Quick Guidelines for Avon Independent Sales Representative

This quick guide will help you, as an Avon Independent Sales Representative, understand what you can and can’t do while running your Avon business.

GUIDELINES

- Only one Avon Independent Sales Representative Contract (“Contract”) / account is allowed per Representative and per household. Representative accounts are independent contractors and not Avon employees.
- All Representatives should provide their own personal contact information when establishing their account, which includes, but is not limited to, mailing address, shipping address, phone number, e-mail address and social security number.
- Avon will permit two people who wish to be Representatives together to become co-applicants on a single account. One person must be designated on the Contract as the Primary Representative.
- At the time of appointment, the Primary Representative will accept the Terms & Conditions on behalf of him or herself and the co-applicant.
- The Primary Representative and the co-applicant are considered one and the same for purposes of the Sales Leadership program, and both can conduct Appointments and sign new Contracts as Appointment Makers.
- Any changes needed to revise contract or account information must be sent through Avon Customer Care at USRep.Account.Update@avon.com.
- An account may be established in the name of an Entity contingent upon Avon approval. The approval request shall be submitted directly to USRep.Account.Update@avon.com.
- If a Representative does not submit an order for six consecutive Campaigns, he or she is considered inactive and will automatically be removed from Avon’s active file. Inactivity which results in removal will also break any Downline linkage and is irreversible. There is no more one-time relink.
- Payment of any outstanding balance must be paid each Campaign prior to the processing of the next Campaign’s order.
- Representatives may not place orders on behalf of other Representatives.
- A former Representative can reinstate his or her Avon business, provided the account balance is paid in full. If the reinstatement occurs within 5 Campaigns of removal, no fee is required. If reinstatement occurs between 6-26 Campaigns after removal, a reinstatement fee is required.
- A former Representative is eligible for create a new account number (Reappointment) after twenty-six (26) Campaigns following removal, provided the original account is paid in full.

DON’T DO THIS!

- Falsifying any information on the account (e.g. social security number, mailing or shipping address, zip code, e-mail address, credit score information, and signature).
- Using an Upline’s credit card for any payment of Appointments kits and/or product orders on behalf of a Downline Representative for the purpose of manipulating Representative count, sales volume, Leadership earnings or Incentive awards.
- Making representations about earnings potential that go beyond those made by the Company.
- Using other Representatives’ personal information in a way that does not comply with Avon’s privacy policy.

Failure to follow these guidelines can result in removal as a Representative. Avon reserves the right to change, modify or discontinue these guidelines at any time in its sole discretion. For full details, please read the full Avon Guidelines for Independent Sales Representatives.