

Your **Daily 8**

to make your Avon Business great!

Most people work 8 hours a day, 40 hours a week to earn a full time income. They continue to do this for approximately 40 years and then retire on 40% of what wasn't enough to live on to begin with. They retire broke and dependent on the government or their family, or they never truly retire at all and work way into their so called "golden years". Not a very pretty picture!

Your Avon business can be your **ANSWER to escaping the J.O.B.** (Just Over Broke) syndrome.

With your own home-based Avon Business, you can earn a better than average income regardless of your educational background or experience level. You can also be more prepared for retirement if you love your JOB and want to create additional income to invest.

The Daily 8 plan is a proven formula that when followed consistently will help you maintain the consistency required to build a thriving team and an exponentially expanding residual income. Instead of working 8 hours a day, 40 hours a week your goal is to capture 8 POINTS a day, 5 days a week for a total of 40 POINTS per week.

Print this sheet and use it to track your weekly points. Follow this plan consistently for 90-days and teach your team to do the same. At the end of 90 days, REPEAT and then REPEAT again. This is your Daily Method of operation.

The real secret to your Avon Business success is that there is NO SECRET! It simply takes a simple plan and the dedication and commitment to WORK THE PLAN consistently! That's it!

Scoring Instructions: Unless otherwise noted, you will receive **1 point per day** for that action; no matter how many times that action is performed in that day. So if you follow up with 10 potential customers, you get 1 point. It is important to include prospecting activities and talking to people every day to build new business for growth, so with those types of activities, you can receive more points!

Prospecting for Customers – Collect Contact Information from 3 people **(1 point for every name):**

Get out and start talking to people. This business is a relationship business. Customers are “buying” YOU more than the products you sell.

As you collect their contact information, be sure to add them to your brochure list and your follow-up list. They will now be part of your ongoing business building.

Here are a few marketing methods which you might find helpful:

Offer a Brochure – Offer an Avon Brochure to everyone you meet. Your brochure is a major component of your business. They are your store. If you do not have brochures to hand out, you will unlikely receive orders from your customers & even more unlikely be able to grow your customer base.

You can use the paper brochure or offer the Digital Brochure. But the most important thing is to collect their contact information so you can follow-up in a couple of days.

Swap and Drop – This method is simple but very effective. Just swap business cards wherever you go and with everyone you meet. This method has proven to be a great way of introducing yourself to others. Be sure to get their name and phone number so that you can follow-up with them in a few days.

Lifestyle Networking – As you participate in various activities, be sure to have plenty of product brochures for the various people you meet. For example, if your kids are in sports, bring a bag of brochures and samples to give out to the parents. If you are at a gathering of family, friends, or business associates, brochures and samples can help you get the word out about your new business. This is also a way to make your business easily fit into whatever you’re already doing.

Reciprocal Marketing – Similar to the Swap & Drop, reciprocal marketing is very simple. Every time someone offers you information about something they are involved in, reciprocate the offer. For example, when you purchase a product or service from someone, be sure they get a brochure in return.

Network Meetings – You are in a relationship business, and the more you get in front of people the better. By joining groups like BNI™, TEAM, your local Kiwanis, or Chamber of Commerce groups, you are getting in front of people and making contact. Using business cards and sharing your Avon Online Store web address is always helpful in these groups. Using the Swap & Drop methods at these meetings is also a great idea.

Online Marketing – As long as you give internet contacts the same quality service as those you meet in person (i.e., connect with them on Messenger and have an actual discussion) this can be a useful method to build your organization. Work to start 5 new conversations per day on social media.

Prospecting for New Team Members – Collect Contact Information from 3 people (1 point for every name):

While the heart of our business is the sales of Avon products, building a beautiful team of Avon beauty bosses can be a rewarding, exciting, and profitable way to grow your Avon business even further!

Your prospects can be the waiter at your favorite restaurant, the clerk at the grocery store, your Uber driver, the yoga instructor at the local yoga studio, people you meet on social media... The possibilities of all the people you can prospect are endless!

As you're talking to someone, ask them, "Have you ever thought about selling Avon?"

This just gets the conversation started and gives you an idea of their level of interest.

