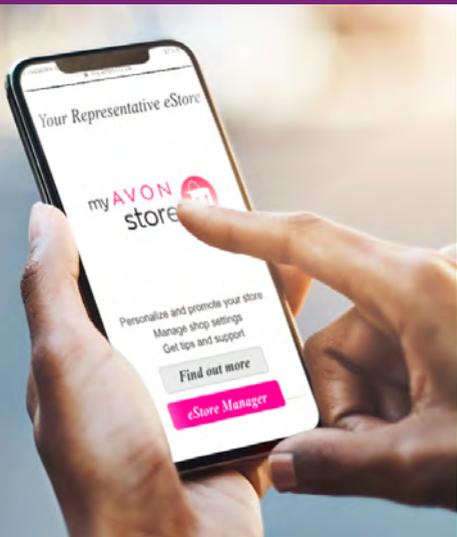




# AVON YOUR ONLINE BUSINESS BUDDY



LET US HOOK  
YOU UP WITH  
**YOUR OWN**  
ONLINE STORE

# THE WORLD IS DIGITAL ARE YOU?

We offer a range of digital tools to help you grow your business and earning opportunities. We understand that you might not be comfortable with these tools yet, so we are here to assist, answer your questions and explain the benefits of going digital.

## WHY IS DIGITAL IMPORTANT?

South Africans are becoming more connected than ever before as connectivity becomes cheaper and easier to access. Swift access to information, people, places and things makes it easier for them to find you and you to connect with them.

## SOUTH AFRICA ONLINE



There are **31.2 Million**  
Internet Users in South Africa



**23 Million** Social Media  
Users in South Africa



**60%** of South Africans  
are Smartphone Users



South Africans spend an  
average of **8h25m** online

# HOW WILL HAVING AN ONLINE STORE BENEFIT YOU?

## YOU STILL EARN **COMMISSION**

You still bank the commission if your customer shops online or with traditional methods.



## REACH MORE **PEOPLE AROUND YOU**

Using Facebook, Instagram, Twitter and your own website, you can reach more potential customers around you and spread the word online.

## CUSTOMERS ORDER FROM **ANYWHERE, ANYTIME**

Customers now have access to more than 1000 products and can place their orders anywhere and anytime, using your website.



## SAVE TIME



Say goodbye to spending hours capturing order forms on the Representative Website. Orders from your Avon store are sent directly to the Representative Website on your behalf. All you need to do is accept them. Your stock availability worries also disappear as the website does it for you.

## SAVE MONEY

You no longer need to buy printed brochures and drop them off at your customer. Simply let your customers use your website or the digital brochure to browse and find their products. **P.S.** You can also save a tree!



## MORE DELIVERY OPTIONS



Pressed for time? Let us handle your deliveries. Your customers can place an order online and have it delivered directly to them (at a cost) via courier while you still earn your commission. Forget minimum order value or dealing with returns. It's all handled by us. For more information about Direct Delivery check out this **quick guide**



## SAFE AND SECURE PAYMENT OPTIONS

Customers can either pay Avon directly or you could collect cash on delivery. Payment made to Avon will reflect in your account as credit within 21 days.



# HOW DO YOU GET STARTED?

It's really simple. More than 7000 Representatives have already opened their own stores with the help of Avon. To open your own store and start earning, just follow these 5 steps.

**STEP 1:** Visit [www.avon.co.za](http://www.avon.co.za) and go to the Representative login.

Get Free Delivery through your Representative.

