

CELEBRATING

53

Years

OF CHANGING
LIVES!

Avroy
Shlain®

JULY 2026

Beauty SCAPE

IMPORTANT

Fragrance Update

Avroy Shlain Fragrance Quality & Formulation

We've had a few questions about why some of our fragrances may smell slightly different, and we completely understand your concerns. As part of updated global cosmetic safety regulations, certain fragrance ingredients that were historically used across the industry are no longer permitted. This meant we had to carefully reformulate some of our scents to meet these new standards.

Banned/Removed ingredients effective 2022:

- Both ingredients were classified as unsafe for use in cosmetics under the EU Cosmetics Regulation (EC) No 1223/2009.
- Lilial was banned due to concerns about potential reproductive toxicity.
- Lyral was banned primarily because it's a strong skin sensitizer (can cause allergic reactions).

What's important to know is that our approach to quality hasn't changed. Each fragrance was reworked with expert perfumers to stay as true as possible to the original scent profile, while still meeting the latest safety requirements.

You may notice a slight difference in how the fragrance opens or settles, but *the overall experience is designed to remain just as beautiful, wearable, and high-quality.*

We see this as a positive step, ensuring that everything you use from us meets the most up-to-date global standards, without compromising on the experience & quality that you love.



NEW

Coming in
August

FOR HIM
redd
BY AVROY SHLAIN*

ELIXIR

A bold, niche Oud creation
crafted for the man who
moves with purpose and
leaves a lasting impression.
A rich and magnetic scent
that blends warm spices with
deep woody notes, finishing
with a sensual trail that
lingers long after you've left.
Designed for evening wear
and statement moments.



Agarwood | Geranium
Saffron



WHEN TO WEAR
An all-season scent



WINTER



SPRING



SUMMER



AUTUMN



DAY



NIGHT

*Excluding
Namibia, Zimbabwe
and Mozambique.

YOUR CONFIDENT START

To help you start your business strong, we have created the Confident Start Beauty Advisor Onboarding Programme for your first 3 months of joining the business.

FAST START

(0-14 Days from registration)

Place your 1st INVOICED ORDER to the value of **R750/P608** within 2 weeks of registration and you will receive:

Off-Invoice Earnings of R163/P145

Receive Incentive Products valued at R118/P96

START



- 2 X Perfumed Roll-on 50ml

Note: Product Selection may include male or female roll-ons.

MONTH 1

(0-30 Days from registration)

1

Achieve TOTAL INVOICED SALES of **R1 000/P 811** in Month 1 and you will receive:

Off-Invoice Earnings of R217/P193

Receive Incentive Products valued at R180/P146



- 2 x Perfumed Body Spray 100ml/Deodorant Spray 150ml

Note: Product selection may include male or female Perfumed Body Spray.

You are eligible for the Personal Sales Challenge Gift in the Reward Brochure (Please refer to the Rewards Brochure for levels)

Months 1-3 are independent qualification periods. Only the BA kit requires successfully completing all three months.

Terms & Conditions apply



MONTH 2

(31-60 Days from registration)

Achieve TOTAL INVOICED SALES of **R1 250/P1 013** in Month 2 and you will receive:
Off-Invoice Earnings of R272/P242
Receive Incentive Products valued at R478/P387



- Tahlita® Toner 200ml
- Tahlita® Day Cream SPF 20 50ml

You are eligible for the Personal Sales Challenge Gift in the Reward Brochure (Please refer to the Rewards Brochure for levels)

MONTH 3

(61-90 Days from registration)

3

Achieve TOTAL INVOICED SALES of **R1 500/P1 215** in Month 3 and you will receive:
Off-Invoice Earnings of R326/P290
Receive Incentive Products valued at R224/P181



- Afri Moisture Nourishing Shampoo 250ml
- Afri Moisture Multipurpose Hair Mist 200ml

You are eligible for the Personal Sales Challenge Gift in the Reward Brochure (Please refer to the Rewards Brochure for levels)

QUALIFICATION!

Complete and achieve all Month 1-3 criteria of **R1 500/P1 215** each month and qualify to purchase the **BEAUTY ADVISOR KIT FOR ONLY R160/P130** on check-out with your next order! Get the products you need to grow your sales and your business.
KIT VALUED AT R1245/P1 008



- Beauty Advisor Kit

NB: Images are for illustrative purposes only. Products may be substituted with items of similar value without prior notification.