I always, always offer the Avon opportunity to everyone I meet. Then if they're not interested, they can be a customer. If they're not interested in being a customer, maybe they can share your brochure with one of their friends and sort of become a referral partner.

Remind yourself that you are reaching out to these people to help them!

You are presenting a once in a lifetime opportunity to become a successful Avon Representative.

Without you, they would not have this opportunity and would not be able to gain the success and fortune that you present them with.

As you collect their contact information, be sure to add them to your prospect follow-up list. You will continue to follow-up until they sign up or ask you to stop.

Follow up with Potential Customers & Recruits 2-3 days after meeting them (1 point for each follow-up):

If you gave them a brochure, it's just a quick call or text, saying something to the effect of, *"Hi, It's Lynn with Avon. I'm just checking back to see if there's anything I can help you with."*

That's it. You're not looking to be pushy or convince them or anything. It's just a quick follow-up to check in.

If they are a potential recruit, you will want to follow the system we have setup at <https://onlinebeautybiz.com/how-to-follow-up-work-and-convert-your-avon-prospect-leads/>

Following up with potential customers as well as your potential new team members is an integral part of finding success. It's a well-known saying that "the fortune is in the follow-up."

When you follow up it shows you care and strengthens your relationships. It reminds others of your opportunity and helps them understand what a great business we have.

Get a Brochure to Every Customer Every Campaign (1 point):

This is typically earned once per campaign. If you spend several days each campaign delivering brochures (Outside of delivering orders), you can count 1 point for each day.

If you are delivering brochures when you deliver orders, this would count as a "deliver orders" point.

I mail a brochure to every customer, every campaign – including my online Direct Delivery customers. Even if they live a block away from me, they get their brochure in the mail. That's how I make sure everyone gets one.

I use Campaign Mailer to mail my brochures.

I also have a text list of people who prefer a Digital Brochure. I send out a text the first day of each campaign with a Welcome to Campaign X text and a link to my Digital Brochure. I also send another the 2nd Wednesday of the Campaign to remind them.

You can use our systems if you like, or you're welcome to hand-deliver your brochures yourself. But every customer must get either a physical or a digital brochure every campaign.

You can learn about our semi-automatic systems at <https://onlinebeautybiz.com/automate-your-follow-ups/>

Follow-Up Texts/Calls to Every Customer 2-3 Days Before You Place your Order (1 point):

This is typically earned once per campaign, 2-3 days before you place your Avon order.

I also use systems to handle my follow-ups. I use Project Broadcast for my text follow-ups and Dial My Calls for my phone reminders.

Whether you choose to plug into our systems or do it yourself, it is critical that every customer who got a brochure from you (either physical or digital), get a follow-up.

For my Book Text List, they get a text a couple of days before the campaign ends, just reminding them that the current campaign will end on Monday.

You can learn about our semi-automatic systems at <https://onlinebeautybiz.com/automate-your-follow-ups/>

Created by Lynn Huber, Avon Home Business Coach

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Place your Avon Order at Avon.com (1 point):

This is typically earned once per campaign. If you place more than 1 order per campaign, you can earn the point with each order.

This is pretty self-explanatory. Every successful Avon Representative places at least one order per campaign. This ensures that your account stays active, and that you're able to order any brochures or sales tools you need.

If you've collected customer orders, you will place them with your order at this time. If your customers all ordered Direct Delivery, then your job is that much easier. ☺

Placing your order earlier in the campaign is much better than later. It will save you a lot of headache and potential problems.

Sort & Deliver your Customer Orders (1 point):

This is typically earned once per campaign. However, if you are delivering orders over several days, you can score 1 point for each day.

So now your order has been delivered, and it's time to sort and deliver your orders to your customers.

You'll want to do this as quickly as you can after you receive it. Keep your customers happy and don't make them wait for their orders.

As an added benefit, you might luck out and get a new order from the customer as you're delivering their current one.

Passive Prospecting – Putting brochures out – Door-to-door, various businesses, etc. (1 point):

Getting names and contact information is a form of active prospecting. Passive prospecting is also effective to help you build your business.

While it's important to actively get names, contact information, do follow-ups, etc., there are other things you can do to grow your business.