FIND A REPRESENTATIVE | BECOME A REPRESENTATIVE

CUSTOMER LOGIN / REGISTRATION | REPRESENTATIVE LOGIN / REGISTRATION

AVON

Search Product

WISHLIST (0) Shopping Bag

PRODUCTS QUICK SHOP ONLINE BROCHURE OFFERS BECOME A REPRESENTATIVE DIGITAL BROCHURE HUB

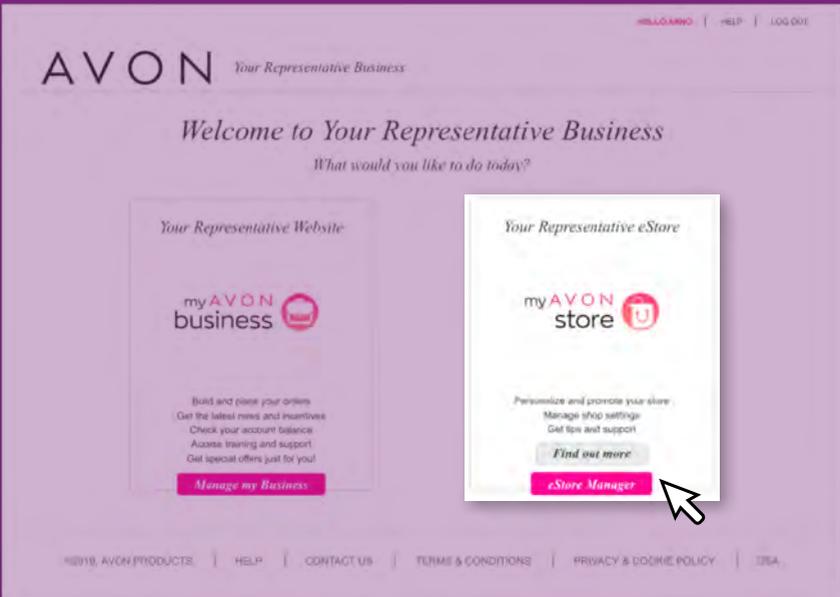
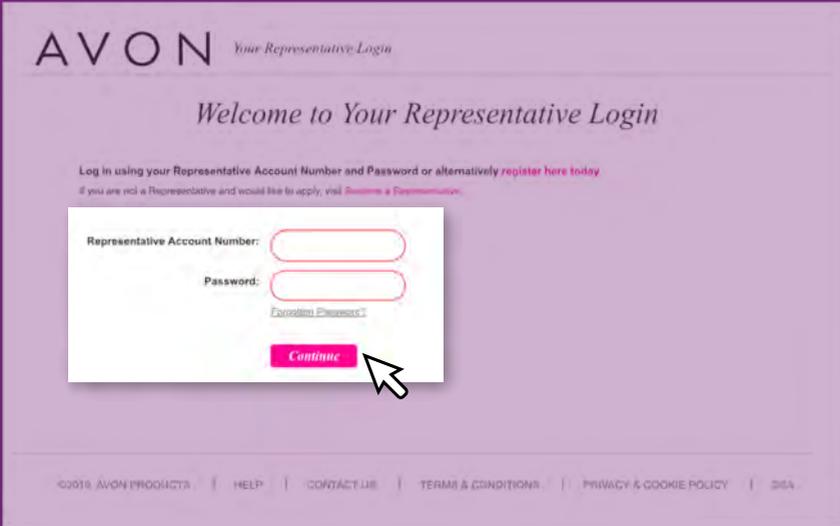
SKINCARE MAKE-UP BATH & BODY HAIR FRAGRANCE ACCESSORIES CHRISTMAS IN JULY

NEW  
**LET YOUR LUXURY BLOOM**  
Enjoy the rich floral scent, crafted from the mystical black orchid, for all-day opulence that lasts up to eight hours.  
SAVE R239  
BUY ALL THREE FOR R329

Browse our Top Brands

nutraeffects mark. AVON EVE ANEW AVON TRUE Pure Spring care. clearskit professional

# STEP 2: Log in and open the myAvon store manager (e-store manager)



**STEP 3:** Select the “Manage my Shop” tab, complete all sections and select save.

The screenshot shows the Avon Store Manager interface. At the top right, there are links for 'HELLO ARNO', 'VISIT MY ESTORE', 'HELP', and 'LOG OUT'. The main navigation bar includes 'ESTORE MANAGER', 'YOUR REPRESENTATIVE WELCOME', 'DASHBOARD', 'MANAGE MY SHOP' (highlighted with a mouse cursor), 'ORDERS', 'ONLINE CUSTOMERS', and 'TIPS & SUPPORT'. Below the navigation, a welcome message reads 'Hello Arno, welcome back'. The main content area features a 'MANAGE MY ESTORE' sidebar with options like 'UPDATE ESTORE SETTINGS AND PROFILE', 'UPDATE ESTORE CONTENT', 'PROMOTE MY ESTORE', and 'REWARDS'. The central section displays 'New order requests (0)' with a 'Manage all orders' button. Below this, there are sections for 'Shop stats at a glance' and 'Tips and advice'. The 'Shop stats at a glance' section shows 1 online customer and a table of orders and sales. The 'Tips and advice' section includes a holiday notice and an image of shopping bags.

