vial

66837
0.6ml
Normally £1

£0.70

LOV|U



An instant burst of sparkling **tangerines**, paired with a romantic blend of **rose** and a lasting embrace of **sandalwood**.

Lov U Tester Vial

42044
0.6ml
Normally £1

£0.70

- 26880** Attraction Awaken for Her
- 27029** Attraction Awaken for Him
- 15453** Attraction Game for Her
- 12856** Attraction Game for Him
- 01164** Attraction Intense for Her
- 59618** Attraction Intense for Him
- 20875** Attraction for Her
- 01248** Attraction for Him
- 67744** The Moment for Her
- 26864** This Love for Her
- 06718** TTA Always for Her
- 06254** TTA Today for Him
- 63701** TTA The Moment for Him
- 40725** Today for Her
- 16204** Tomorrow for Her
- 27235** Wonder for Her
- 21758** Far Away Beyond for Her
- 11379** Far Away Beyond The Moon for Her
- 13227** Far Away Endless Sun for Her
- 23259** Far Away Glamour for Her
- 23184** Far Away for Her
- 57208** Far Away Rebel for Her
- 21709** Far Away Splendoria for Her
- 14753** Black Suede Real
- 21600** Elite Gentleman Quest
- 01149** Full Speed Pulse for Him
- 22004** Musk Metropolitan
- 01420** Imari Queen
- 01024** Pur Blanca Golden Burst
- 01487** Pur Blanca Sunshine Bloom

MAKE-UP

Got customers forever searching for the perfect shade of foundation or lipstick? Let them try these and find their perfect match.

LIPSTICK 0.6g



ULTRA CREAMY LIPSTICK
creamy, rich and comfortable colour enriched with nourishing oils

- 10272 Blush Nude
- 02766 Cappuccino
- 11361 Carnation
- 19992 Chic
- 14852 Country Rose
- 02691 Dream Fuchsia
- 20420 Frostiest Mauve
- 16923 Frozen Rose
- 02683 Iced Coffee
- 22012 Hibiscus
- 11387 Latte
- 02733 Lava Love
- 02709 Pink Dream
- 09837 Pout
- 05835 Proper Pink
- 03483 Red 2000
- 02758 Ripe Papaya
- 01008 Rose Mauve
- 18002 Toasted Rose
- 10447 Twinkle Pink



- Tinted Lip Balm Sample**
- 00984 Bare
 - 20958 Nude
 - 21048 Papaya
 - 13631 Pink
 - 21139 Plum
 - 21089 Red



- Revival Serum Lipstick Sample**
- 61580 Rejuvenating Nude
 - 67769 Revitalizing Rouge
 - 02717 Uplifting Berry
 - 26104 Refreshing Petal
 - 26690 Awakening Coral
 - 26443 Blossoming Pink
 - 04713 Reviving Mauve
 - 25296 Perky Peony
 - 06593 Exhilarating Magenta



ULTRA MATTE LIPSTICK
comfortable colour enriched with oils, that won't cake, crack or dry

- 54361 Adoring Love
- 03426 Au Naturelle
- 01909 Berry Blast
- 04317 Blush
- 54627 Coral Fever
- 59857 Electric Pink
- 02675 Ideal Lilac
- 02121 Marvellous Mocha
- 03350 Mauve Matters
- 01776 Nude Suede
- 04457 Peach Flatters
- 03491 Pink Passion
- 22962 Posh Petal
- 22699 Pure Pink
- 01156 Ravishing Rose
- 01354 Red Supreme
- 54593 Ruby Kiss
- 11601 Superb Wine
- 58230 Truest Red
- 02659 Vibrant Melon



- Ultra Shimmer Lipstick Sample**
- 22665 Amber Embers
 - 22632 Bronze Glow
 - 22608 Copper Sparkle
 - 22640 Latte Glimmer
 - 22707 Razzle Dazzle
 - 11775 Rosy Lumos
 - 22681 Ruby Glitz
 - 22731 Spring Bling
 - 11759 Stellar Magenta
 - 11882 Violet Sparks