These things might include putting out brochures in nail salons, hair salons, auto lube waiting rooms... There are so many places to leave your catalogs so that people can find your business, and you can drop them off when you're at an appointment or running errands.

Passive Prospecting – Posting/Scheduling Posts on Social Media (1 point):

Another form of passive prospecting is scheduling social media posts, writing blog posts, publishing Facebook Live videos, etc.

These are also beneficial and can help you grow your business alongside your active prospecting activities. Be sure to schedule these types of activities so they don't interfere with you actively working your business, i.e. schedule social media at night when you can't be out and about.

Event, Party, Show, Facebook Party, etc. (1 point):

Host or attend events that allow you to present Avon and meet new people.

From in-home meetings and luncheons... to trade shows, fairs, expos, and even Facebook or Online Parties, there are a variety of ways you can host or participate in events.

Online Prospecting – Schedule out Social Media Posts (1 Point)

Plan out and even schedule your social media posts for the week/month. You can find the latest social media calendars and instructions at

<https://onlinebeautybiz.com/category/social-media-calendars/>

Here's a list of 150 Post Ideas -

<https://onlinebeautybiz.com/wp-content/uploads/2022/11/150-Social-Media-Ideas.pdf>

Online Prospecting – Post in your Facebook VIP Group (1 Point):

Getting your prospects into your VIP Group gives you a new level of intimacy where you can get to know them better, understand their challenges, and spread the love. You'll want to post consistently 7-14 posts per week, with a variety of content: curiosity, lifestyle/entertainment / educational / business / interaction.

Online Prospecting – Do a Facebook Live (1 Point):

Live videos get SO much more engagement than any other type of post on Facebook because they are authentic, unfiltered, and uncut. People get to know the real you.

Live videos help you attract your tribe – those who are attracted to you! And Facebook gives them more reach so more people will see them.

You can find a 5 Step Facebook Live Formula at

<https://onlinebeautybiz.com/simple-5-step-facebook-live-formula/>

Five Ideas for Live Videos -

<https://onlinebeautybiz.com/five-ideas-live-videos-grow-avon-business/>

Online Prospecting – Post a Reel on Facebook or Instagram (1 Point):

Most social media platforms are showing reels outside of your friends list, so it's a great way to have more people see your posts. Keep your reels short – 30 seconds or less – 10-15 seconds is even better.

Here is a post to give you some ideas about what to create videos about -
<https://onlinebeautybiz.com/6-steps-generate-avon-sales-video-marketing/>

Online Prospecting – Post 6-8 Facebook Stories Each Day (1 Point):

Stories are growing faster and are 15X more watched than your Newsfeed. They can bring you endless leads every day. When people Like, Love, Respond to your story, they are reacting, and that means you can reach out to them and start to build a relationship.

Learn more about stories here -
<https://onlinebeautybiz.com/how-use-facebook-stories-grow-avon-business/>

Online Prospecting – Invite People to Avon's LIVE Shopping Events, Add them to your Avon Address Book, & Use the Promotion Tool (1 Point):

Avon has these amazing LIVE Shopping opportunities where all we have to do is get people to them, and Avon will do the selling. And your prospect/customer will receive free gifts with their purchase.

Avon is also amazing at marketing to our customers/prospects for us. Be sure to add everyone into your Avon Address Book so they will receive Avon's emails and you can reap the benefits.

Be sure to use the Promotion Tool to offer promotions to your customers. You can do whatever you like, but I like to create a new promotion each Wednesday to last one week. Some Reps email their customers/prospects and ask them which type of promotion they would like. Get creative and take advantage of the tools Avon provides for us.

Sponsor/Appoint New Representative (1 point for each new Recruit):

This is where you will sign up your new recruit to join you in selling Avon. If you need help with this, contact your upline or Lynn Huber. We will be happy to help you.

To sign them up, take them to your Avon Online Store at **Avon.com/?Rep=YOURID** and click on Become a Rep. It's very easy and straightforward.

You can also share your link from the Avon Go app from your phone.

Leadership / Train Team Members, Review Reports, etc. (1 point):

Once you have them signed up, be sure to help them get started. The more successful they are, the more successful you will be too.

You may have your own system to get a new recruit started, and that is totally fine.

We like to send a welcome kit in the mail, along with a series of emails to help them get started.