PERSONAL Sales

Beauty Advisors, Managers and Area Distributors

CREDIT ACCOUNT STATUS

Achieve Personal Sales of

R2 000 / P1 620 in July as a Credit Account Holder and you will receive:

- Pink Diamond Shimmer Shea Body Butter 200ml

Plus

YOUR OFF INVOICE EARNINGS:

R434 / P387 – R978 / P872

**PRODUCT
VALUE
R199/
P161**



DDO & PREPAID ACCOUNT STATUS

Achieve Personal Sales of

R2 000 / P1 620 in July as a DDO & Prepaid Account Holder and you will receive:

- Pink Diamond Perfumed Body Spray 90ml
- Pink Diamond Shimmer Shea Body Butter 200ml

Plus

YOUR OFF INVOICE EARNINGS:

R434 / P387 – R978 / P872

**NEW
PRODUCT
VALUE
R284/
P230**



DDO: Direct Delivery Option

Terms & Conditions apply. Excluding Zimbabwe, Mozambique and Namibia.
Only one Personal Sales Incentive may be earned per account type and Sales tier during the campaign month. If you qualify for the higher sales tier, you will receive only the reward linked to that tier.

* Not available to BA's & GM's from Outside Markets.
Please ask your AD or RD to order for you.

Avroy Shlain
TRUE BEAUTY SHINES

Catalogue Request a Quote My Account



Branded Clothing
From:
R64,99



Corporate Stationery
From:
R57,49



Merchandise
From:
R18,99



Event Materials
From:
R116,03

Powered by  **jetline**
PRINT ON DEMAND

Secure Payments
payfast
by network

DID YOU KNOW? YOU CAN BUY BUSINESS TOOLS ON DEMAND

Through our partnership with Jetline Printers, you now have access to a print-on-demand portal filled with professional business tools to help you grow and promote your business.

Products available include:

- Stationery
- Banners & gazebos
- Branded T-shirts & caps
- Water bottles
- And more

Simply register on the portal, shop online, place your order and have it delivered directly to you.

Scan the QR code or visit:
<https://shop.jetline.co.za/s/avr>



Whether you're preparing for an event, growing your customer base, building your team, or simply wanting to present your business more professionally, these tools are designed to help support your journey.

Start building your brand and growing your business today!

PERSONAL Sales

Beauty Advisors, Managers and Area Distributors

Achieve Personal Sales of

R4 500 / P3 645 in July as a Credit

Account Holder and you will receive:

- Daily Skincare Face Serum for Dry Skin 30ml
- Daily Skincare Face Serum for Combination Skin 30ml
- Daily Skincare Face Serum for Oily Skin 30ml

NEW
PRODUCT
VALUE
R897/
P727



Plus

**YOUR OFF INVOICE
EARNINGS:**

R978 / P872 OR MORE

Achieve Personal Sales of

R4 000 / P3 645 in July as a DDO &

Prepaid Account Holder and you will receive:

- Radiance Face Wash 100ml
- Radiance Day Cream 50ml
- Radiance Face Serum 30ml

NEW
PRODUCT
VALUE
R477/
P386



Plus

**YOUR OFF INVOICE
EARNINGS:**

R978 / P872 OR MORE

DDO: Direct Delivery Option

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Only one Personal Sales Incentive may be earned per account type and Sales tier during the campaign month. If you qualify for the higher sales tier, you will receive only the reward linked to that tier.

CREDIT ACCOUNT STATUS

DDO & PREPAID ACCOUNT STATUS



EDP LASTS LONGER THAN EDT... RIGHT?

Not always.

While fragrances are classified by concentration — EDT being lighter, EDT medium, and EDP more concentrated — concentration alone does not determine how long a fragrance lasts.

A citrus-heavy EDP can fade faster than a woody EDT. Why? Because fragrance performance depends on far more than just oil percentage.

The ingredients used, molecular weight, volatility, and the balance between top, heart, and base notes all influence how a fragrance performs on skin. The dilution structure also matters, with alcohol, fixatives, and aroma molecules affecting how the scent diffuses and evolves throughout the day.

External factors play a role too. Skin chemistry, temperature, and humidity can dramatically change how a fragrance wears.

That's why two fragrances labelled "EDP" can behave completely differently.