FOUNDATION 1ml



Power Stay 24-Hour Foundation Sample

- 23275 130N Alabaster
- 10066 120N Porcelain
- 26708 125G Warm Ivory
- 07062 140P Light Ivory
- 12203 210N Light Beige
- 07088 215P Ivory
- 14688 220G Light Nude
- 13375 225G Soft Beige
- 13979 228G Nude
- 10116 230N Creamy Natural
- 07427 235P Shell
- 08631 245N Natural Beige
- 13284 250N Cream Beige
- 13466 260G True Beige
- 10140 310N Medium Beige
- 06502 315N Pure Beige
- 06171 320G Sun Beige
- 07443 330P Honey Beige
- 03756 345N Soft Honey
- 27474 355G Light Caramel
- 24695 420G Caramel
- 05074 435N Warm Deep Tan
- 28050 510N Walnut



- NEW Make-Up + Care Serum Foundation - sample**
- 44404 430N Deep Tan
 - 65557 330P Honey Beige
 - 44347 410P Spice
 - 44362 420G Caramel
 - 43562 525N Dark Cocoa
 - 41590 535P Espresso
 - 65292 235P Shell
 - 65466 310N Medium Beige
 - 65722 125G Warm Ivory
 - 41384 510N Walnut
 - 44511 435N Warm Deep Tan
 - 43695 515N Bronze
 - 65367 245N Natural Beige
 - 65243 230N Creamy Natural
 - 65490 320G Sun Beige
 - 65615 345N Soft Honey
 - 44313 355G Light Caramel
 - 66068 115P Pale Pink
 - 65169 140P Light Ivory
 - 65730 228G Nude
 - 65144 215P Ivory
 - 67868 120N Porcelain



Flawless Match Natural Finish Foundation Sample

- 08904 115P Pale Pink
- 54114 120N Porcelain
- 54239 125G Warm Ivory
- 23622 130N Alabaster
- 25908 140P Light Ivory
- 08169 145P Ivory Pink
- 28944 210N Light Beige
- 24182 215P Ivory
- 26625 220G Light Nude
- 17764 225G Soft Beige
- 26039 228G Nude
- 24133 230N Creamy Natural
- 26476 235P Shell
- 26484 245N Natural Beige
- 03186 250N Cream Beige
- 20214 260G True Beige
- 24778 310N Medium Beige
- 20461 315N Pure Beige
- 18432 320G Sun Beige
- 15313 330P Honey Beige
- 24729 340N Light Tan
- 24737 345N Soft Honey
- 24752 348P Toasted Praline
- 24786 355G Light Caramel
- 24885 410P Spice
- 23317 420G Caramel
- 23358 430N Deep Tan
- 23515 435N Warm Deep Tan
- 23598 438P Chocolate
- 23655 510N Walnut
- 23697 515N Bronze
- 23713 520P Rich Sienna
- 12302 525N Dark Cocoa
- 12336 530N Maple
- 12385 535P Espresso

SKINCARE

Take the headache out of choosing new skincare with samples of our skin-loving moisturisers, serums and treatments.

