

# Cruise Like a Boss

## TIMING:

**CAMPAIGN 20, 2017 – CAMPAIGN 6, 2018  
(TRENDSETTER CAMPAIGN 22, 2017 – CAMPAIGN 8, 2018)**

## PARTICIPANTS:

All Representatives

## REWARDS:

**ALL INCLUSIVE CRUISE TO BERMUDA**

**APRIL 28-MAY 3, 2018**

Join your fellow Beauty Bosses for a once-in-a-lifetime experience aboard Royal Caribbean's Anthem of the Seas.

- 6 days, 5-night accommodation aboard the Royal Caribbean's [Anthem of the Seas](#)
- Round-trip air transportation
- Round-trip ground transportation between airport and cruise ship
- Welcome and farewell reception
- All-inclusive package as provided by cruise ship
- Approximate retail value for trip for one: \$2,200. Approximate retail value for trip for two: \$4,400. Actual value may vary based on departure location.

## ADDITIONAL REWARDS:



AVON  
ON  
- \$100

CARRY-  
SUITCASE  
Value



AVON TOTE - \$75 Value



AVON BEAUTY CASE - \$30 Value

The above are digital renderings of rewards. Actual rewards may vary. Must submit an order on YourAvon.com Beginning in Campaign 4 (TS 6) to receive

## EARN INCENTIVE POINTS TO RECEIVE PRIZES ALONG THE WAY:

Incentive Points	Avon Beauty Case	Avon Tote	Avon Carry-on Suitcase	Trip for One	Trip for Two
1,500	X				
3,000	X	X			
4,500	X	X	X		
7,000	X	X	X	X	
11,000	X	X	X		X

## HOW TO EARN INCENTIVE POINTS:

Goal	Incentive Points
<b>Personal Award Sales of \$300-\$499</b> Earn points for each campaign in which you reach the sales target.	100
<b>Personal Award Sales of \$500+</b> Earn points for each campaign in which you reach the sales target.	200
<b>Recruit from an Avon Source (Such as <a href="#">ALMA</a>)*</b> Earn points for each Qualified New Recruit (QNR) who places a first or second qualifying order of \$150+.	150
<b>Recruit from a Personal Source*</b> Earn points for each Qualified New Recruit who places a first or second qualifying order of \$150+.	300
<b>BONUS: Your Qualified Recruit places an Additional \$150+ Order</b> Earn points each time your Qualified Recruit* places a \$150+ order after their first qualifying order. These orders must be paid on time.	100
<b>Title Promotion (Ambassador &amp; Above)</b> Earn points for <a href="#">advancing to a higher Achievement Title</a> for the first time, and earn points for each title promotion.	1,000
<b>Mentor</b> Earn points for each First-Generation Representative who <a href="#">advances to a higher Achievement Title</a> for the first time	500

\*A Qualified New Recruit (QNR) is a Representative who places a first or second order of \$150+ during the incentive timeframe (by LOA 2) and pays for that order on time.

## **SALES TARGET FAQs:**

### **What are Award Sales?**

Award Sales includes direct delivery, sales center orders, and demos. Gifts with purchase do not count for this promotion. Bonus Dollars including Double and Triple Dollars are not included in order size for this promotion.

### **If I don't meet my sales target every campaign can I still earn incentive points?**

Yes, each campaign is reviewed independently so if you miss in one campaign, you can still achieve the sales target and earn points in another campaign.

### **If I have \$1,000 in sales in a campaign, how many incentive points will I earn?**

You will earn 200 Incentive Points. Points will only be awarded once per campaign.

### **Can I use Leadership Bonus points to meet the sales targets?**

No, Leadership Bonus Points cannot be applied towards sales goal.

### **If I'm not in Leadership can I earn any of the rewards?**

Yes, you can earn the Avon Beauty Case strictly through sales.

## **QUALIFIED NEW RECRUIT FAQs:**

### **What is a Qualified New Recruit (QNR)?**

A Qualified New Recruit (QNR) is a Representative who places a first or second order of \$150+ during the incentive timeframe (by LOA 2) and pays for that order on time.

### **Will a Campaign 20, LOA 2 \$150+ order count towards this incentive?**

Yes, this will count towards the incentive because he/she became a QNR during the incentive period, regardless of first order size.

### **Will a Campaign 7, LOA 2 order count towards this incentive?**

No, he/she must become a QNR during the incentive period Campaign 20, 2017 to Campaign 6, 2018 (TS 22-8).

### **Will I achieve the additional order Bonus incentive points on my new recruit's qualifying first or second order?**

No. You will achieve the Bonus on any \$150+ order after the new recruit has placed a qualifying order.

### **Will I achieve the Bonus incentive points if I have a new recruit who joins during the incentive period and does not qualify as a QNR, but later places a \$150+ order?**

No, you will only achieve the Bonus points on QNR additional orders.

### **Will I achieve the Bonus incentive points even if my QNR's \$150+ orders are not consecutive?**

Yes, you will achieve the Bonus in each campaign during the incentive period that your QNR places a \$150+ order, after his/her first qualifying order.

### **Is there a limit to how many times I can achieve the bonus incentive points?**

No, there is no limit.

## **TITLE PROMOTION AND MENTOR FAQs:**

### **Will I get points if I promote to a Star Promoter?**

No, you will earn points beginning when you promote to Bronze Ambassador or higher.

### **What campaign are you basing my promotion on?**

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This incentive is based on your first time promote. You will earn promotion points if you earn a Promotion Bonus for the first time as part of Advanced Leadership structure.