You can learn how we get new Reps Started at

<https://onlinebeautybiz.com/system-to-help-your-new-avon-representative-get-started/>

We also use a text drip-training for our new Representatives. You can find that here -

<https://onlinebeautybiz.com/automated-text-drip-training-for-your-new-avon-representatives/>

Everything you do to help your new team member ends up helping you too. Call them 48 hours after they are signed up to help overcome any obstacles they may have encountered, and to answer any questions.

You'll want to be actively coaching anyone who has enrolled into your organization. You can do this through in-person meetings, conference calls, e-mails, and motivational cards. Create a system that works for you and remain consistent.

Also, be willing to work with those who call you for help. Supporting your downline is a great way to help your organization grow, and as your team grows so will your income.

Review Leadership Reports for Opportunities for Recognition or Coaching (1 point):

As you build the leadership side of your business, you'll want to learn to use the Leadership Reports found in My Team.

Some of the things you might want to look at are team sales, individual sales, no orders, etc. so that you always know what's happening in your team and who needs recognition, help or support.

Business Training (1 Point):

Participating in training is an essential step towards preparing yourself and your team to build a successful Avon business. Each day you'll want to learn something new and in turn share it with your team.

Take some time every day to go through Avon U and learn the next available module.

Regularly attending meetings, events, Facebook Lives and conference calls gives you access to business tips, helps you keep up-to-date with company news, and enables you to receive motivation that you can't get anywhere else.

You can also find all kinds of training on OnlineBeautyBiz.com.

If you love your business, then become a master meeting new people, building relationships, contacting people, showing them our system and following up.

Personal Development (1 point):

This is why I believe most people struggle in their Avon business. They don't have the belief or the skills to succeed. Interestingly, most of the people that do well are voracious readers and students of personal development.

Get really good at dreaming and acting on those things that will help you achieve them.

Love your life as it is. Live your life as it is. And then expand YOUR value to the world by becoming an ambassador of hope. Consider that the more lives you touch in a positive way, the more value you bring to the world.

This can be achieved by simply spending time each day to work on personal development. This can include reading, writing, meditating, and listening to and watching positive messages.

This not only helps you stay motivated, but it enables you to become the person you've always dreamed of while obtaining financial success from your business.

Expanding your value to the world:

When I learned this idea, it changed everything for me. I was stuck for years. I felt like I was beating my head up against the wall. Someone taught me that if I increase my value to the world, my income would grow. How does one increase their value?

Here are a few examples . . .

Athletes that play professional sports, sell tickets by entertaining crowds through great competitive games. Ticket sales create revenue for the team owners, the ball parks and the cities that attract visitors. In other words, there is value that's created by the crowds they attract that are willing to part with their money

Entertainers like Mariah Carey and Bruce Willis sell tickets to concerts and movies. They have 'box office' appeal. They sell t-shirts and CD's. They fill Stadiums and movie theaters. In other words, they attract revenue because people will pay to come see them or listen to them! They get paid millions because they attract millions!

Bill Gates is a billionaire because he figured out a way to get a PC into every home in the civilized world! He now sells his software and if you own a PC, you have to buy his

software . . . AND the software makes your life better. You part with your money because you feel he brings value to your life through the service Microsoft provides.

All of these examples are examples of people that created value for others. The 'value' is traded for our money.

So how does this apply to us? We can increase our value by learning and growing. As we grow, we become a more valuable contribution to society. We can then share what we have learned with others.

As our teams grow, we impact more people and the result is a bigger check. As we get better at building relationships and providing value to others, more people that we touch are willing to 'vote with their dollars'.

If you are financially successful at what you do, most likely it's because you offer people something that they are willing to pay for because the benefit they receive is worth the money (or maybe worth more than the money).

Game Plan to Build Your Business Online & Scripts

Sometimes it's hard to know exactly what we should be doing online to grow our business.

It's not all about just posting on social media.

You have to engage people and build relationships, just as if you were in person.

I have another program with a Simple Business tracker that will help you with this.

It also has scripts you can use to start conversations and move those conversations forward towards finding customers and recruits.

You can find that here -

<https://onlinebeautybiz.com/game-plan-build-avon-business-online/>