In reality, EDT and EDP are better understood as fragrance formats rather than guarantees of performance.

Because ultimately, a fragrance is not defined by what it's called, but by how it wears, evolves, and makes you feel long after the first spray.

NEW MANAGER *Qualification*

Qualify as a new Manager THIS MONTH!

Achieve the following criteria and you will earn:

STEP 1:

Achieve team sales of **R16 500/P14 586** (Including personal sales)

- 2 New Active Recruits in the qualification month
- Tripwire change to minimum requirement: Minimum 6 personally recruited Beauty Advisors

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

REWARDS:

- Earn a once off qualification 8% Service Fee (Junior Manager Team Sales)
- Receive a Product hamper valued at **R1 457/P1 023**
- Participate in the 3 month Manager Onboarding Programme

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



Terms & Conditions apply.

Excluding Zimbabwe, Mozambique and Namibia.

MANAGER Earning Schedule 2026

LEVEL	SALES	EARNINGS
PROMOTE-OUT QUALIFICATION	STEP1: Achieve team sales of R16 500/ P14 586 (Including personal sales) 2 New Active Recruits in the qualification month - Minimum Requirement: Minimum 6 personally recruited Beauty Advisors	8%
MANAGER BELOW THRESHOLD	R19 500/P17 238 – R20 999/P18 563	6%
GROUP MANAGER	R21 000/ P18 564 – R52 999/P46 851	11%
SENIOR MANAGER	R53 000/P46 852 – R85 999/P76 023	12%
EXECUTIVE MANAGER	R86 000/P76 024 – R141 999/P125 527	12,5%
MILLION RAND MANAGER	R142 000/P125 528+	13%

All sales thresholds refer to monthly invoiced team sales



Earn an ADDITIONAL BONUS:

EXECUTIVE MANAGERS
with sales of **R86 000** or more will earn
an **ADDITIONAL R500 BONUS.**

MILLION RAND MANAGERS
with sales of **R142 000** or more will earn
an **ADDITIONAL R1 000 BONUS.**

MANAGER ONBOARDING *Programme*

NOW THAT YOU ARE A JUNIOR MANAGER, LET'S GET YOU GOING!

Did you know that in your first 3 months after qualifying as a Junior Manager, you are eligible to participate in the Manager Onboarding Programme, where you have the opportunity to attend exclusive training, earn FREE Avroy Shlain Product Samples, and Product Training Guides.

NEW MANAGER ONBOARDING PROGRAMME

Once you qualify as a Junior Manager, you have the opportunity to participate in the 3 month Manager Onboarding Programme and earn **Gifts valued at R3 878**

MONTH 1

MONTH 1 CRITERIA:

Achieve **R18 000/P15 912 Sales PLUS** Minimum 2 New Active Group Recruits

EARNINGS:

Earn 8% Service Fee = **R1 252/P1 116**

REWARDS:

Avroy Shlain-Branded

- Red Cap
- 2 x Clipboards
- Set of 5 Pens
- Mini Cosmetic Brush Set
- Business Handbag



MONTH 2

MONTH 2 CRITERIA:

Achieve **R19 500/P17 238 Sales PLUS** Minimum 2 New Active Recruits

EARNINGS:

Earn 8% Service Fee = **R1 356/P1 209**

REWARDS:

- Pack of Blotters (x25)
- JS® Eau de Parfum 60ml
- Black Diamond® Eau de Toilette 100ml
- Redd® Eau de Parfum 60ml
- Endangered® for Her Wild Perfumed Body Spray 100ml
- Black Diamond® Anti-Perspirant Spray 150ml



*Disclaimer: Avroy Shlain has the right to change the programme and products at any time without prior notice.

Terms & Conditions apply.

Excluding Zimbabwe, Mozambique and Namibia.

MONTH 3

MONTH 3 CRITERIA:

Achieve **R21 000/P18 564** Sales PLUS Minimum 2 New Active Recruits

EARNINGS:

Earn 11% Service Fee – **R2 008/P1 791**

REWARDS:

- Body Essence® Tissue Oil 100ml
- CRT® Anti-Wrinkle Serum 30ml
- CRT® Vitamin C Oil Serum 30ml
- CRT® 2 in 1 Foam Cleanser 150ml
- CRT® Firming Face & Neck Cream 50ml



3

PROMOTE OUT BONUS (MOTHER MANAGER AND NEW MANAGER)

The Mother Manager and the New Manager will each receive a once-off **R1 000** Promote Out Bonus after the New Manager successfully completes the 3-month Onboarding Programme.

