

#1 in Alabama

PERSONAL
SALES VOLUME

**SUSAN
TUBBERVILLE**

PERSONAL
SALES INCREASE

**RUBY
HENDERSON**

BEST NEW
PERFORMER

**ALLISON
JONES**



AVON

Alabama

TOP 5 PERSONAL
SALES VOLUME

1. SUSAN TUBBERVILLE
2. RUBY HENDERSON
3. ANGELIQUE AGEE
4. PAM MARCHANT
5. JANICE LESTER

AVON



Alabama

TOP 5 PERSONAL
SALES INCREASE

1. RUBY HENDERSON
2. KAREN LEWIS
3. ARIELLE DODDRIDGE
4. ANGELIQUE AGEE
5. NICOLA FREEMAN

AVON



Alabama

BEST NEW
PERFORMER

ALLISON JONES

AVON



ALABAMA

#1 in Alaska

PERSONAL
SALES VOLUME

**KATHY
CHANNER**

PERSONAL
SALES INCREASE

**MARSHA
ROMAINE**



AVON

Alaska

TOP 5 PERSONAL
SALES VOLUME

1. KATHY CHANNER
2. TERESE CHASE
3. MARSHA ROMAINE

AVON



Alaska

TOP 5 PERSONAL
SALES INCREASE

1. MARSHA ROMAINE

AVON



ALASKA

#1 in Arizona

PERSONAL
SALES VOLUME

**MARIA
VALENZUELA**

PERSONAL
SALES INCREASE

**DOROTHY
MONTES**

BEST NEW
PERFORMER

**CHERYL
FREY**



AVON

Arizona

TOP 5 PERSONAL
SALES VOLUME

1. MARIA VALENZUELA
2. CAROLE NEVEAU
3. DORA CHENEVEY
4. LAURIE INSELMANN
5. SANDRA HAREMZA

AVON



Arizona

TOP 5 PERSONAL
SALES INCREASE

1. DOROTHY MONTES
2. CATHERINE CRAIN
3. JENNY KERNAN
4. PATRICIA BURTON
5. CLARE KILGORE

AVON



Arizona

BEST NEW
PERFORMER

CHERYL FREY

AVON



ARIZONA

#1 in Arkansas

PERSONAL
SALES VOLUME

**SUSAN
BEAVERS**

PERSONAL
SALES INCREASE

**GUADALUPE
MARTINEZ**

BEST NEW
PERFORMER

**MARTHA
HANDLEY**



Arkansas

TOP 5 PERSONAL
SALES VOLUME

1. SUSAN BEAVERS
2. LINDA BIGGS
3. DONNA BINZ
4. SANDRA GAMBILL
5. MALY PHOUNSAVATH

AVON



Arkansas

TOP 5 PERSONAL
SALES INCREASE

1. GUADALUPE MARTINEZ
2. DONNA SHEPPARD
3. LOIS FERGUSON
4. SUSAN BEAVERS
5. PAT DUNCAN

AVON



Arkansas

BEST NEW
PERFORMER

MARTHA HANDLEY

AVON



ARKANSAS

#1 in California

PERSONAL
SALES VOLUME

**ANNA-JULIA
REYES**

PERSONAL
SALES INCREASE

**CELIA
GONZALEZ**

BEST NEW
PERFORMER

**ANGELICA
HERNANDEZ**



AVON

California

TOP 5 PERSONAL
SALES VOLUME

1. ANNA-JULIA REYES
2. DIANNE HERNANDEZ
3. KAROL DELGADO
4. CELIA GONZALEZ
5. MARIANA DOMINGUEZ

AVON



California

TOP 5 PERSONAL
SALES INCREASE

1. CELIA GONZALEZ
2. MARIANA DOMINGUEZ
3. ANN BRITO
4. NOEMI GUTIERREZ
5. ROSA CHAVEZ

AVON



California

BEST NEW
PERFORMER

ANGELICA HERNANDEZ

AVON



CALIFORNIA

#1 in Colorado

PERSONAL
SALES VOLUME

**MARY
BERTSCH**

PERSONAL
SALES INCREASE

**RUTH
APPLEGATE**

BEST NEW
PERFORMER

