HELLO & GOODBYE

We’re making investments in new can’t-live-without-it favorites for you to share with your customers, and we’ve thoughtfully streamlined our product portfolio to make room for all the newness coming your way. Here are our most recent product discontinuations and the perfect alternatives to suggest to your customers.

GOODBYE

AVON TRUE COLOR KOHL EYE LINER IN MIDNIGHT
Last campaign available C14

HELLO

AVON TRUE COLOR GLIMMERSTICKS EYE LINER IN STARRY NIGHT BLUE

GOODBYE

SUPEREXTEND PRECISE LIQUID PEN
Last campaign available C15

HELLO

AVON TRUE COLOR GLIMMERSTICKS EYE LINER AND AVON TRUE COLOR GLIMMERSTICKS WATERPROOF EYE LINER

COLOR MATCHING

- Hunter Green
- Dark Charcoal
- Blackened Green
- Smoky Grey (Waterproof)
GOODBYE
AVON TRUE COLOR
SUPERSHOCK GEL EYE LINER
Last campaign available C15

HELLO
AVON TRUE COLOR GLIMMERSTICKS
EYE LINER AND AVON TRUE COLOR
GLIMMERSTICKS WATERPROOF

COLOR MATCHING

| Blackout | Blackest Black |
| Aqua Pop  | Starry Night Blue |
| Cobalt    | Midnight Blue (Waterproof) |

GOODBYE
AVON TRUE COLOR ALWAYS
ON-POINT EYE LINER
Last campaign available C14 & C15

HELLO
AVON TRUE COLOR GLIMMERSTICKS
WATERPROOF EYE LINER AND AVON TRUE
COLOR GLIMMERSTICKS EYE LINER

COLOR MATCHING

| Brown (Out in C14) | Brown Chocolate (Waterproof) |
| Midnight Navy (Out in C15) | Starry Night Blue |
GOODBYE
BIG AND DARING VOLUME MASCARA
IN BLACK AND BLACKEST BLACK
Last campaign available C19

HELLO
AVON TRUE COLOR LOVE AT 1ST LAST
MASCARA IN BLACKEST BLACK

COLOR MATCHING

<table>
<thead>
<tr>
<th>Black</th>
<th>Black</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blackest Black</td>
<td>Black</td>
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</table>

GOODBYE
AVON TRUE COLOR SUPER WINGED OUT
MASCARA IN BLACKEST BLACK
Last campaign available C19

HELLO
AVON TRUE COLOR LOVE AT 1ST LAST
MASCARA IN BLACKEST BLACK
GOODBYE
AVON TRUE COLOR LIPGLOW
Last campaign available C16 & C18

HELLO
AVON TRUE COLOR LIPGLOW

COLOR MATCHING

Socialight (Out in C18)  
Twinkle (Out in C16)  
Flame (Out in C18)  
Grandeur (Out in C18)  
Mercury (Out in C18)  
Luna (Out in C18)  
Ignite (Out in C16)  
Lit (Out in C18)

GOODBYE
AVON TRUE COLOR NOURISHING LIPSTICK
Last campaign available C19

HELLO
AVON TRUE COLOR NOURISHING LIPSTICK
AND AVON TRUE COLOR LIPSTICK

COLOR MATCHING

Cherry Blossom  
Playful Rose  
Ruby Kiss  
Nude Truffle  
Berry Sangria  

Peach Nectar (Nourishing)  
Wineberry (True Color)  
Red Delicious (Nourishing)  
Toasted Cashew (Nourishing)  
Red Delicious (Nourishing)
GOODBYE
AVON TRUE COLOR
GLIMMERSTICKS LIP LINER
Last campaign available C19

HELLO
AVON TRUE COLOR
GLIMMERSTICKS LIP LINER

COLOR MATCHING

<table>
<thead>
<tr>
<th>Clear</th>
<th>No current substitutions, check back for new innovations</th>
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</thead>
<tbody>
<tr>
<td>Coral</td>
<td>Vermillion</td>
</tr>
<tr>
<td>Nude</td>
<td>Au Naturel</td>
</tr>
<tr>
<td>Peach Envy</td>
<td>No current substitutions, check back for new innovations</td>
</tr>
<tr>
<td>Pink Cashmere</td>
<td>Pink Delight</td>
</tr>
</tbody>
</table>

GOODBYE
MAGIX FACE PERFECTOR IN SPF 20
Last campaign available C18

HELLO
MAGIX FACE PERFECTOR IN NEW PACKAGING
### GOODBYE
**AVON TRUE COLOR IDEAL NUDE FOUNDATION SAMPLE**
Last campaign available C19

