



Avroy Shlain®

DIGITAL REWARDS MAGAZINE

SALES DATES: 1 - 31 JANUARY 2024

**NEW**  
**REWARDS**

FOR A NEW WAY TO EARN

NEW REWARDS NEW EARNINGS

# Avroy Shlain®

# Plus

EARNINGS MADE SIMPLE

## YOUR CONFIDENT START WITH AVROY SHLAIN

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.

START

### 1<sup>ST</sup> ORDER

Place your 1<sup>st</sup> INVOICED ORDER to the value of **R/N\$750** within

2 weeks of registration and you will receive

**Earnings of R/N\$163**

**Products valued at R/N\$130**

Roll-on Anti-Perspirants 50ml (Redd® Nights by Avroy Shlain for Her Endangered® for Him)



1

### MONTH 1

Achieve TOTAL INVOICED SALES of **R/N\$1 500** in Month 1 and receive

**Earnings of R/N\$326**

**Products valued at R/N\$200**

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



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

## MONTH 2

2

Achieve TOTAL  
INVOICED SALES of  
**R/N\$1 500** in Month 2  
and receive  
**Earnings of R/N\$326**  
**Products valued at R/N\$228**



- ColorFun® Cherry Treat Lipstick & Avroy Shlain Pure Lemon & Glycerine Body Cream

## MONTH 3

3

Achieve TOTAL  
INVOICED SALES of  
**R/N\$1 500**  
in Month 3 and receive  
**Earnings of R/N\$326**



- A FREE Business Bag

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

Complete all 3 Months and qualify to purchase  
the Beauty Advisor Kit! Get the samples you  
need to sell more.

**FOR ONLY R/N\$160**  
**VALUED AT R/N\$1 587**

QUALIFICATION!



Beauty Advisor Kit contains 5 products: Coppélia® Eau de Parfum 60ml; Avroy Shlain JS® Perfumed Body Spray 100ml; Endangered® Anti-Perspirant Spray 150ml; CRT® Youth Gel 50ml; Body Essence® Tissue Oil 100ml

NB: Products may vary



# NEW SKIN CARE RANGE



## Personal SALES CHALLENGE

**Product Value:  
R/N\$1 300**

Week 1 & 2 (1 -13 January 2024) minimum sales of R/N\$1 500

The Top 50 in sales Per Region will receive a sampling kit, Products include:

- Radiance™ Skincare Range
  - Face Wash
  - Day Cream
  - Night Cream
  - Soap
- After Midnight® Dream Fantasy
  - Eau de Parfum 75ml
  - Perfumed Body Spray 100ml
  - AM Fantasy Roll-on 50ml
- Fragrance Guide

**PLUS**

**YOU EARN: R/N\$326**

# BEAUTY ADVISOR EARNINGS SCHEDULE 2024

LEVEL	PERSONAL SALES	PERSONAL SALES EARNINGS	# OF BAs	BA TEAM SALES	EARNINGS FROM BA TEAM
BA	R/N\$0 <R/N\$999999	25%	0	N/A	0%
LEVEL 1 BA	R/N\$1 500+	25%	3	R/N\$4 500 - R/N\$8 999	2%
LEVEL 2 BA	R/N\$1 500+	25%	6	R/N\$9 000 - R/N\$14 999	4%
LEVEL 3 BA	R/N\$1 500+	25%	10	R/N\$15 000 - R/N\$22 499	6%
LEVEL 4 BA	R/N\$1 500+	25%	16	R/N\$22 500+	8%

Beauty Advisor Earnings on Team Sales are provided the Beauty Advisor achieves R1500 Personal Sales

BA Team Sales Achieved exclude the recruiter Beauty Advisors own personal sales

**Don't forget  
to recruit &  
increase your  
earnings**

Avroy Shlain®

PLUS

EARNINGS MADE SIMPLE

As of 1 May 2023 we are excited to launch our new look earnings plan – **Avroy Shlain PLUS** - which features some key enhancements and additional new benefits to your earnings at Avroy Shlain.