HELLO ARNO | VISIT MY ESTORE | HELP | LOG OUT

# AVON

ESTORE MANAGER YOUR REPRESENTATIVE WELCOME

DASHBOARD **MANAGE MY SHOP** ORDERS ONLINE CUSTOMERS TIPS & SUPPORT

*Hello Arno, welcome back*

### MANAGE MY ESTORE

UPDATE ESTORE SETTINGS AND PROFILE

UPDATE ESTORE CONTENT

PROMOTE MY ESTORE

REWARDS

Estimate/Discount

### New order requests (0)

Please review these order requests below.

**NEW CUSTOMER**

Kevin Drive 145a, Woodlands, Johannesburg, 2057  
[Show on map](#)

Order Placed: 2019/07/01 11:47 PM

ORDER TOTAL: **R364,90** [Show order details](#)

[Manage all orders](#)

### Shop stats at a glance

You have 1 online customers

Within the last 30 days...

- You have acquired 1 **new online customers**
- 1 customers have placed orders online

	ORDERS	SALES
REPRESENTATIVE DELIVERY	1	R364,90
DIRECT DELIVERY	0	R0,00

### Tips and advice

Going on holiday?

Don't forget to change your message that let's customers know your delivery time. So that new customers know when you'll be placing your next order

[More tips and advice](#)

# STEP 4: Update your store content or leave it as is.

HELLO ARNO | VISIT MY ESTORE | HELP | LOG OUT

# AVON

ESTORE MANAGER | YOUR REPRESENTATIVE'S WEBSITE

DASHBOARD | **MANAGE MY SHOP** | ORDERS | ONLINE CUSTOMERS | TIPS & SUPPORT

## Manage my Avon Store

Get the most out of your Avon store by updating the content and sharing via social media below. Make sure the settings are up to date and your profile is correct. Remember to click save after each step!

UPDATE AVON STORE SETTINGS & PROFILE | **UPDATE AVON STORE CONTENT** | PROMOTE YOUR AVON STORE | STATUS

Remember to update the featured shops and looks on your Avon Store

### Choose which shops you want to feature

Select four featured shops to show on your Avon store. Remember, you can come back and change these at any time.

These shops will be shown as default i

AVON TRUE STORE

mark STORE

MAKE-UP STORE

SKINCARE STORE

**Add / Change shops**

### Choose which content you want on your Avon store

To really engage your customers, select one from the option of looks below. These are how to guides on how to achieve the latest on trend looks using Avon products. Why not try these looks yourself. This can help to promote your Avon business and gives you the knowledge you need to advise your customers

This content will be shown as default i

**Add / Change content**

*I love this look...*

How to achieve the latest on trend looks using Avon products. Why not try these looks yourself. This can help to promote your Avon business and gives you the knowledge you need to advise your customers

**Cancel** | **Save changes** 

# STEP 5:

Your store is now ready to be promoted. Copy the link and share it on your Facebook, Instagram or Twitter page, letting your online customers know you're ready for business.

DASHBOARD | **MANAGE MY SHOP** | ORDERS | ONLINE CUSTOMERS | TIPS & SUPPORT

## Manage my Avon Store

Get the most out of your Avon store by updating the content and sharing via social media below. Make sure the settings are up to date and your profile is correct. Remember to click save after each step!

UPDATE AVON STORE (SETTINGS & PROFILE) | UPDATE AVON STORE (LINKS) | **PROMOTE YOUR AVON STORE** | STATUS

Share via Social Media

<https://my.avon.co.za/store/arnie> **Copy my link**

Top Tip: If you don't have multiple social media accounts, now would be a great time to start setting these up.

This is a fantastic way to promote your Avon store and communicate with your existing customers. This in turn will help you find new customers.