**MARIA
ARREOLA**



AVON



Colorado

TOP 5 PERSONAL
SALES VOLUME

1. MARYBERTSCH
2. SUSAN DUCEPT
3. MARIA CHAGOLLA
4. PATTI ALLEN
5. MONICA NAEGELE

AVON



Colorado

TOP 5 PERSONAL
SALES INCREASE

1. RUTH APPLEGATE
2. GABRIELLA BLOW
3. MONICA NAEGELE
4. ELLEN WILKERSON
5. BRENDA DUTRO

AVON



Colorado

BEST NEW
PERFORMER

MARIA ARREOLA

AVON



COLORADO

#1 in Connecticut

PERSONAL
SALES VOLUME

**LINDA
MASCARO**

PERSONAL
SALES INCREASE

**ANN
RICARD**



AVON

Connecticut

TOP 5 PERSONAL
SALES VOLUME

1. LINDA MASCARO
2. THERESA SMITH
3. MYRIAM ORELLANE
4. BETTINA SANTILLAN
5. ANN RICARD

AVON



Connecticut

TOP 5 PERSONAL
SALES INCREASE

1. ANN RICARD
2. TABITHA RAYMOND
3. LISA BARTOLOTTA
4. DONNA BARENT
5. SUSAN WICHROWSKI

AVON



CONNECTICUT

#1 in Delaware

PERSONAL
SALES VOLUME

**ANDREA
LENKER**

PERSONAL
SALES INCREASE

**ASHLEY
FRANCISCO**



AVON

Delaware

TOP 5 PERSONAL
SALES VOLUME

1. **ANDREA LENKER**
2. **WENDY KING**
3. **LAVOURA CAHALL**
4. **GLORIA ZMUDA**
5. **JUDY THOMPSON**

AVON



Delaware

TOP 5 PERSONAL
SALES INCREASE

1. **ASHLEY FRANCISCO**
2. **BRENDOLYN SUMTER**
3. **JUDY RHOADES**
4. **DEBBIE MASSOTTI**
5. **CAROL OLIPHANT**

AVON



DELAWARE

#1 in Florida



AVON

PERSONAL
SALES VOLUME

**ANNE
SHOLDER**

PERSONAL
SALES INCREASE

**ANNE
SHOLDER**

BEST NEW
PERFORMER

**LEANNE
MATTIOLI**

Florida

TOP 5 PERSONAL
SALES VOLUME

1. ANNE SHOLDER
2. ISIS RIVERAPENA
3. MADELINE SHINKLE
4. PAOLA BORRERO
5. B.A. LEIN

AVON



Florida

TOP 5 PERSONAL
SALES INCREASE

1. ANNE SHOLDER
2. MADELINE SHINKLE
3. PAOLA BORRERO
4. CLAUDENE GREEN
5. BARBARA HERNANDEZ

AVON

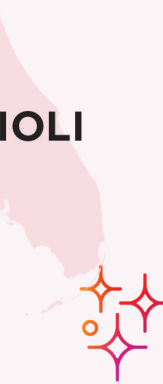


Florida

BEST NEW
PERFORMER

LEANNE MATTIOLI

AVON



FLORIDA

#1 in Georgia

PERSONAL
SALES VOLUME

**ROXIE
GAINES**

PERSONAL
SALES INCREASE

**MARY
WYATT**

BEST NEW
PERFORMER

**JOSH
MURRAY**



AVON

Georgia

TOP 5 PERSONAL
SALES VOLUME

1. ROXIE GAINES
2. TONYA THOMAS
3. CHERILYN MANZIONE
4. DOROTHY ROYSTON
5. BRENDA BLUMENBERG

AVON



Georgia

TOP 5 PERSONAL
SALES INCREASE

1. MARY WYATT
2. ELIZAB MIKELL-LONON
3. BARBARA SMITH
4. ASHLIE DUCOS
5. CASSANDRA SEARCY

AVON



Georgia

BEST NEW
PERFORMER

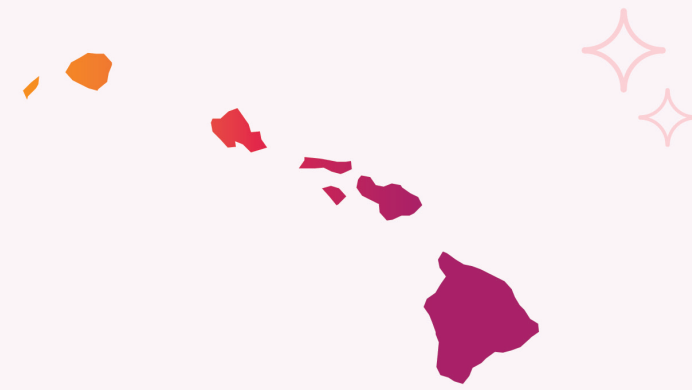
JOSH MURRAY

AVON



GEORGIA

#1 in Hawaii



PERSONAL
SALES VOLUME

**WILFREDO
LABADAN**

PERSONAL
SALES INCREASE

**SHARLENE
SUENAGA-KIM**

AVON

Hawaii

TOP 5 PERSONAL