ANEW SAMPLES



Hydra Pro Vita-D Water Cream Sample
00406
1.1ml
Normally £1



Lifting Dual Eye System Sample
13292
2.2ml
Normally £1

ANEW SAMPLES 2 ml



Reversalist Day Cream Sample
26245



Reversalist Night Cream Sample
15974



Ultimate Day Cream Sample
16063



Ultimate Night Cream Sample
14928



Platinum Day Cream Sample
56218



Platinum Night Cream Sample
21881



Platinum Lift & Tighten Serum Sample
05926



Anti-Wrinkle Smoothing Serum
13235



Hydrate & Plump Concentrate Sample
10801



Hydrating Overnight Mask Sample
09373



Renewal Power Eye Cream Sample
14738



Radiance Maximising Microdermabrasion Sample
08029



Daily Defence Moisturiser Sample
20651



Radiance Maximising Serum Sample
16188



Radiance & Dark Circle Correct Eye Cream Sample
26146



Sensitive+ Dual Collagen Cream Sample
24257



Sensitive+ Dual Collagen Eye Cream Sample
15305



ANEW 1 ml



Renewal Power Serum Sample
32953

ANEW TRIAL SIZES £7

15ml | £46.67/100ml
Normally £10



Reversalist Day Cream Trial Size
15818



Reversalist Night Cream Trial Size
15826



Ultimate Day Cream Trial Size
15685



Ultimate Night Cream Trial Size
15776



Platinum Day Cream Trial Size
27201



Platinum Night Cream Trial Size
15636

ANEW TRIAL SIZES £7



Renewal Power Serum Trial Size
23531



Anew Vitamin C Radiance Maximising Serum Trial Size
28555



Anew Platinum Lift & Tighten Serum Trial Size
23911

LIPSTICKS AND LIP BALMS

1 FOR £1.50 5 FOR £6.50

FOUNDATIONS

1 FOR £0.70 5 FOR £3

SKINCARE SACHET

1 FOR £0.70 5 FOR £3

OUTLET

FIND SOMETHING FOR EVERYONE

Snap up cosmetics and accessories at **amazing prices!** Perfect for gifting or keeping yourself, buy as many as you like while stocks last.

Offers are valid whilst stocks last. Net prices are inclusive of VAT.
Products are non-refundable and cannot be returned. Products available are limited to this selection only.

FOR HIM



mandarin leaf, sea salt accord and olibanum.

Maxime EDT

56143

75ml | £16.67/100ml
Normally £22

£12.50

SAVE £9.50

cardamom, olive wood and leather accord.

Maxime Icon EDT

56168

75ml | £16.67/100ml
Normally £22

£12.50

SAVE £9.50

Maxime Icon Charcoal Body Cleanser

62547

200ml | £1/100ml
Normally £5

£2

SAVE £3

FOR HIM



white ginger, clary sage and white sandalwood.

Musk Air Roll-On Anti-Perspirant Deodorant

61853

50ml | £3.50/100ml
Normally £3

£1.75

SAVE £1.25

150 ML



lime, peppermint and Indonesian patchouli oil.

Full Speed Surfer Body Spray

62141

150ml | £3.17/100ml
Normally £6

£4.75

SAVE £1.25

75 ML



pink grapefruit, rhubarb and Indonesian patchouli oil.

Full Speed Gamer EDT

61739

75ml | £9.33/100ml
Normally £12

£7

SAVE £5

FOR HIM



Black Suede Gift Set

Includes: Black Suede EDT 75ml, Hair & Body Wash 250ml and Anti-Perspirant Roll-On Deodorant 50ml in a gift box.

55715

Normally £16

£10

SAVE £6

FOR HER



honeysuckle, ylang-ylang, milkwood

Little Black Dress Body Spray

63131

75ml | £4/100ml
Normally £6

£3

SAVE £3



pink pepper, orange blossom and cedarwood.

Lipsy Rose Gold EDT

62125
30ml | £36.67/100ml
Normally £16

£11
SAVE £5



nectarine, jasmine sambac and immortelle flower.

Maxima EDP Purse Spray

62117
10ml
Normally £7

£3
SAVE £4



Discovery Purse Spray Gift Set
Includes: Attraction for Her EDP, Far Away Beyond Parfum, Eve Truth EDP and Today EDP Purse Sprays 10ml each in a gift box.

62737
Normally £14
£8.75
SAVE £5.25



130N
Alabaster




Black
58404

Top-Rated Beauty Gift Set

Includes: Anew Vitamin C Radiance Maximising Serum Trial Size 10ml, Anew Renewal Power Serum 30ml, Glimmerstick Eyeliner in Blackest Black, Far Away EDP Purse Spray 10ml, Today EDP 50ml, Attraction for Her EDP Purse Spray 10ml, Gel Shine Nail Enamel in Red is Red and Ultra Matte Lipstick in Red Supreme in a Pink Make-Up Bag.