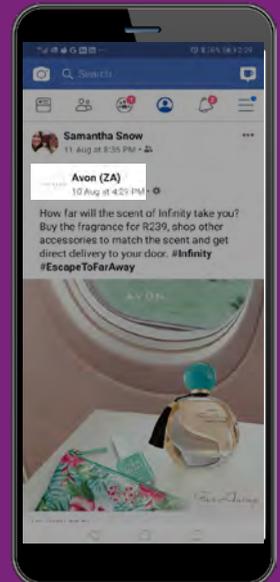
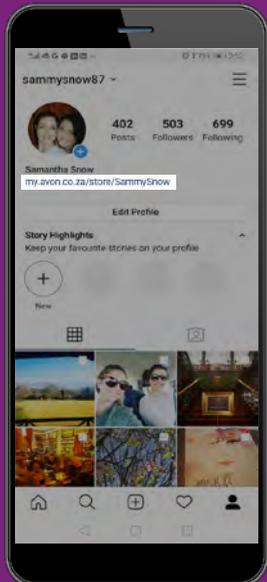
Include your link in your social bio



Include your link in all your shares



Share content from Avon ZA



# WHAT TO EXPECT NEXT:

Once your store is open and customers start placing their orders, you will be notified by SMS or email (Depending on what you selected) once an order comes in, so, keep an eye out for those orders.



Once you have been notified of an order by SMS or email, log in to your account on [www.avon.co.za](http://www.avon.co.za). You have 24 hours to accept the order or your order will be sent to the next available Representative.



Go to the myAvon Store section to access your recent orders. You can filter between New, in Process and Old.



Click on the “Manage all Orders” button at the bottom of the page to view your list of orders.

The screenshot displays the Avon Store Manager dashboard. At the top, there are navigation tabs: ESTORE MANAGER (selected), YOUR REPRESENTATIVE WEBSITE, DASHBOARD, MANAGE MY SHOP, ORDERS, ONLINE CUSTOMERS, and TIPS & SUPPORT. A personalized greeting reads "Hello Anna, welcome back". On the left, a sidebar menu includes "MANAGE MY ESTORE" with sub-options like "UPDATE ESTORE SETTINGS AND PROFILE", "UPDATE ESTORE CONTENT", "PROMOTE MY ESTORE", and "HOLIDAYS", as well as "E-store Discount". The main content area is titled "New order requests (1)" and contains a table of order requests. The first request is for a customer named Kelvin Drive 148a, Woodlands, Johannesburg, 2057, with an order total of R548,00 and a "Show on map" link. The second request is for a "NEW CUSTOMER" at the same address, with an order total of R364,90 and a "Show on map" link. Both requests show the order was placed on 2019/07/28 at 10:01 PM and 2019/07/01 at 11:47 PM, respectively. A "Show order details" link is provided for each. At the bottom right, a red button labeled "Manage all orders" is highlighted with a mouse cursor.

Customer Name	Order Total	Order Placed
Kelvin Drive 148a, Woodlands, Johannesburg, 2057 <a href="#">Show on map</a>	ORDER TOTAL: R548,00 <a href="#">Show order details</a>	Order Placed: 2019/07/28 10:01 PM
Kelvin Drive 148a, Woodlands, Johannesburg, 2057 <a href="#">Show on map</a>	ORDER TOTAL: R364,90 <a href="#">Show order details</a>	Order Placed: 2019/07/01 11:47 PM



Select the order you would like to process by clicking on the “Process order in your Representative website” button. You will be redirected to the Representative website.

**AVON**

ESTORE MANAGER | YOUR REPRESENTATIVE WEBSITE

DASHBOARD | MANAGE MY SHOP | **ORDERS** | ONLINE CUSTOMERS | TIPS & SUPPORT

### My Avon Store Orders

View and manage your orders below. Make sure you accept them in the time required and follow the instructions once accepted.

All Orders (2) | Pending Accounts (0) | Woodlands Orders (2)

Order type: View All | Sort by: Newest First

<b>REPRESENTATIVE DELIVERY</b>	2019/07/28 10:01 pm <a href="#">Show order details</a>
<p>Kelvin Drive 148a, Woodlands, Johannesburg, 2057   <a href="#">Show on map</a></p> <p>Email: <a href="mailto:arja.vanhuysteen@avon.com">arja.vanhuysteen@avon.com</a></p> <p>Phone: 0614680734</p> <p>Special Instructions :</p>	ORDER TOTAL <b>R548,00</b>
<a href="#">Process order in your Representative Website</a>	
<b>REPRESENTATIVE DELIVERY</b>   <b>NEW CUSTOMER</b>	2019/07/01 11:47 pm <a href="#">Show order details</a>
<p>Kelvin Drive 148a, Woodlands, Johannesburg, 2057   <a href="#">Show on map</a></p> <p>Email: <a href="mailto:arja.vanhuysteen@avon.com">arja.vanhuysteen@avon.com</a></p> <p>Phone: 0614680734</p> <p>Special Instructions :</p>	ORDER TOTAL <b>R364,90</b>
<a href="#">Process order in your Representative Website</a>	



Click “Start my Order”.