SALES VOLUME

1. **WILFREDO LABADAN**
2. **STELLA YOUNG**
3. **CHARLENE PAULO**
4. **LAUREEN TANAKA**
5. **PAM CASTRO**

AVON



Hawaii

TOP 5 PERSONAL
SALES INCREASE

1. **SHARLENE SUENAGA-KIM**
2. **CYNTHIA YOUNG**

AVON



HAWAII

#1 in Iowa

PERSONAL
SALES VOLUME

**SONYA
OPPMAN**

PERSONAL
SALES INCREASE

**CONNIE
SNYDER**

BEST NEW
PERFORMER

**DONNA
DANNAR**



AVON

Iowa

TOP 5 PERSONAL
SALES VOLUME

1. **SONYA OPPMAN**
2. **CONNIE SNYDER**
3. **JILL COELHO**
4. **PAM EVERHART**
5. **PAULA MILTNER**

AVON



Iowa

TOP 5 PERSONAL
SALES INCREASE

1. **CONNIE SNYDER**
2. **GLENDA LUCE**
3. **BONNIE THOMAS**
4. **CAROL DRUMMOND**
5. **ROCHELLE DEBOER**

AVON



Iowa

BEST NEW
PERFORMER

DONNA DANNAR

AVON



IOWA

#1 in Idaho

PERSONAL
SALES VOLUME

**CATHRYN
SHARP**

PERSONAL
SALES INCREASE

**MLUCILLE
BOYER**

BEST NEW
PERFORMER

**HAYLEY
SCHLUTER**



AVON

Idaho

TOP 5 PERSONAL
SALES VOLUME

1. CATHRYN SHARP
2. LAURA MCNAMEE
3. KISTY WASHBURN
4. CARLENE MCCOY
5. SHELLY THOMPSON

AVON



Idaho

TOP 5 PERSONAL
SALES INCREASE

1. MLUCILLE BOYER
2. KATHY MCPEAK
3. BEVERLY HOLLIBAUGH
4. SABINA MCCRACKEN
5. BOBBIE PHILLIPS

AVON



Idaho

BEST NEW
PERFORMER

HAYLEY SCHLUTER

AVON



IDAHO

#1 in Illinois

PERSONAL
SALES VOLUME

**LYNN
MCNEILLY**

PERSONAL
SALES INCREASE

**TERRI
GENISIO**

BEST NEW
PERFORMER

**REBECCA
SAYLOR**



AVON

Illinois

TOP 5 PERSONAL
SALES VOLUME

1. LYNN MCNEILLY
2. ROSA PENICHE
3. MARYANN HILLYER
4. DIGNA SANTIAGO
5. INEZ COPELIN

AVON



Illinois

TOP 5 PERSONAL
SALES INCREASE

1. TERRI GENISIO
2. DIGNA SANTIAGO
3. JANICE KATS
4. YOLANDA FLORES
5. INEZ COPELIN

AVON



Illinois

BEST NEW
PERFORMER

REBECCA SAYLOR

AVON



ILLINOIS

#1 in Indiana

PERSONAL
SALES VOLUME

**TANYA
KELLER**

PERSONAL
SALES INCREASE

**BARBARA
HOUGH**

BEST NEW
PERFORMER

**ELAINE
WALSH**



AVON

Indiana

TOP 5 PERSONAL
SALES VOLUME

1. TANYA KELLER
2. JOHN PUTTERBAUGH
3. LISA CARLSEN
4. BARBARA INGRAM
5. BETH RODEWIG

AVON



Indiana

TOP 5 PERSONAL
SALES INCREASE

1. BARBARA HOUGH
2. CELIA DUNMOYER
3. REBECCA NEWMAN
4. BARBARA TROYER
5. CYNTHIA HUMBERT

AVON



Indiana

BEST NEW
PERFORMER

ELAINE WALSH

AVON



INDIANA

#1 in Kansas

PERSONAL
SALES VOLUME

**JULIE
DECK**

PERSONAL
SALES INCREASE

**BRADLEY
MCGAUGHEY**

BEST NEW
PERFORMER

**KRISTEN
CARLSON**



AVON



Kansas

TOP 5 PERSONAL
SALES VOLUME

1. JULIE DECK
2. JUDY KENNEDY