<table>
<thead>
<tr>
<th>Color</th>
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<tbody>
<tr>
<td>Nude</td>
</tr>
<tr>
<td>Porcelain Doll</td>
</tr>
<tr>
<td>Pink Beige</td>
</tr>
<tr>
<td>Light Caramel</td>
</tr>
<tr>
<td>Pure Beige</td>
</tr>
<tr>
<td>Cinnamon</td>
</tr>
<tr>
<td>Mocha</td>
</tr>
<tr>
<td>Cocoa Bean</td>
</tr>
<tr>
<td>Rich Chocolate</td>
</tr>
<tr>
<td>Cappuccino</td>
</tr>
<tr>
<td>Creamy Natural</td>
</tr>
</tbody>
</table>

**NO CURRENT SUBSTITUTIONS, CHECK BACK FOR NEW INNOVATIONS**

### HELLO
**AVON TRUE COLOR FLAWLESS CREAM TO POWDER FOUNDATION**

**COLOR MATCHING**

<table>
<thead>
<tr>
<th>Color</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nude</td>
</tr>
<tr>
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</tr>
<tr>
<td>No current substitutions, check back for new innovations</td>
</tr>
<tr>
<td>Light Caramel</td>
</tr>
<tr>
<td>Pure Beige</td>
</tr>
<tr>
<td>Caramel</td>
</tr>
<tr>
<td>Nutmeg</td>
</tr>
<tr>
<td>Creamy Natural</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
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<td>No current substitutions, check back for new innovations</td>
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</tbody>
</table>
**GOODBYE AVON TRUE COLOR FLAWLESS CONCEALER STICK**
Last campaign available C19

- Medium
- Neutral
- Light Medium
- Fair
- Medium Deep
- Medium Wheat
- Dark
- Deep
- Chestnut
- Light Wheat
- Ebony
- Almond
- Mahogany

**GOODBYE AVON TRUE COLOR FLAWLESS LIQUID FOUNDATION**
Last campaign available C15 & C19

- Natural Beige (Out in C19)
- Medium Beige (Out in C19)
- Creamy Natural (Out in C19)
- Cream Beige (Out in C19)
- Light Beige (Out in C19)
- Light Ivory (Out in C19)
- Nude (Out in C19)
- Honey Beige (Out in C19)
- Pure Beige (Out in C19)
- Spiced Almond (Out in C15)
- Natural Beige
- Medium Beige
- Creamy Natural
- Cream Beige
- Light Beige
- Light Ivory
- Nude
- Honey Beige
- Pure Beige
- Spiced Almond

**HELLO AVON TRUE COLOR FLAWLESS CREAM TO POWDER FOUNDATION**

**COLOR MATCHING**
GOODBYE
AVON TRUE COLOR SMOOTH MINERALS POWDER FOUNDATION
Last campaign available C19

HELLO
AVON TRUE COLOR FLAWLESS CREAM TO POWDER FOUNDATION
AND AVON TRUE COLOR FLAWLESS MATTIFYING PRESSED POWDER

COLOR MATCHING

<table>
<thead>
<tr>
<th>Light Beige</th>
<th>Sand Beige</th>
<th>Medium Beige</th>
<th>Nude</th>
<th>Soft Ivory</th>
<th>Pure Beige</th>
<th>Shell</th>
<th>Earth</th>
<th>Nutmeg</th>
<th>Spice</th>
<th>Transparent Glow</th>
<th>Bronze</th>
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<tbody>
<tr>
<td>Light Beige</td>
<td>Soft Honey</td>
<td>Medium Beige</td>
<td>Nude</td>
<td>Porcelain</td>
<td>Pure Beige</td>
<td>Shell</td>
<td>Earth</td>
<td>Nutmeg</td>
<td>Spiced Almond</td>
<td>Translucent</td>
<td>Fawn</td>
</tr>
</tbody>
</table>
GOODBYE
TODAY TOMORROW ALWAYS
AMOUR EAU DE PARFUM
Last campaign available C19

HELLO
HAIKU KYOTO FLOWER
has a similar scent of dewy petal freshness.

GOODBYE
BE FUN EAU DE TOILETTE
Last campaign available C19

HELLO
AVON FLOURISH HONEY BLOSSOM
has a similar scent of a light sparkling fruity floral.

