

Avroy Shlain®

DIGITAL REWARDS MAGAZINE

SALES DATES: 1 - 30 MAY 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.

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

START

Place your 1<sup>st</sup> INVOICED ORDER to the value of **R750/P663** within 2 weeks of registration and you will receive:

**Earnings of R163/P145**  
**Products valued at R110/P98**

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



### MONTH 1

1

Achieve TOTAL INVOICED SALES of **R1 500/P1 326** in Month 1 and receive

**Earnings of R326/P290**  
**Products valued at R168/P149**

- 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)

\*Excluding Namibia, Zimbabwe and Mozambique.

### MONTH 2

2

Achieve TOTAL INVOICED SALES of **R1 500/P1 326** in Month 2 and receive

**Earnings of R326/P290**  
**Products valued at R188/P167**



- ColorFun® Yummy Pink Lipstick & Avroy Shlain Pure Lemon & Glycerine Body Cream

### MONTH 3

3

Achieve TOTAL INVOICED SALES of **R1 500/P1 326** in Month 2 and receive

**Earnings of R326/P290**



- 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 R160**  
**VALUED AT R1 587/P1 251**

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 \*Excluding Namibia, Zimbabwe and Mozambique.



# PERSONAL SALES



## Personal SALES CHALLENGE

Achieve **R3 000/P2 652** in Personal Sales for the month of May and you will receive:

- Red ASC branded Sun Visor

**PLUS**

**YOU EARN: R652/P581**

\*Excluding Namibia, Zimbabwe and Mozambique.

## BEAUTY ADVISOR EARNINGS SCHEDULE 2024

LEVEL	PERSONAL SALES	PERSONAL SALES EARNINGS	# OF BAs	BA TEAM SALES	EARNINGS FROM BA TEAM
BA	R0/P0 <R/R999999	25%	0	N/A	0%
LEVEL 1 BA	R1 500/ P1326+	25%	3	R4 500/P3 978 - R8 999/P7 955	2%
LEVEL 2 BA	R1 500/ P1326+	25%	6	R9 000/P7 956 - R14 999/P13 259	4%
LEVEL 3 BA	R1 500/ P1326+	25%	10	R15 000/P13260 - R22 499/P19 889	6%
LEVEL 4 BA	R1 500/ P1326+	25%	16	R22 500+/P19 889+	8%

- Beauty Advisor Earnings on Team Sales are provided the Beauty Advisor achieves R1500 / P1 326 Personal Sales
- BA Team Sales Achieved exclude the recruiter Beauty Advisors own personal sales



RECRUITMENT



*Managers*

## RECRUITMENT CHALLENGE

Recruit 20 new recruits and activate 8 of these recruits with R750/P663 sales in May 2024 and receive:

- Red Handbag

\*Image might be different than actual gift.  
 \*Excluding Namibia, Zimbabwe and Mozambique.

## ATTENTION ALL MANAGERS!

The **Top 3 Managers** per region in number of activated recruits (minimum sales of R750/P663) (minimum 10 number of activated recruits) will each receive:

- Cash Bonus

**CASH BONUS : R1 000**



\*Including Namibia, Zimbabwe and Mozambique.



## Area Distributors

### RECRUITMENT CHALLENGE

Recruit 100 new recruits and activate 40 of these recruits with R750/P663 sales in May 2024 and receive:

- Red Travel Bag



\*Image might be different than actual gift.  
 \*Excluding Namibia, Zimbabwe and Mozambique.

## Area Distributors

### ATTENTION ALL AREA DISTRIBUTORS

The **Top 3 Area Distributors** per Region in Number of Qualified recruits (minimum of 15 qualified recruits with sales of R1 500 / P1 326) will each receive: (minimum number of 100 new recruits)

- Cash Bonus.



\*Including Namibia, Zimbabwe and Mozambique.

# MONTHLY *Manager* SALES CHALLENGE

Managers who achieve R19 500/P17 238 – R22 499/P19 890 in May will receive a:

- Document bag

**PLUS**

A minimum service fee of R1 017/P907!  
This is your last month to build back your business and earn more!



Minimum Service Fee:  
**6%**



\*Image might be different than actual gift.  
\*Excluding Namibia, Zimbabwe and Mozambique.