3. FAYE WIESNER
4. CAROL BOLEN
5. BARBARA LASSEN

AVON



Kansas

TOP 5 PERSONAL
SALES INCREASE

1. BRADLEY MCGAUGHEY
2. RADELL OAKMAN
3. AISHA BEST
4. COLEEN PAILLET
5. CAROL BOLEN

AVON



Kansas

BEST NEW
PERFORMER

KRISTEN CARLSON

AVON



KANSAS

#1 in Kentucky

PERSONAL
SALES VOLUME

**STEPHEN
BARMORE**

PERSONAL
SALES INCREASE

**PENNY
MASON**

BEST NEW
PERFORMER

**KIMBERLY
CARSTENS**



AVON

Kentucky

TOP 5 PERSONAL
SALES VOLUME

1. **STEPHEN BARMORE**
2. **JOETTA GREENWOOD**
3. **PAT MCCRAY**
4. **MICHELE LUCE**
5. **LINDA WILSON**

AVON



Kentucky

TOP 5 PERSONAL
SALES INCREASE

1. **PENNY MASON**
2. **LOUVETTA MASON**
3. **DARLENE KAMPSCHAEFER**
4. **DEBORAH GERSTENLAUER**
5. **BECKY MULLINS**

AVON



Kentucky

BEST NEW
PERFORMER

KIMBERLY CARSTENS

AVON



KENTUCKY

#1 in Louisiana

PERSONAL
SALES VOLUME

**DENISE
SORGE**

PERSONAL
SALES INCREASE

**DENISE
SORGE**

BEST NEW
PERFORMER

**RUTHIE
LONGSTREET**



AVON

Louisiana

TOP 5 PERSONAL
SALES VOLUME

1. DENISE SORGE
2. MELANIE HOFFPAUIR
3. LYNETTA NARCISSE
4. BARBARA MAYS
5. MICHELL CERAMI

AVON



Louisiana

TOP 5 PERSONAL
SALES INCREASE

1. DENISE SORGE
2. MICHELLE TIGNER
3. BARBARA MAYS
4. WANDA JACKSON
5. PATSY SIGLER

AVON



Louisiana

BEST NEW
PERFORMER

RUTHIE LONGSTREET

AVON



LOUISIANA

#1 in Massachusetts

PERSONAL
SALES VOLUME

**MILDRED
SILVA**

PERSONAL
SALES INCREASE

**CHRISTINA
WILLIS**

BEST NEW
PERFORMER

**KATHIE
EMMONS**



AVON

Massachusetts

TOP 5 PERSONAL
SALES VOLUME

1. MILDRED SILVA
2. BROOKE SANIDAS
3. ALYSCIA JUZUKONIS
4. ELIZABETH VALEDI
5. ZELIA BRENNAN

AVON



Massachusetts

TOP 5 PERSONAL
SALES INCREASE

1. CHRISTINA WILLIS
2. JENNIFER ANTUNES
3. YLEANA ABREU
4. BEVERLY OWEN
5. ARLETTE GRANT-BROWN

AVON



Massachusetts

BEST NEW
PERFORMER

KATHIE EMMONS

AVON



MASSACHUSETTS

#1 in Maryland

PERSONAL
SALES VOLUME

**MELANIE
DRAKE**

PERSONAL
SALES INCREASE

**DOROTHY
HAUGHTON**

BEST NEW
PERFORMER

**CARLA
CATTERTON**



AVON



Maryland

TOP 5 PERSONAL
SALES VOLUME

1. MELANIE DRAKE
2. ALBA BRITOS
3. DONNA BETHKE
4. MICHELLE JONES
5. SHEILA DAVIS

AVON



Maryland

TOP 5 PERSONAL
SALES INCREASE

1. DOROTHY HAUGHTON
2. FRIDA ATEM
3. JANETTE KLOTZ
4. BETTY WINEGAR
5. RUBICELIA MEDEL

AVON



Maryland

BEST NEW
PERFORMER

CARLA CATTERTON

AVON



MARYLAND

#1 in Maine

PERSONAL
SALES VOLUME

**LISA
FERNANDS**

PERSONAL
SALES INCREASE

