

# REPRESENTATIVE POWER HOUR

## Objective

- Increase your Customer Base
- Increase your Individual Customer Order Count
- Increase your Average Customer Order Size
- Increase your Award Sales per Campaign
- Increase your Earnings
- Achieve your Dreams & Goals!

## Who

- All Representatives who want higher Sales and Earnings per Campaign

## When

- Every day for one hour - No interruptions. Vary activity each day, according to your schedule and location.

## What

- Give a book to *every* customer you have *ever* had, every campaign
- Prepare 3, 5, or 10 brochures each day, with a sticky note on the front
- Use the power of 3, 5, or 10, five days a week, if not six or seven
- Smile, hand a book to someone, get their name & number on the sticky note, and keep the note for your follow-up list
- Offer the Avon opportunity to everyone – everyone wants more money!
- Make a follow-up call to *every* person you have given a book to and tell them that you are placing your order, & ask what you can get for them
- Submit your orders on time and pay your account in full every campaign

## Expected Results

- Increased Award Sales and Earnings = More Cash in Your Pocket
- Possible Achievement of President's Club, Honor Society, or beyond
- Receipt of blue paychecks for starting your own Avon team
- Becoming a Leadership Representative & earning recruiting Incentives
- Becoming a Unit Leader and earning regular paychecks, and advance up the Leadership ladder
- Chance to develop new friendships and help other people improve their lives also

***Do you want to have a hobby, get by, or excel? Only YOU can decide!***