**Can I earn the promotion points if I advance more than one title during the incentive period?**

Yes, you will earn points for each title in which you promote.

**I entered leadership during the incentive period. In Campaign 25 I promoted to Silver Ambassador. Will I get points for promoting to Bronze Ambassador and Silver Ambassador?**

Yes, you would get 2,000 Incentive Points since you promoted twice.

**I received a title promotion as a result of roll-ups or purchasing another person's downline (Buy/Sells). Will I receive the promotion points?**

No.

**In order to receive the points for mentoring a G1 title advancement, do I have to be at the same title or higher?**

Yes. As a mentor, you should be at the same title or higher as your first generation recruit. You will earn mentor points if you earn an initial Mentor Bonus as part of Advanced Leadership structure.

**REWARD FAQs:**

**I earned the trip for one, will I have my own room?**

No, the reward is based on double occupancy. Achievers of the trip for one will have to share a room with another Avon Representative unless he/she buys-in a guest.

**I earned the trip, but cannot attend. Will there be a buy-out option?**

Yes, if you earned the trip but cannot attend you will receive \$500 if you earned the trip for one, and \$1,000 if you earned the trip for two. In order to receive the cash reward you must still opt-out of the trip via the registration links which will be sent to you via email by the close of the incentive.

**I earned the trip for two, but am not bringing a guest. Will I receive any sort of compensation?**

Yes, if you earned the trip for two but will not be bringing a guest you will have the option to either have your own cabin on board or receive \$500.

**Will there be a buy-in option for this trip?**

Yes, but only if there are enough reserved rooms on the ship. More details will be available towards the end of the incentive period.

**When will I begin to receive the Avon branded rewards?**

The beauty case and tote will begin to ship in Campaign 4. Be sure to place an order on YourAvon.com in Campaign 4-9 (TS 6-11) in order to receive the reward. Representatives who achieve in Campaign 5 and 6 must place their orders on YourAvon.com by Campaign 9 in order to receive the reward. Timing of suitcase delivery will be confirmed at a later date.

**Do I have to place an order on Your Avon to receive the Avon branded merchandise?**

Yes. Unless otherwise specified, these rewards will ship in your orders. Be sure to place an order on YourAvon.com.

**ADDITIONAL FAQs:**

**Will Avon be auditing incentive results?**

Yes. Avon will monitor results throughout the incentive period and has the right to disqualify and or remove anyone it determines has violated the spirit of the incentive.

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## What does Avon look for when auditing incentive reports?

Avon reviews sales and recruiting activity to audit for compliance with the Independent Sales Representative contract, the [Guidelines for Avon Independent Sales Reps, and the Advertising and Promotion Guidelines](#)

## TRACKING AND ACHIEVERS LISTS:

Reporting available in VIBE and YourAvon.com	By September 25, 2017
Avon branded rewards begin to ship	Campaign 4, 2018
Final Achievers posted	March 13, 2018

## IMPORTANT GUIDELINES:

- There will be no "gifting" of remaining Incentive Points. Incentive Points are non-transferable.
- Once this incentive is over, there is no additional value of Incentive Points.
- Incentive Points cannot be combined with President Recognition Points.
- LABCs will participate based on their home accounts.
- To ensure credit for sales in that campaign, orders must be submitted by midnight two nights before the RPS closes. Examples: if RPS closes on Wednesday, then the order must be submitted and process by midnight on Monday. If an order goes on hold no guarantee will be made that it will count in that campaign.
- Avon.com orders are credited to your campaign sales 2 business days after the order is shipped.
- Sales Center orders are credited to your campaign 48 hours after the purchase,
- YourAvon.com orders are credited at the time the order is billed.
- All costs and expenses associated with acceptance and use of the trip not specified herein as being provided, including, without limitation, luggage fees, anything outside of the all-inclusive plan, shopping, excursions, passports, etc. are the achiever's sole responsibility.
- Achievers must be at least 18 years old,. Achievers and guests will be required to execute and return a liability/publicity release within the time period stated by Avon or trip will be forfeited. **Achiever and Guest must travel together and on the same itinerary** and are responsible for obtaining in advance all necessary travel documents, including passports. Travel arrangements will be made through Avon's agent and on a carrier of Avon's choice. Achiever and Guest must travel on dates set forth by Avon or trip will be forfeited. All trip details are at sponsor's sole discretion.
- Buy-ins will be allowed pending availability of rooms. There is no age restriction for buy-ins but there may be age restrictions for certain Avon hosted events.
- Avon reserves the right to substitute a reward (or portion thereof) with something of comparable or greater value, in its sole discretion.
- Rewards cannot be transferred or substituted or assigned by Achievers.
- Avon reserves the right to adjust rules and regulations or cancel the program at any time, at its sole discretion.
- Employee and bulk accounts are not eligible to participate in this incentive.
- Avon reserves the right to audit all performance data when determining Incentive reward eligibility and reserves the right to disqualify or remove any Representative it determines has violated principles of fairness, program intent, or any violation of the [Independent Sales Representative Contract or Representative Policies](#).
- Representative's account must be active and in good standing (past due no more than 2 Campaigns). Avon reserves the right to review and withhold rewards for account balances over \$500.
- This program is subject to all applicable federal, state, and local laws and regulations.
- All federal, state, and local taxes, if any, associated with acceptance of the reward are Representative's responsibility.  
By participating, Representatives agree that Avon will have no liability whatsoever for, and shall be held harmless by Representative against, any liability, for any injuries, losses or damages of any kind, resulting in whole or in part, directly or

indirectly, from acceptance, possession, misuse or use of the reward (including any travel or activity related thereto) or participation in this program

