

New Area Distributor Promote Out Trip Incentive

Qualify as an Area Distributor in 2022 and you will earn an opportunity to enjoy a world-class holiday in Vietnam, Southeast Asia.

QUALIFICATION PERIOD:

2 January 2022 - Last trading day in December 2022



Included in the trip

- ✓ Flights and Transfers
- ✓ All meals
- ✓ Accommodation
- ✓ Excursions & Site seeing

Please refer to the AD Opportunity flyer for the Incentive Rules.

Terms & Conditions

Rewards choices are subject to stock availability. Avroy Shlain reserves the right to substitute any gift for another of similar value. It is company policy that rewards gifts be handed out at weekly Region and Area Meetings. Please attend to ensure you receive your gift. To be eligible for any of the rewards, your balance to be paid must be less than the month's invoiced sales (after discount). Qualifiers are granted a period of 90 days to query rewards gifts. Due to the nature of some gifts, qualifying gifts may vary per country. Images correct at time of going to print. Minimum sales levels apply. © Avroy Shlain Cosmetics 2022. All rights reserved.

Code 50304

Avroy Shlain®
CAREER &
REWARDS
GUIDE

QUARTER TWO 2022

The Avroy Shlain Career Path

The Avroy Shlain Career Path is your stairway to living your dreams... are you ready to take the next steps?



Calling All Beauty Advisors

Spend it on groceries



What would you do with

R2 800

N\$3 136/MT16 380/
ZIM R3 556

per month in extra earnings?

Transport money to get to your meetings



Become a Manager and elevate your lifestyle!

Buy airtime



As a Manager you will:

1. Earn more money
2. Earn better incentives
3. Earn travel and cash rewards
4. Attend once-in-lifetime, prestigious events
5. Move up the Avroy Shlain Career Path to become an Area Distributor and drive a branded vehicle. (Only available in RSA)

Your CONFIDENT START

with Avroy Shlain

Start your journey with Avroy Shlain by successfully completing the Confident Start Beauty Advisor Onboarding Programme in your first 3 months of joining the business.

1ST ORDER

Place your 1st INVOICED ORDER to the value of **R750/N\$840/MT4 390/ ZIM R953** within 2 weeks of registration and you will receive

Roll-on Anti-Perspirants 50ml

- Redd® Nights by Avroy Shlain for Her
- Endangered® for Him

Products valued at **R130/N\$146/MT760/ZIM R165**



MONTH 1

Achieve **total invoiced sales of R1 500/N\$1 680/MT8 775/ ZIM R1 905** in Month 1 and receive

- Coppélia® Perfumed Body Spray 100ml
- Coppélia® Man Deodorant Spray 150ml
- Beauty Advisor Training Manual

Earnings of R326/N\$365/ MT1 875/ ZIM R414

Products valued at **R200/ N\$224/MT1 170/ ZIM R254**

You will also receive your Personal Sales Challenge Gift (as shown in the Rewards brochure)



MONTH 2

Achieve **total invoiced sales of R1 500/N\$1 680/MT8 775/ ZIM R1 905** in Month 2 and receive

- Your Personal Sales Challenge Gift (as shown in the Rewards brochure)

Earnings of R326/N\$365/ MT1 875/ ZIM R414



MONTH 3

Achieve **total invoiced sales of R1 500/N\$1 680/MT8 775/ZIM R1 905** in Month 3 and receive

- A FREE Business Bag

Bag valued at R150/N\$168/MT878/ZIM R191

PLUS earn your Personal Sales Challenge Gift (as shown in the Rewards brochure)



You'll also qualify to purchase a **Beauty Advisor Kit** valued at **R1 641/N\$1 838/ MT9 599/ZIM R2084** for **ONLY R160/N\$180/MT936/ZIM R203**

Beauty Advisor Kit contains 8 products:

- ColorFun® Legenberry Lipstick
- Coppélia® Eau de Parfum 60ml
- Avroy Shlain JS® Anti-Perspirant Spray 100ml
- Endangered® Anti-Perspirant Spray 150ml
- CRT® Youth Gel 50ml
- Lemon & Glycerine Body Cream 500ml
- Body Essence® Tissue Oil 100ml

Products valued at **R1 641/N\$1 838/MT9 599/ZIM R2 084**



In your 1st 3 months, you'll receive:
Total Product Value: R2 121/N\$2 376/MT12 408/ZIM R2 694
Total Minimum Earnings: R978/N\$1 095/MT5 625/ZIM R1 242

*Earnings are based on the achievement of required sales.

New Manager Qualification

Qualify as a new manager THIS MONTH!