SALES

## MANAGERS EARNINGS SCHEDULE 2024

LEVEL	SALES	EARNINGS
PROMOTE-OUT QUALIFICATION	Achieve BA Team Sales of R22 500 / P19 890 (including min. R1 500/P1 326 personal sales) with 16 new recruits	8%
MANAGER BELOW THRESHOLD	R19 500/P17 238 - R22 499 / P19 889	6%
GROUP MANAGER	R22 500/P19 890 - 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%

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

# SALES

# 1

**LEVEL 1**  
GROUP MANAGER  
YOU EARN  
R2 152/P1 919

MONTHLY *Manager*  
**SALES CHALLENGE**

Achieve sales of R22 500/P19 890 and you'll earn 11%.

\*Excluding Namibia, Zimbabwe and Mozambique.



# 2

**LEVEL 2**  
SENIOR MANAGER  
YOU EARN  
R5 530/P4 932

Achieve R53 000/P46 852 group sales and you'll earn 12%.

# 3

**LEVEL 3**  
EXECUTIVE MANAGER  
YOU EARN  
R9 348/P8 336

Achieve R86 000/P76 024 group sales and you'll earn 12.5%.

Cash Bonus of R500



# 4

**LEVEL 4**  
MILLION RAND  
MANAGER  
YOU EARN  
R16 052  
/P14 315

Achieve R142 000/P125 528 group sales and you'll earn 13%.

Cash Bonus of  
R1 000

Product Hamper  
Worth over  
R2 000  
/P1 768



# 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 Shlain 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



# NEW MANAGER

## Qualification

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

Achieve the following criteria and you will earn:

### CRITERIA:

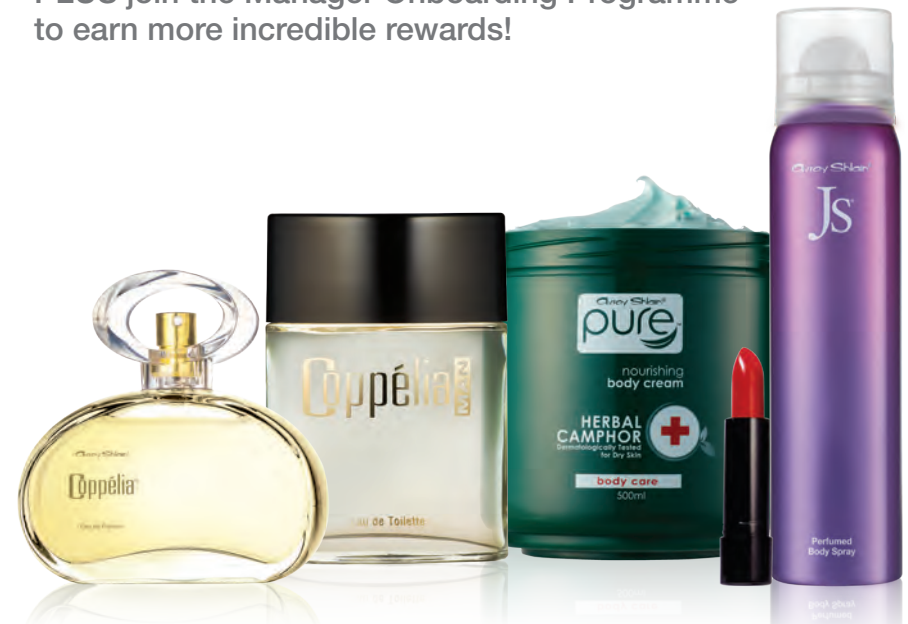
Achieve BA Team Sales of R22 500/P19 890 (including min. R1 500/P1 326 personal sales) with 16 new recruits (**no time frame since 1 January 2023**)

**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 R1 457/P1 288
- Participate in the 3 month Manager Onboarding Programme

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



\*Excluding Namibia, Zimbabwe and Mozambique.