61945
Normally £40
£35
SAVE £5



 Porcelain 61283	 140P Light Ivory 55079	 410P Spice 63545
 Light Nude 61010	 320G Sun Beige 63883	 525N Dark Cocoa 55103
 Ivory 60640	 345N Soft Honey 57364	 520P Rich Sienna 57265
 130N Alabaster 55061	 330P Honey Beige 55046	

Mattifying Cream-To-Powder Foundation Compact

10g
Normally £10.50

£5.25
SAVE £5.25

Euphoric Mascara

10ml
Normally £9

£4.75
SAVE £4.25



Graphic Liner
1ml
Normally £5
£3.25
SAVE £1.75
38

White Cloud **55319**

Sea Emerald **55236**

Blue Waves **55145**

Burnt Umber **55038**

Smoked Grey **63297**

Charcoal **63909**

Blue Waves

AVON
GRAPHICLINER

Kohl Pencil Eyeliner
1.05g
Normally £6
£2.50
SAVE £3.50

Deep Violet **56606**

Avon True Dual-Ended Brow Pencil
1.08g
Normally £6
£2.74
SAVE £3.26

Blonde **55418**

Medium Brown **55582**

Power Stay 24-Hour Brow Pen
0.6ml
Normally £9
£5
SAVE £4

Blonde **56333**

Light Brown **57406**

Deep Brown **58966**

24 HOURS

Deep Brown

*Based on consumer study with 124 people.

Dramatic Duo 2-In-1 Pencil & Liquid Eyeliner
1.8ml
Normally £8
£4.50
SAVE £3.50

Teal With It **56994**

Dare To Pink **57489**

Dare To Pink

Matte & Metal Liquid Eye Duo
4ml
Normally £10
£5.50
SAVE £4.50

Lilac Sparkle

Candy Opal **54767**

Lilac Sparkle **54783**

Mint Jewel **54809**

Mulberry Dream **54791**

Peach Passion **56341**

Smokey Bronze **58289**

Viva La Pink Eyeshadow Palette
10,8 g | £5.09/10g
Normally £10
£5.50
SAVE £4.50

Next Level **63073**

Shine Bright **63560**

Viva La Pink Nail Enamel
10ml
Normally £4
£2.75
SAVE £1.25

She's Strong **63446**

She's Arty **63289**

She's Glam **63255**

She's Bold **63248**

She's Arty

Viva La Pink Blush Stick
5.5g | £7.64/10g
Normally £8
£4.20
SAVE £3.80

Red Revolution **61697**

Purple Power **61721**

Purple Power

-  Pink Romance
54833
-  Red Alert
54817
-  Berry Glaze
54825
-  Mauve Crystal
54841
-  Bronzed Rose
54858
-  Nude Glamour
54890

**Matte & Metal
Liquid Lip Duo**
4ml
Normally £10
£5.50
SAVE £4.50



-  Warm Coral
57349
-  Sunset Peach
57422
-  Fuchsia Fun
61432
-  Electric Lilac
63099
-  Party Red
56960

**Sunset Beats
Lip & Cheek Stick**
1.2g
Normally £8
£4.50
SAVE £3.50



-  Blue Me Away
54924
-  Good Karma
56135
-  Zen Moment
54981
-  Calm And Chill
54775
-  Red Is Red
55541
-  Showmance
55962
-  Sweet Blooms
55269
-  Racing Hearts
55699

**Gel Shine
Nail Enamel**
10ml
Normally £4.50
£2.75
SAVE £1.75



Make-Up Academy Gift Set
Includes: Lash Genius Multitask & Multiply Mascara in Blackest Black 10ml, Power Stay Gel Nail Enamel in Red is Red 10ml, Ultra Matte Lipstick in Red Supreme, Ultra Colour Lip Gloss in Wink of Pink 7ml and Glimmerstick Eyeliner in Blackest Black in a Pink Make-Up Bag.