Achieve the following criteria and you will earn:

CRITERIA:

Achieve: R19 000/N\$21 280/
MT111 150/ZIM R24 130 in
Group Sales in the month
18 new recruits in the month

OR

CRITERIA:

Achieve: R24 000/N\$26 880/
MT140 400/ ZIM R30 480 in
Group Sales in the month
18 new recruits (no time frame)

When you qualify, you will become a Junior Manager and receive

REWARDS:

- Manager Guide (which you will use throughout the Onboarding period as a training guide)
- "Confident Beauty Advisor Guide" Booklets (10x per pack)
- A product hamper valued at R1 383/N\$1 549/MT8 090/
ZIM R1 756

PLUS join the Manager Onboarding Programme to earn more incredible rewards!

Qualification Bonus of
R1 333
N\$1 480/MT7 600/
ZIM R1 686



Recruiting is the answer

It all starts with RECRUITMENT.

To qualify as a manager, you will need to recruit 18 people and, together with your new recruits, achieve Total Sales of R19 000/N\$21 280/MT111 150/ ZIM R24 130.

WHERE TO FIND PEOPLE TO RECRUIT

You can find people to recruit all around you. You can recruit your F.R.A.N.Cs. FRANC stands for

F Friends **R** Relatives **A** Anybody **N** Neighbours **C** Colleagues

Using your cellphone contact list, make a list of all the people who you can sell to.

- Tell all your F.R.A.N.Cs about your new business.
- Send your F.R.A.N.Cs a message: "Contact me for all your Avroy Shlain product needs for the entire family. Warm Regards, Your Name."
- Post on social media to connect with your F.R.A.N.Cs
- Send them an electronic copy of the brochure or show them your brochure.

The more you recruit, the bigger your team and the better your earnings, rewards and recognition.

Increase the number of **BA**s selling in your team



Train your new recruits



Increase **sales** and **earnings**



Train your new recruits on selling the products in the brochure. Introduce all your new recruits to the Your Confident Start Beauty Advisor Program and show them how easy it is to earn FREE gifts by selling to new customers.

New Manager

Once you qualify as a Manager, you have the opportunity to participate in the 3 month manager onboarding programme and earn Gifts valued at R3 878/N\$4 343/MT22 686/ZIM R4 925

To Qualify for each month of the onboarding programme, you need to achieve 8 new recruits per month and...

CRITERIA:

Achieve: R20 000/N\$22 400/MT117 000/ZIM R25 400 in **Month 1**



Earn R1 404
N\$1 558/MT8 000/ZIM R1 775

REWARDS:

- Avroy Shlain-Branded Business Handbag
- A product hamper:
 - Body Essence® Tissue Oil 100ml
 - CRT® Youth Gel® 50ml

8% Service Fee

CRITERIA:

Achieve: R22 000/N\$24 640/MT128 700/ZIM R27 940 in **Month 2**



Earn R1 544
N\$1 714/MT8 800/ZIM R1 952

REWARDS:

- Avroy Shlain-Branded
 - Peak Cap
 - Red Apron
 - 2 Clipboards
 - A set of 5 Pens
 - Mini Cosmetic Brush Set

8% Service Fee

Onboarding Programme

QUALIFICATION CEREMONY

Qualify in all 3 months and receive:

- Avroy Shlain-Branded Scarf
- Avroy Shlain Manager Badge
- Manager Certificate
- Microwave
- Toaster
- Kettle



CRITERIA:

Achieve: R24 000/N\$26 880/MT140 400/ZIM R30 480 in Group Sales in **Month 3**



Earn R2 316
N\$2 571/MT13 200/ZIM R2 928

REWARDS:

- Avroy Shlain-Branded Shopper Trolley Bag
- A product hamper:
 - Avroy Shlain JS® EDP 60ml
 - Black Diamond® EDT 100ml
 - Redd® by Avroy Shlain EDP 60ml
 - Redd® by Avroy Shlain Perfumed Body Spray 100ml
 - Black Diamond® Anti-Perspirant Spray 150ml

11% Service Fee



New Club 350

Open to all new Area Distributors for a period of 9 months after completion of the Area Distributor Onboarding Programme

Attention all new Area Distributors 2022

CRITERIA:

Achieve R350 000/ N\$392 000/ MT2 047 500/ZIM R444 500 or more in Area Sales including Promote-Outs for 3 consecutive months after completing your Area Distributor Onboarding Programme (all 3 months).