**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/P19 890 BA Team Sales (including R1 500/P1 326 personal sales) in the month with 16 personally recruited BAs (no time frame since 1 January 2023)

### MONTH 2

**MONTH 2 CRITERIA:**  
Achieve R22 500/P19 890 Sales PLUS 8 New Recruits

**EARNINGS:**  
Earn 11% Service Fee - R 2 152/P1 919

**REWARDS:**  
Avroy Shlain-Branded  

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

### 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 R1457/P1 288

### MONTH 3

**MONTH 3 CRITERIA:**  
Achieve R22 500/P19 890 Sales PLUS 8 New Recruits

**EARNINGS:**  
Earn 11% Service Fee - R 2 152/P1 919

**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

### 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 R3 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/P19 890 Sales PLUS 8 New Recruits

**EARNINGS:**  
Earn 11% Service Fee = R 2 152/P1 919

**REWARDS:**

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

Avroy Shlain Personal Skin Analysis

Category	1	2	3
Complexion	Even	Even	Even
Texture	Smooth	Smooth	Smooth
Moisture	Moist	Moist	Moist
Sensitivity	Low	Low	Low
Acne	None	None	None
Dark Spots	None	None	None
Redness	None	None	None
Wrinkles	None	None	None
Eye Bags	None	None	None
Under Eye	None	None	None
Overall	Good	Good	Good

### 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 (x25)
- Business Bag

\*Excluding Namibia, Zimbabwe and Mozambique.

\*Excluding Namibia, Zimbabwe and Mozambique.

# ACTIVATION *cycle*



## BENEFITS OF BECOMING A MANAGER AT **AVROYSHLAN**



**Managers Earn More Money**



**Free Training & Mentoring**



**Managers Earn Better Rewards**



**Manager Onboarding Program**



**Receive Incredible Recognition**



**Work part time or full time**



**Once in a Lifetime Experiences**



**You can have a successful career**



**Travel & Cash Rewards**




\*Excluding Namibia, Zimbabwe and Mozambique.

# THE AREA DISTRIBUTOR OPPORTUNITY

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

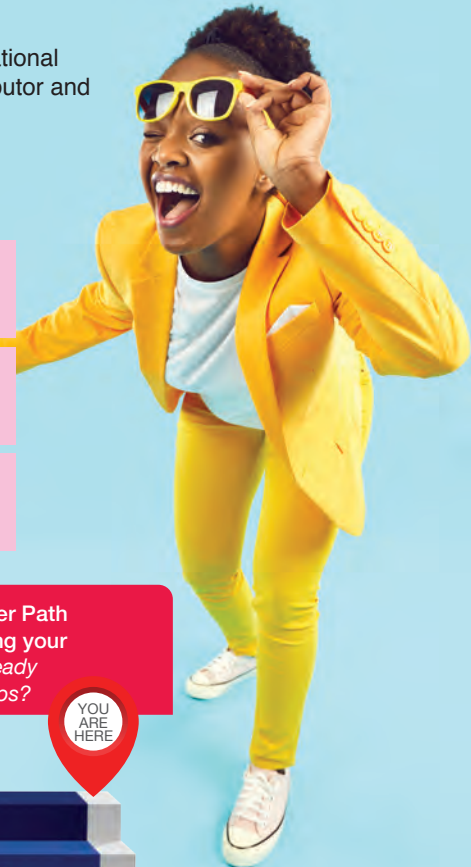
Now is your opportunity to move up to the most aspirational career level at Avroy Shlain. Qualify as an Area Distributor and start living the life that you've always imagined.

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. ALL COUNTRIES QUALIFY FOR THE BELOW:

## STEP 1:

Achieve Junior Area Distributor Level Criteria  
R180 000/P159 120 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/P238 680 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 Bali, Indonesia
- Qualify to participate in the Area Distributor Onboarding Programme



\*Including Namibia, Zimbabwe and Mozambique.

# 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, Botswana and Eswatini Only)

## MONTH 1:

### BUILDING THE TEAM

#### CRITERIA:

Achieve: R270 000/P238 680 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/P238 680 Sales  
1 Manager Promote-Out  
100 Recruits

#### REWARDS:

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



# ONBOARDING PROGRAMME

## MONTH 3:

### BUILDING FOR THE FUTURE

#### CRITERIA:

Achieve R270 000/P238 680 Sales  
1 Manager Promote-Out  
100 Recruits

#### REWARDS:

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



# AREA DISTRIBUTOR

EARNINGS  
SCHEDULE 2024  
(South Africa)