### What is Avroy Shlain PLUS?

Avroy Shlain PLUS is the upgraded new look Avroy Shlain Earning Opportunity which launched in May 2023

### Why have we chosen to launch Avroy Shlain PLUS?

Avroy Shlain Plus has been launched for a number of reasons which include:

- Modernising our Earnings opportunity
- Maximise Avroy Shlains Sales Force Earning Potential
- Inspire a quicker, easier Avroy Shlaing career progression  
OR Inspire a quicker and easier Avroy Shlain career progression

### What are some of the key changes/benefits you can expect?

- Beauty Advisors will now be remunerated for growing their network through RECRUITMENT & ACTIVATION of new Beauty Advisors
- Avroy Shlain PLUS provides strong motivation for BAs and Managers to achieve Personal Sales Monthly
- Managers will now earn on their manager promote outs **for life**

### When will Avroy Shlain PLUS Launch?

- The new Earnings plan for Beauty Advisors is effective from **1 May 2023**
- The new Earnings plan for Managers & Area Distributors is effective from **1 June 2023**

**Effective 1 May 2023 Beauty Advisors can now earn in two ways:**

1

#### CLASSIC PROMOTION OF PRODUCTS



Earn from marketing, promoting and selling our world class Beauty Product offering to your personal network

PLUS

2

#### GROWING YOUR NETWORK



Share the business opportunity with your personal network and earn on their sales performance



# MANAGERS EARNINGS SCHEDULE 2024

LEVEL	SALES	EARNINGS
PROMOTE-OUT QUALIFICATION	Achieve BA Team Sales of R22 500 (including min. R1 500 personal sales) with 16 new recruits (no time frame)	8%
MANAGER BELOW THRESHOLD	R/N\$19 500 - R/N\$22 499	6%
GROUP MANAGER	R/N\$22 500 - R/N\$52 999	11%
SENIOR MANAGER	R/N\$53 000 - R/N\$85 999	12%
EXECUTIVE MANAGER	R/N\$86 000 - R/N\$141 999	12,5%
MILLION RAND MANAGER	R/N\$142 000+	13%

- Managers earn an additional 2% on the sales of new Promote Outs provided the following conditions are met
  - The Manager is active in the business and holds manager status.
  - The Mother Manager has achieved personal sales of R/N\$1500
  - The Mother Manager must achieve own group sales of R/N\$22 500 (including own personal sales)
  - The sum total of all promote out sales must be minimum R/N\$22 500
- A Manager can only earn on first line Promote Outs
- New Manager maintenance standard - achieve R/N\$12 500 sales in at least one month in a six-month period.

Access the full Beauty Advisor Earnings Schedule via the Resources tab on the Avroy Shlain Revolution Portal



# **MOST WANTED**

**Most Wanted Sales  
Most Wanted Offers  
Most Wanted Lucky Draws**

**Look out for new offers  
and lucky draws.  
Every day this week!**

**15 - 21 January 2024**

**MEGA SALES  
WEEK!**



# NEW MANAGER *Qualification*

**Qualify as a new manager THIS MONTH!**

Achieve the following criteria and you will earn:

## CRITERIA:

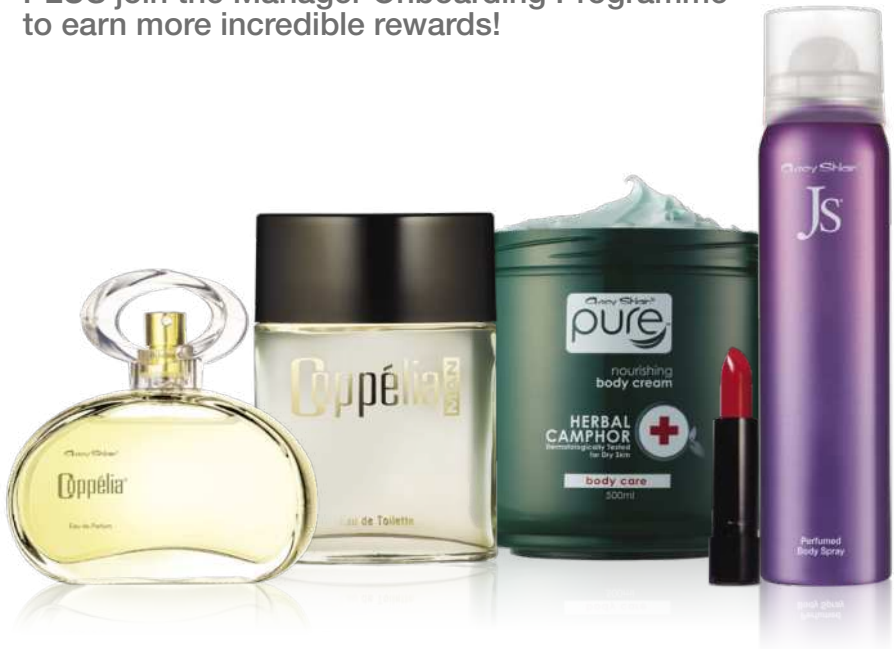
Achieve BA Team Sales of R/N\$22 500 (including min. R/N\$1 500 personal sales) with 16 new recruits (**no time frame since 1 January 2023**)