REWARDS:

Sampling hamper that includes:

CRT® Skincare Range

Valued at R5 281/N\$5 915/MT30 894/ZIM R6 707



Body Essence® Range

Valued at R3 197/N\$3 581/MT18 702/ZIM R4 060



Avroy Shlain Pure Range

Valued at R779/N\$872/MT4 557/ZIM R989



Coppélia® for Him and Her Range

Valued at R1 885/N\$2 111/MT11 027/ZIM R2 394



Coppélia® Colour Soft Matte Mousse Foundations & Highlighters

Valued at R2 151/N\$2 409/MT12 583/ZIM R2 732



Area Distributor Qualification

Qualify as an Area Distributor in 3 easy steps.

STEP 1:

Achieve Junior Area Distributor Level Criteria
R150 000/N\$168 000/MT877 500/ZIM R190 500 Group Sales for 2 consecutive months with 6 Manager Promote-Outs.

REWARDS:

Receive a Samsung Tablet



STEP 2:

Enrol in the Avroy Shlain Academy of Learning

BENEFITS:

- Free Training
- Free Training Booklets
- Attend Exclusive Leadership Masterclasses



STEP 3:

Achieve Area Distributor Level Criteria
R295 000/N\$330 400/MT1 725 750/ZIM R374 650 Group Sales for 2 consecutive months with 12 Manager Promote-Outs

REWARDS:

- Graduate at the annual Avroy Shlain Sales Celebration conference and receive an Area Distributor badge and scarf
- Receive a laptop with Microsoft Office Software
- Receive a 3-piece, Avroy Shlain-branded luggage set
- Earn 1 Airline Ticket to travel to Vietnam, South East Asia
- Qualify to participate in the Area Distributor Onboarding Programme



Area Distributor

Onboarding Programme

Once you've achieved the Area Distributor Level, you will qualify to participate in the Area Distributor 3-month Onboarding Programme.

MONTH 1:

BUILDING THE TEAM

CRITERIA:

Achieve: R295 000/N\$330 400/
MT1 725 750/ZIM R374 650 Sales
1 Manager Promote-Out
100 Recruits

REWARDS:

- 2 x fitted ASC-branded table cloths
- Folding table
- ASC-branded beach umbrella and base
- 10 x stackable chairs
- 10 ASC-branded pens
- ASC-branded file folder box
- ASC-branded desk tray
- ASC-branded pen holder
- 5 x ASC-branded lever arch files



MONTH 2:

BUILDING SUCCESS HABITS

CRITERIA:

Achieve R295 000/N\$330 400/
MT1 725 750/ZIM R374 650 Sales
1 Manager Promote-Out
100 Recruits

REWARDS:

1. Gazebo (2m x 2m)



MONTH 3:

BUILDING FOR THE FUTURE

CRITERIA:

Achieve R295 000/N\$330 400/MT1 725 750/
ZIM R374 650 Sales
1 Manager Promote-Out
100 Recruits

REWARDS:

- ASC-branded Maxi Square Counter
- ASC-branded pull-up banner
- 35lt Urn
- 10 x ASC-branded mugs
- Office chair
- Office desk



AD Executive Club

April - June 2022

CLUB 600

CRITERIA:

Achieve Sales of R650 000/N\$728 000/MT3 802 500/ZIM R825 500 or more in 2 out of 3 months over April, May and June 2022 (10% sales growth, including Promote-out sales)

REWARDS:

First-time achievers in the quarter will receive:

- Exclusive Executive Club Jacket
- Executive Club Pin

Second-time achievers in this quarter and thereafter will receive:

- R5 000/N\$5 000/MT22 500/ZIM R6 350 Cash Bonus



Recognition for Quarter 1 will be done at AD Summit 2022, while Quarter 2 recognition will be done at Sales Celebration 2022.

Achievers will also receive these privileges at the respective events:

- VIP entrance
- VIP seating
- VIP registration
- Special dinner/lunch

*Images are for visual representation only. Actual products may differ.

Magic Millions

January - June 2022

CRITERIA:

Achieve: R1 200 000/N\$1 344 000/MT7 020 000/ZIM R1 524 000 or more in monthly sales

Between January - June 2022

Monthly 5% sales growth (including promote-out sales)

REWARDS:

First-time achievers in the month will receive:

- Exclusive Executive Club Jacket
- Executive Club Pin

Second month and onwards:

- Earn a one-of-a-kind exclusive gift



Recognition for Quarter 1 will be done at AD Summit 2022, while Quarter 2 recognition will be done at Sales Celebration 2022.

Achievers will also receive these privileges at the respective events:

- VIP entrance
- VIP seating
- VIP registration
- Special dinner/lunch

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