RETENTION BONUS (MOTHER MANAGER ONLY)

As the Mother Manager you can earn **ADDITIONAL R1 500** by helping your New Manager grow their business after they have completed their 3-month Onboarding Programme.

How it works:

- Month 4: Receive R500 if your New Manager achieves R21 000/P18 564
- Month 5: Receive R500 if your New Manager achieves R21 000/P18 564
- Month 6: Receive R500 if your New Manager achieves R21 000/P18 564

These bonus earnings is paid in addition to monthly service fee

BONUS

DID YOU KNOW?

We have a dedicated Avroy Shlain WhatsApp Channel for the latest flyer offers, business updates, sales tools, training, and more. Scan the QR code or join via the link to stay connected.
<https://bit.ly/AvroyWhatsapp>





ACTIVATION *Challenge*

MANAGERS

Activate any inactive Beauty Advisors with a total minimum of **R7 500**/P6 630 invoiced sales from these Beauty Advisors and receive:

R500 Cash Bonus!

Terms & Conditions apply

AREA DISTRIBUTORS

Activate any inactive Beauty Advisor, with a total minimum of **R30 000**/P23 400 invoiced sales from these Beauty Advisors and receive:

R1 000 Cash Bonus!

Inactive Beauty Advisors are new or existing Beauty Advisors who have not placed an order within the previous 12 months, including current-month recruits.

Terms & Conditions apply.
Excluding Zimbabwe, Mozambique and Namibia.

RECRUITERS

Beauty Advisors & Managers Only

For every personally registered recruit in the current month who has qualified with **R1 500**/PI 215 in invoiced sales in July 2026, you will receive:

NEW

After Midnight Nuit is a bold, intoxicating scent that comes alive when the night deepens. It opens with a radiant burst of juicy fruits and sparkling florals, drawing you in with an irresistible sweetness. As it settles, a rich heart of creamy white flowers unfolds, adding a layer of sensual femininity and allure.

TOP NOTES



Pear



Rose



Lavender

MIDDLE NOTES



Ylang Ylang



Jasmine

BASE NOTES



Vanilla



Musk



Moss



After Midnight Nuit
Eau de Parfum 75ml



DID YOU KNOW?

YOU CAN DOWNLOAD PRODUCT VIDEOS AND ADS DATA-FREE TO USE ON SOCIAL MEDIA

Scan the QR code or visit:

<https://streaming.avroyshlain.co.za/>

* Data Free not applicable to Outside Markets



Terms & Conditions apply.

Excluding Zimbabwe, Mozambique and Namibia.

BUILD YOUR SALES FROM LESS THAN R200 TO R4 500!

4 Simple Bundle Offers to Get You Started & Earning FAST

ENTRY LEVEL

R177 Bundle
Get started and sell
to your first client



**R177
Level: Entry
Level**

TIER 1

R790 Bundle
Total Sales: R790
**You Earn: R172 + 1 free brochure
+ 2x free Roll-ons as per
Fast Start Rewards
off if invoiced within
14 days of registration.**



**R790
Level: Start
Here**

TIER 2

R199 Bundle
Sell to 11 clients
Total Sales: R2 189
**You Earn: R478 + Level 1
Personal Gift**



**R199
Level: Grow
Fast**

TIER 3

R549 Bundle
Sell to 9 clients
Total Sales: R4 941
**You Earn: R1 074 + level 2
Personal Sales Gift**



**R549
Level: Level
Up**

Terms & Conditions

Rewards choices are subject to stock availability. Avroy Shlain reserves the right to substitute any gift for another of similar value. 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. Gifts will be awarded based on the account status (Credit, DDO, Prepaid) at the time the incentive is achieved. Images were correct at time of printing. Minimum sales levels apply. Mozambique, Namibia and Zimbabwe regions does not qualify for rewards, unless specified. All accounts on hold are subject to NEW incentive rule from the 1 December 2023. You must remain active during the month following qualification in order to claim your gift, there is no minimum sales required in this month (following month). Once the qualifier has met all requirements, the gift will be delivered in the following month.

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