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

## REWARDS:

- Earn a once off qualification 8% Service Fee (BA Team Sales)
- Receive a Product hamper valued at R/N\$1 457
- Participate in the 3 month Manager Onboarding Programme

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



# NEW

## MANAGER ONBOARDING

# PROGRAMME

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

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

## NEW MANAGER QUALIFICATION

### CRITERIA:

Achieve R22 500 BA Team Sales (including R1 500 personal sales) in the month with 16 personally recruited BAs (no time frame since 1 January 2023)

## MANAGER QUALIFICATION REWARDS

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

### REWARDS:

- Earn 8% on your BA Team Sales
- Receive a product Hamper valued at R/N\$1457



## NEW MANAGER ONBOARDING PROGRAMME

Once you qualify as a Manager, you have the opportunity to participate in the 3 month manager onboarding programme and earn **Gifts valued at R/N\$3 878**

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

## MONTH 1

### MONTH 1 CRITERIA:

Achieve R22 500 Sales PLUS 8 New Recruits

### EARNINGS:

Earn 11% Service Fee = R 2 152

### REWARDS:

- A product hamper:
  - Body Essence® Tissue Oil 100ml
  - CRT® Youth Gel® 50ml
- Skin Analysis Leaflet
- Fragrance Guide



# 1



## MONTH 2

### MONTH 2 CRITERIA:

Achieve R22 500 Sales PLUS 8 New Recruits

### EARNINGS:

Earn 11% Service Fee - R 2 152

### REWARDS:

Avroy Shlain-Branded

- Red Apron
- Cap
- 2 Clipboards
- A set of 5 Pens
- Mini Cosmetic Brush Set



2

## MONTH 3

### MONTH 3 CRITERIA:

Achieve R22 500 Sales PLUS 8 New Recruits

### EARNINGS:

Earn 11% Service Fee - R 2 152

### 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



3

## MANAGER ONBOARDING PROGRAMME QUALIFICATION

Qualify in all 3 months and receive:

- Avroy Shlain-Branded Scarf
- Avroy Shlain Manager Badge
- Manager Certificate
- Colour Guide
- Foundation Handbook
- Pack of Blotters (x100)
- Business Bag



QUALIFICATION!

# MOST WANTED REWARD

## Manager SALES CHALLENGE



Managers achieving sales of R/N\$10 000 in Week 1 & 2 (1 – 13 January) will receive a most wanted product kit to grow your business:

Products include:

- Avroy Shlain JS®
  - Eau de Parfum 60ml
  - Luxury Hand & Body Lotions 200ml
  - Perfumed Body Sprays 100ml
  - Roll-on Anti-Perspirants 50ml
- Avroy Shlain JS® Rose Gold Eau de Parfum 60ml
- Blotters
- Fragrance Booklet
- Copplia Colour® 7in1 Concealer
  - Light
  - Light-Medium
  - Medium
  - Medium-Dark
- Foundation Handbook
- Radiance™ Skincare Range
  - Face Wash
  - Day Cream
  - Night Cream
  - Soap

**Product Value:  
R/N\$2 779**

**MOST WANTED REWARD**

# MANAGERS WANTED

## 1 MONTHLY MANAGER

Earn group sales on your level and earn:

**LEVEL 1  
GROUP MANAGER  
YOU EARN  
R/N\$2 152**

Achieve R/N\$22 500 group sales and you'll earn 11%.