62224
Normally £28
£24
SAVE £4
40



**3D Matte
Blusher**
3.6g
Normally £8
£4.25
SAVE £3.75

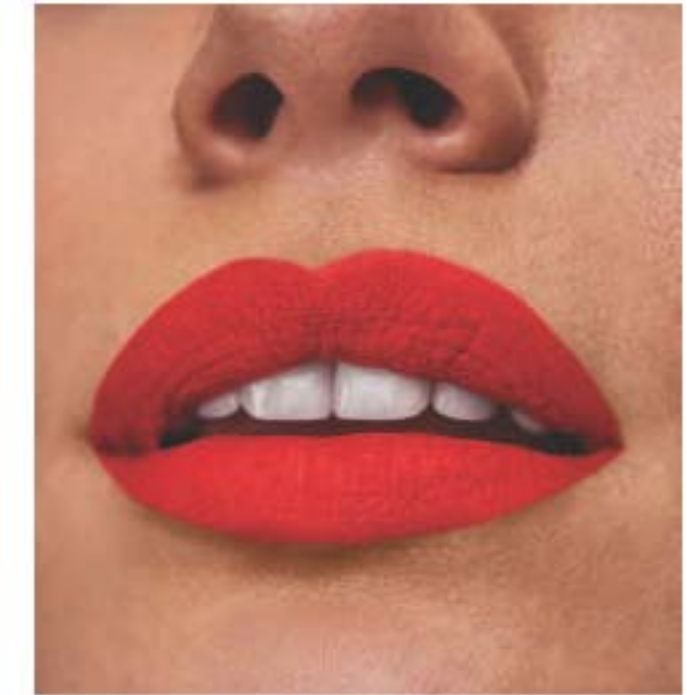
-  Classic Aura
61689
-  Warm Flush
60418
-  Peach
57869
-  Plum Pop
57471

**16
HOURS**



**Power Stay
Lip Colour**
7ml | £7.50/10ml
Normally £9
£5.25
SAVE £3.75

-  Non-Stop Nude
55640
-  Can't Quit Cafe
55673
-  Nighthawk
60335
-  Barely Baked
61366
-  Downtown Pink
60327
-  Mauve All Night
60459
-  All Fired Up
62315
-  In Charge Mauve
62265



-  Power Play Peach
55830
-  Making Moves Melon
60392
-  Dynamite Cherry
62257
-  Resilient Red
55764
-  Persistent Pink
59840
-  Fail-Proof Fuchsia
55756
-  Relentless Rose
55384
-  Run On Rouge
55376
-  Overdrive Orchid
62232



with white tea extract



1. Planet Spa Oriental Awakening Purifying Glow Scrub

57687
75ml | £3.33/100ml
Normally £4
£2.50
SAVE £1.50

2. Planet Spa Oriental Awakening Refreshing Peel-Off Mask

56291
75ml | £3.33/100ml
Normally £4
£2.50
SAVE £1.50



Anew Brightening Dual Eye System

56200
20ml |
£38.75/100ml
Normally £13
£7.75
SAVE £5.25



Adapt Icy Cooling Elixir Facial Mist

62034
30ml |
£14.17/100ml
Normally £7
£4.25
SAVE £2.75



Avon Care Sun SPF30 Moisturising Lotion

60855
150ml | £1.83/100ml
Normally £5.25
£2.75
SAVE £2.50

Clearskin Professional Green Tea Overnight Treatment

62018
50ml | £5/100ml
Normally £4
£2.50
SAVE £1.50



Avon Care Gentle Moisturising Body Lotion

61655
400ml | £0.56/100ml
Normally £3
£2.25
SAVE £0.75



Anew Ultimate Firmer & Smoother-Looking Skin Regime

Includes: Revitalising Micellar Water 50ml, Radiance Maximising Serum 10ml, Ultimate Day Cream 15ml and Ultimate Night Cream 15ml in a box.

61358
Normally £12
£7
SAVE £5





Invigorating and refreshing body scrub with pineapple and green tea extracts.

Planet Spa The Energise Ritual Body Scrub

62208
200ml | £2/100ml
Normally £6

£4
SAVE £2



Enriched with natural extracts and the scent of clove and leather wood.

Senses Fireside Glow Shower Gel

56903
250ml | £0.40/100ml
Normally £1.25

£1
SAVE £0.25



Enriched with natural extracts and the scent of caramel, almond and vanilla.

Senses Creamy Fantasy Body Mist

62372
100ml
Normally £2.50

£1.50
SAVE £1



A moisturising shampoo for damaged hair. Formulated with Kera Construct-Panthenol Complex.