Scroll down, just above the alternative product section, to “Saved Orders”. This is where you will see your online orders.

Camp#	Prod#	Qty	Description	Price	Total price	Delete
7	17080	<input type="text" value="1"/>	EVE SENSUAL EDP 50ML WECE	R299.00	R299.00	<input type="checkbox"/>
7	30357	<input type="text" value="1"/>	C07 OFFER BLACK SUEDE EDT PBS&EDT FREE	R249.00	R249.00	<input type="checkbox"/>



Click on the continue button at the bottom of the page.

Camp 7 0 8  
Brochure Message 8  
Number of brochures  
 BROCHURE 25 C8 (2019)

Camp 7 0 8  
Brochure Message 8  
Number of brochures  
 BROCHURE 100 C8 (2019)

Camp 7 0 8

FAVOURITE BEAUTY BUDDY

Download on the App Store

ANDROID APP ON Google play

[VIEW ORDER](#) [UPDATE ORDER](#) [CLEAR ALL](#) [CONTINUE](#)

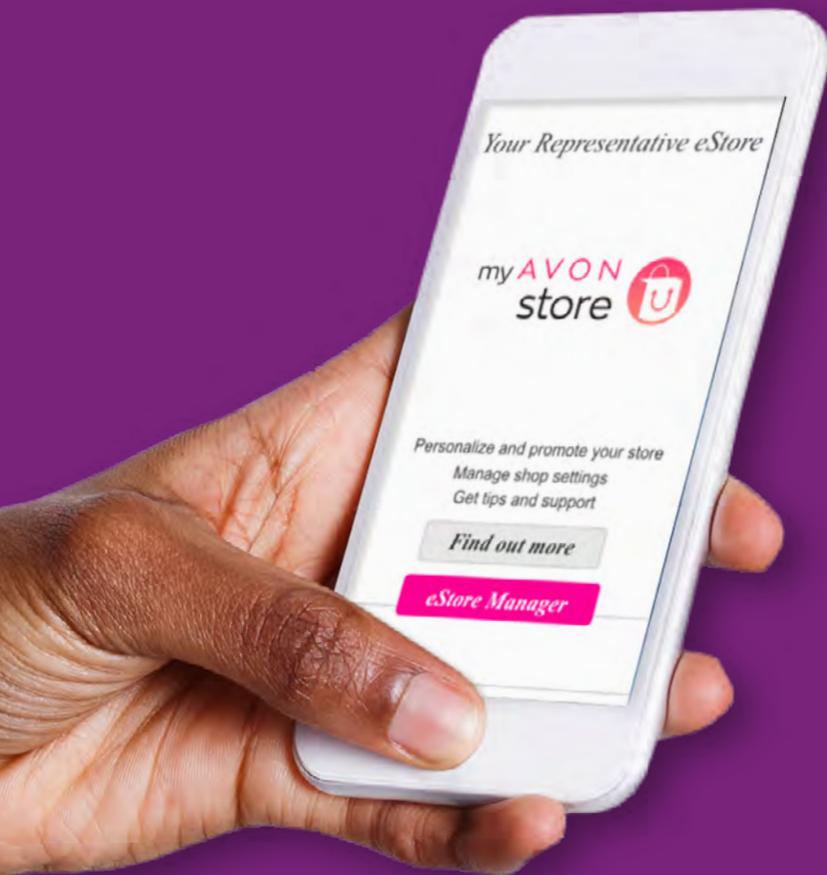


From there, follow the steps to complete the order.

# NEED CONTENT OR PICTURES?

## TO SHARE WITH YOUR NEXT SOCIAL MEDIA POST?

Download the AvonOn app from the Apple App Store or from the Google Play App store. Login with your Representative details and access a range of content and information on the latest deals. For more information on how the App works please [click here](#)



**DON'T DELAY**  
**GO DIGITAL WITH AVON**  
**AND MAKE EVERY DAY**  
**PAY DAY!**