## 2

**LEVEL 2  
SENIOR MANAGER  
YOU EARN  
R/N\$5 530**

Achieve R/N\$53 000 group sales and you'll earn 12%.

## 3

**LEVEL 3  
EXECUTIVE MANAGER  
YOU EARN  
R/N\$9 348**

Achieve R/N\$86 000 group sales and you'll earn 12.5%.

**Cash Bonus of  
R/N\$500**



## 4

**LEVEL 4  
MILLION RAND  
MANAGER  
YOU EARN  
R/N\$16 052**

Achieve R/N\$142 000 group sales and you'll earn 13%.

**Cash Bonus of  
R/N\$1 000**

**Product Hamper  
Worth over  
R2 000!**





**WANTED REWARD**

**MOST WANTED REWARD**

**Product Value:  
R/N\$13 000**

# Area Distributor SALES CHALLENGE

Achieve your Growth Target in January (min sales R/N\$270 000)

The most wanted product kit to use as sampling for your training sessions.

- Radiance™ Skincare Range
- Entire Body™ Essence Range
- Avroy Shlain Pure™ Body Range
- Coppelgia® for Him and Her Range
- Coppelgia Colour® Mouse Foundations & Highlighter Range
- Fragrance Guide
- Blotters
- Foundation Booklet
- Colour Guide
- Skincare Leaflet
- ASC Brush set

**MOST WANTED REWARD**

**MOST**



LEVEL	SALES	EARNINGS
JUNIOR AREA DISTRIBUTOR QUALIFICATION	R180 000 plus 6 Managers	4%*
JUNIOR AREA DISTRIBUTOR LEVEL (Max 1 Year)	R180 0000 - R269 999	4%*
AREA DISTRIBUTOR QUALIFICATION	R270 000 plus 11 Managers	6%
AREA DISTRIBUTOR LEVEL	R270 000 - R439 999	6%
AREA DISTRIBUTOR LEVEL	R440 000 - R649 999	6,5%
EXECUTIVE CLUB	R650 000 - R894 999	7%
MILLIONAIRE AREA DISTRIBUTOR	R895 000 - R1 200 000+	7,5%

\*Junior Area Distributors will earn on own group sales as per manager earnings schedule levels and 4% on sales of promote outs.

# THE AREA DISTRIBUTOR

# OPPORTUNITY

At Avroy Shlain, we offer you the opportunity to **Earn, Learn and Grow** while gaining financial independence.

Now is your opportunity to move up to the most aspirational career level at Avroy Shlain. Qualify as an Area Distributor and start living the life that you've always imagined.

As an Area Distributor, you can look forward to:



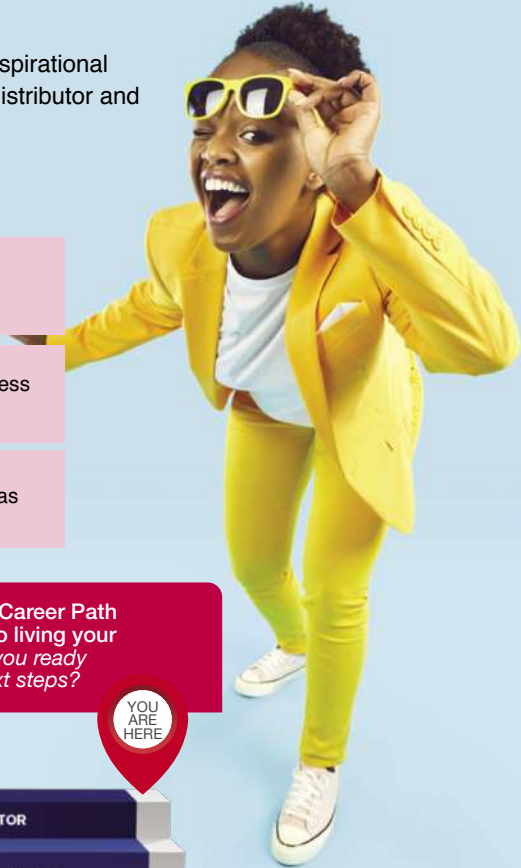
Incredible earnings and rewards



Free Leadership and Entrepreneurial Business Success Training



The opportunity to travel locally and overseas



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

YOU  
ARE  
HERE





# AREA DISTRIBUTOR QUALIFICATION

QUALIFY AS AN AREA DISTRIBUTOR IN 3 EASY STEPS.