Advance Techniques Reconstruction Shampoo

62760
250ml | £0.80/100ml
Normally £3

£2
SAVE £1



A shampoo for everyday shine. Formulated with Crystal Light technology.

Advance Techniques Ultimate Shine Shampoo

63305
250ml | £0.80/100ml
Normally £3

£2
SAVE £1

Nourishing shampoo infused with argan and coconut oils.

Advance Techniques Absolute Nourishment Shampoo

59311
250ml | £0.80/100ml
Normally £3

£2
SAVE £1



Enriched with natural extracts and the scent of caramel, almond and vanilla.

Senses Creamy Fantasy Hand Wash

62430
250ml | £0.40/100ml
Normally £1.20

£1
SAVE £0.20



Enriched with natural extracts and the scent of caramel, almond and vanilla.

Senses Creamy Fantasy Shower Gel

62349
250ml | £0.40/100ml
Normally £1.25

£1
SAVE £0.25



Enriched with natural extracts and the scent of caramel, almond and vanilla.

Senses Creamy Fantasy Shower Gel

56754
500ml | £0.30/100ml
Normally £1.75

£1.50
SAVE £0.25



A moisturising conditioner suitable for damaged hair. Formulated with Kera-Panthenol Complex.

Advance Techniques Reconstruction Conditioner

62497
400ml | £0.69/100ml
Normally £5

£2.75
SAVE £2.25



Illuminating conditioner formulated with Crystal Light technology.

Advance Techniques Ultimate Shine Conditioner

62331
400ml | £0.69/100ml
Normally £5

£2.75
SAVE £2.25



With Castor Pro Complex for defined curls and nourished hair.

Advance Techniques Fabulous Curls Serum

59394
30ml | £9.17/100ml
Normally £5.50

£2.75
SAVE £2.75

BIGGER BOTTLES = BIGGER EARNINGS

Let customers know they can save on their favourite scent by buying a better value 100ml bottle.

If your customers aren't sure which scent is for them, why not drop off a few different samples to customers or recommend they try a Purse Spray?

HOW TO SELL A BIGGER BOTTLE

Break down the savings for your customers using this example:

x2 50ml Today EDPs = £36

X1 100ml Today EDP = £28

100ML

					
 FLORAL	 FLORAL	 WOODY	  FLORAL WOODY	  FRUITY FLORAL	  ORIENTAL FLORAL
<p>Today EDP 41608 100ml Normally £28 £16.80</p>	<p>This Love Eau de Parfum 36988 100ml Normally £28 £16.80</p>	<p>Attraction Intense Eau de Parfum for Her 34306 100ml Normally £28 £16.80</p>	<p>Little Black Dress Lace EDP 36038 100ml Normally £20 £12.60</p>	<p>Perceive EDP 50005 100ml Normally £20 £12.60</p>	<p>Far Away EDP 35469 100ml Normally £24 £15.40</p>

FAR AWAY MINI FRAGRANCES

Spritz and spray throughout the day with a mini Far Away fave – perfect for your demo kit or as a treat for yourself.

ALL 7 FOR

£20

SAVE £29

vs regular brochure prices

order using

92601



Far Away EDP
Purse Spray

48967

10ml
Normally £7

£3.15

Far Away
Splendoria EDP
Purse Spray

64477

10ml
Normally £7

£3.15

Far Away Endless
Sun EDP Purse
Spray

64519

10ml
Normally £7

£3.15

Far Away Rebel
EDP Purse Spray

64527

10ml
Normally £7

£3.15

Far Away
Glamour EDP
Purse Spray

64493

10ml
Normally £7

£3.15

Far Away Beyond
Parfum Purse
Spray

64501

10ml
Normally £7

£3.15

Far Away Beyond
The Moon Parfum
Purse Spray

64535

10ml
Normally £7

£3.15

Reps are limited to one of each scent. If you buy the Purse Spray Pack, you can't order each scent individually.



Paper used in the production of this brochure is sourced from responsibly managed forests and other controlled sources.

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