LEVEL	SALES	EARNINGS
JUNIOR AREA DISTRIBUTOR QUALIFICATION	R180 000 P159 120 plus 6 Managers	4%*
JUNIOR AREA DISTRIBUTOR LEVEL (Max 1 Year)	R180 000/P159 120 - R269 999/P238 679	4%*
AREA DISTRIBUTOR QUALIFICATION	R270 000/P238 680 plus 11 Managers	6%
AREA DISTRIBUTOR LEVEL	R270 000/P238 680 - R439 999/P388 959	6%
AREA DISTRIBUTOR LEVEL	R440 000/P388 960 - R649 999/P574 599	6,5%
EXECUTIVE CLUB	R650 000/P574 600 - R894 999/P791 179	7%
MILLIONAIRE AREA DISTRIBUTOR	R895 000/P791 180 - R1 200 000/P1 060 800+	7,5%

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

## BENEFITS OF BECOMING AN AREA DISTRIBUTOR AT AVROY SHLAIN



Own your own business



Earn from multiple income streams



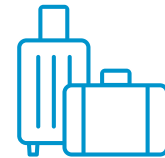
Receive fabulous recognition and rewards



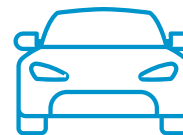
Receive leadership and business skills training, free of charge



Graduate with Avroy Shlain



Qualify for Incentive Trips both Local & International



Receive a monthly cash bonus towards owning your own car



Live the life that you want



Avroy Shlain  
INCENTIVE TRIP 2024  
**BALI**

DISCOVER  
PEACE AND  
SERENITY

EXPLORE  
UNSPOILT  
SAPHIRE  
BLUE  
BEACHES

EXPLORE

paradise

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.

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.

QUALIFICATION PERIOD:

- 2 January 2024 to the last trading day in December 2024 (12 months)
- Last opportunity for a New Area Distributor to qualify and register is 1 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

TERMS AND CONDITIONS

PROGRAMME:

**1.** Should ADs step down during the qualification period, they will forfeit attending, thus automatically disqualifying the Mother AD too. **2.** If a Mother AD promotes out a new AD but the new AD does not trade, or owes the company money, both the Mother AD and the new AD will be disqualified from the trip, even though they have not been stepped down. **3.** If a Mother AD is disqualified from the trip for owing the company money, missing minimum standards, not trading, or any other reason, the new AD will still qualify for the trip if she achieves her minimums. **4.** Should a Mother AD or a new AD be disqualified, the RD could be impacted by missing the criteria. **5.** Mother AD and new AD must meet AD minimum Sales Standards during the qualification period up until the trip (taking into account the 6-month grace period for New ADs) **6.** If an AD is promoted out in 1 October, they need to make the minimum standard for 6 months with a 3 month grace period. **7.** If an AD is promoted 1 November or 1 December, the AD must meet their minimum standard for 3 months with no grace period.

GENERAL:

**1.** Out of stocks, credit returns, or cancellations will not be taken into account. **2.** A distributor must be active in the month of the overseas trip, if not, all tickets will be forfeited. **3.** There is no pay-in level and there are no cash pay-outs on tickets. **4.** Prizes are not transferable. Should you not be able to attend, tickets will be forfeited. **5.** There will be an exception if there is a valid reason for non-attendance, this will be dealt on a case-by-case basis. **6.** All 2024 invoices need to be paid up by 31 January 2025, or a payment arrangement must be entered into with the ASC Credit Department. If not, all tickets will be forfeited. **7.** Qualifiers will need to ensure they make their own travel arrangements from their hometown to Johannesburg as the trip departs from Johannesburg. **8.** Visas and local connecting flights and any additional accommodation required will be for the cost of the distributor. The trip will depart from Johannesburg (Avroy Shlain Home Office or OR Tambo). **9.** Sales and tickets are not transferable to the next qualification period. **10.** No Area Distributor may attend the overseas Trip unless they have qualified. **11.** NOTE: This is not a partner / spouse trip

CREDIT RULES:

**1.** All invoices over 60 days must be below R50 000 **2.** SMS reminders will be sent to all Managers 7 days prior to cut off date. **3.** These rules apply to ALL areas. There will be no exceptions.

Terms & Conditions apply.

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## Recruiters!

For every personal registered recruit brought in by the **end of May 2024** and qualified with **R1 500/P1 326 sales** in **May 2024**, you will receive:

Safire  
Eau De Parfum  
50ml

Product value  
**R439/P388**



### 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, Namibia and Zimbabwe does not qualify for rewards, unless specified. All accounts on hold are subject to NEW incentive rule from the 1 December 2023.  
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