## STEP 1:

Achieve Junior Area Distributor Level Criteria  
R180 000 Group Sales for 2 consecutive months with 6  
Manager Promote-Outs

### REWARDS:

- Receive a Mecer Xpress Smartlife 7" Android 11 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  
R270 000 Group Sales for 2 consecutive months with  
11 Manager Promote-Outs

### REWARDS:

- Graduate at the annual Avroy Shlain Sales Celebration conference and receive an Area Distributor badge and scarf
- Receive a Samsung Tablet
- ASC-branded Cap and Golf Shirt
- Receive an Avroy Shlain-branded Suitcase
- Earn 1 Airline Ticket to travel to Egypt, North East Africa
- Qualify to participate in the Area Distributor Onboarding Programme



# AREA DISTRIBUTOR

Once you've achieved the Area Distributor Level, you will qualify to participate in the Area Distributor 3-month Onboarding Programme. (South Africa, Namibia, Botswana and Eswatini Only)

## MONTH 1:

### BUILDING THE TEAM

#### CRITERIA:

Achieve: R270 000 Sales  
1 Manager Promote-Out  
100 Recruits

#### REWARDS:

- ASC-branded umbrella
- ASC-branded Tog Bag
- ASC-branded Portable Table



## MONTH 2:

### BUILDING SUCCESS HABITS

#### CRITERIA:

Achieve: R270 000 Sales  
1 Manager Promote-Out  
100 Recruits

#### REWARDS:

- 2 x fitted ASC-branded table cloths
- Folding table
- ASC-branded Pull-up banner



## MONTH 3:

### BUILDING FOR THE FUTURE

#### CRITERIA:

Achieve R270 000 Sales  
1 Manager Promote-Out  
100 Recruits

#### REWARDS:

1. ASC-branded Gazebo  
(2m x 2m)





Avroy Shlain  
INCENTIVE TRIP 2024

**BALI**

DISCOVER  
PEACE AND  
SERENITY

EXPLORE  
UNSPOILT  
SAPHIRE  
BLUE  
BEACHES

EXPLORE

*paradise*

**NEW AREA DISTRIBUTOR & MOTHER PROMOTE OUT TRIP 2024**

Qualify as an Area Distributor in 2024 to earn 1 ticket to experience  
a 5-star Luxurious Trip to Bali.

Trip includes: Flights from OR Tambo, accommodation,  
all meals and selected excursions

Bali is the most popular Indonesian island known for its natural settings, scenic beaches, traditional culture, rich history, creativity, art and crafts, and the genuine warmth of the local people. A land of cultural treasures, the dream destination of Bali has some of the most iconic landmarks and landscapes you will remember for a lifetime.



### QUALIFICATION PERIOD:

- 2 January 2024 to the last trading day in December 2024 (12 months)
- Last opportunity for New Area Distributors to qualify is October and November to be registered in first week of December 2024

### WHO CAN QUALIFY?

- All New Avroy Shlain Area Distributors and their Mother Area Distributors.
- All Regional Directors.

### NEW AREA DISTRIBUTORS CRITERIA

- Become an Area Distributor in 2024

### MOTHER AREA DISTRIBUTORS CRITERIA

- Promote Out one or more New Area Distributors from January to December 2024

### REGIONAL DIRECTOR CRITERIA

- Promote Out two or more New Area Distributors from January to December 2024



Scan the QR Code to see  
Terms and Conditions





**| IS COMING TO YOUR REGION |**

*We are starting* **2024** *with the*  
**most wanted event**  
**of the year!**

**You are invited to attend Avroy Shlain's January 2024 Roadshow !**

**Look out for your respective  
invitations in your regions!**

**Dress Code: Red & Black**

**Date: 6 - 14 January 2024**



#### 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. Mozambique and Zimbabwe doesn't qualify for rewards, unless specified. All accounts on hold are subject to NEW incentive rule from the 1 December 2023.

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