GOODBYE
BE DARING EAU DE TOILETTE
Last campaign available C19

HELLO
FAR AWAY INFINITY
is a fruity scent with warm undertones.
GOODBYE
**BE ROMANTIC EAU DE TOILETTE**
Last campaign available C19

HELLO
**AVON FLOURISH HONEY BLOSSOM**
also has a bouquet of sweet fruits and blossoms.

GOODBYE
**WILD COUNTRY SOAP ON A ROPE**
Last campaign available C17

HELLO
**WILD COUNTRY HAIR AND BODY WASH**
is ultra moisturizing.

GOODBYE
**MESMERIZE VIAL ON CARD SAMPLE**
Last campaign available C18

**NO CURRENT SUBSTITUTIONS,**
**CHECK BACK FOR NEW INNOVATIONS**
GOODBYE
FLOURISH VIAL ON CARD SAMPLE
Last campaign available C18

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS

GOODBYE
VELVET VIAL ON CARD SAMPLE
Last campaign available C18

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS

GOODBYE
FAR AWAY GOLD DISCOVERMORE SAMPLE
Last campaign available C17

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS
GOODBYE
FAR AWAY VIAL ON CARD SAMPLE
Last campaign available C15

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR
NEW INNOVATIONS

GOODBYE
BLACK SUEDE VIAL ON CARD SAMPLE
Last campaign available C14

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR
NEW INNOVATIONS

GOODBYE
SKIP A BEAT SCRATCH AND SNIFF
Last campaign available C19

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR
NEW INNOVATIONS
GOODBYE
CLOUD 9 SCRATCH AND SNIFF
Last campaign available C19

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS

GOODBYE
WORK YOUR MAGIC SCRATCH AND SNIFF
Last campaign available C19

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS

GOODBYE
SOMETHING AMAZING SCRATCH AND SNIFF
Last campaign available C19

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS
SKIN CARE

GOODBYE
AVON NUTRAEFFECTS BALANCE
DAILY CREAM SAMPLE
Last campaign available C19

GOODBYE
VITALE EYE SAMPLE
Last campaign available C15

GOODBYE
VITALE DAY LOTION SAMPLE
Last campaign available C16

HELLO
ANEW HYDRA FUSION SAMPLE PACK

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR
NEW INNOVATIONS

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR
NEW INNOVATIONS
GOODBYE
ANEW AHA SAMPLE PACK
Last campaign available C17

GOODBYE
POWER SERUM SAMPLE
Last campaign available C17

GOODBYE
REVERSALIST DAY CREAM SAMPLE
Last campaign available C17

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS
GOODBYE
PLATINUM NECK & CHEST CREAM SAMPLE
Last campaign available C17

GOODBYE
ABSOLUTE EVEN DARK CIRCLE CORRECTOR SAMPLE
Last campaign available C16

NO CURRENT SUBSTITUTIONS, CHECK BACK FOR NEW INNOVATIONS
GOODBYE
SKIN SO SOFT RADIANT MOISTURE
OIL-INFUSED FOAMING BODY WASH
Last campaign available C19

GOODBYE
MOISTURE THERAPY IN-SHOWER
LOTION DAILY DEFENSE
Last campaign available C19

GOODBYE
MOISTURE THERAPY IN-SHOWER
LOTION ULTRA HYDRATION
Last campaign available C19

HELLO
SKIN SO SOFT ORIGINAL
OIL-INFUSED FOAMING BODY WASH

HELLO
MOISTURE THERAPY INTENSIVE HEALING
AND REPAIR IN-SHOWER LOTION

HELLO
MOISTURE THERAPY INTENSIVE HEALING
AND REPAIR IN-SHOWER LOTION
GOODBYE
SKIN SO SOFT RADIENT MOISTURE
BODY LOTION
Last campaign available C14

HELLO
SKIN SO SOFT SOFT & SENSUAL
BODY LOTION

GOODBYE
SKIN SO SOFT RADIENT MOISTURE
GELLED BODY OIL
Last campaign available C14

HELLO
SKIN SO SOFT SOFT & SENSUAL
GELLED BODY OIL
GOODBYE

ESPIRA WOMEN’S DAILY ESSENTIALS
Last campaign available C17

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS

GOODBYE

ESPIRA WOMEN’S DAILY ESSENTIALS 40+
Last campaign available C13

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS

GOODBYE

ESPIRA WOMEN’S MULTIVITAMIN 40+
Last campaign available C20

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR NEW INNOVATIONS

HEALTH & WELLNESS
GOODBYE
ESPIRA MEN'S MULTIVITAMIN
Last campaign available C18

NO CURRENT SUBSTITUTIONS,
CHECK BACK FOR
NEW INNOVATIONS