**DONNA
COOK**

BEST NEW
PERFORMER

**KELLY
VINEY**



AVON

Maine

TOP 5 PERSONAL
SALES VOLUME

1. LISA FERNANDS
2. CINDY TEWKSBURY
3. GERALDINE THIBEAULT
4. ALINE CADORETTE
5. NELLIE BICKFORD

AVON



Maine

TOP 5 PERSONAL
SALES INCREASE

1. DONNA COOK
2. SHERRY PILLSBURY
3. CYNTHIA HALL
4. ROBERTA SEELEY
5. GERALDINE THIBEAULT

AVON



Maine

BEST NEW
PERFORMER

KELLY VINEY

AVON



MAINE

#1 in Michigan

PERSONAL
SALES VOLUME

**NANCY
FEDON**

PERSONAL
SALES INCREASE

**JILL
LEZOTTE-KATES**

BEST NEW
PERFORMER

**SHIRLEY
BERRY**



AVON

Michigan

TOP 5 PERSONAL
SALES VOLUME

1. NANCY FEDON
2. JILL LEZOTTE-KATES
3. PATRICIA PORTER
4. DAWN SHIELDS
5. LAURIE ROCHEFORT

AVON



Michigan

TOP 5 PERSONAL
SALES INCREASE

1. JILL LEZOTTE-KATES
2. KAREN DONAHUE
3. MARGARET HARVEY
4. JULIE ROBINSON
5. DANITA HACKETT

AVON



Michigan

BEST NEW
PERFORMER

SHIRLEY BERRY

AVON



MICHIGAN

#1 in Minnesota

PERSONAL
SALES VOLUME

**AMY
FISCHER**

PERSONAL
SALES INCREASE

**AMY
FISCHER**

BEST NEW
PERFORMER

**JULIE
KOLASINSKI**



AVON

Minnesota

TOP 5 PERSONAL
SALES VOLUME

1. AMY FISCHER
2. MARY & SHAWN BECKER
3. JUDY ROTH
4. GLORIA REINERT
5. LINDA STERLING

AVON



Minnesota

TOP 5 PERSONAL
SALES INCREASE

1. AMY FISCHER
2. GLORIA REINERT
3. WANDA GREGOR
4. CONNIE NICHOLS
5. ROSEANN LANGLAND

AVON



Minnesota

BEST NEW
PERFORMER

JULIE KOLASINSKI

AVON



MINNESOTA

#1 in Missouri

PERSONAL
SALES VOLUME

**WANDA
HAYES-EPPS**

PERSONAL
SALES INCREASE

**WANDA
HAYES-EPPS**

BEST NEW
PERFORMER

**TAMMY
GRADY**



AVON

Missouri

TOP 5 PERSONAL
SALES VOLUME

1. WANDA HAYES-EPPS
2. DARLENE LEDBETTER
3. HELEN TEEL
4. VICKIE COOPER
5. CAROLE ARMISTEAD

AVON



Missouri

TOP 5 PERSONAL
SALES INCREASE

1. WANDA HAYES-EPPS
2. SUSIE MINOR
3. LORI MOSS
4. JULIA PERKEY
5. JEANETTE BREW

AVON



Missouri

BEST NEW
PERFORMER

TAMMY GRADY

AVON



MISSOURI

#1 in Mississippi

PERSONAL
SALES VOLUME

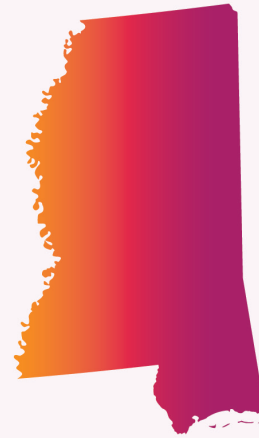
**SARAH
COUNCE**

PERSONAL
SALES INCREASE

**JENISE
WARD**

BEST NEW
PERFORMER

**OLYN
GRANT**



AVON

Mississippi

TOP 5 PERSONAL
SALES VOLUME

1. SARAH COUNCE
2. BETTY KING
3. SUZANNE LEWIS
4. GLORIA MCCOOL
5. CAROL LEE

AVON



Mississippi

TOP 5 PERSONAL
SALES INCREASE

1. JENISE WARD
2. CAROL LEE
3. DESIRÉE TOLLIVER
4. BRENDA LEE
5. GLORIA MCCOOL

AVON



Mississippi

BEST NEW
PERFORMER

OLYN GRANT

AVON



MISSISSIPPI

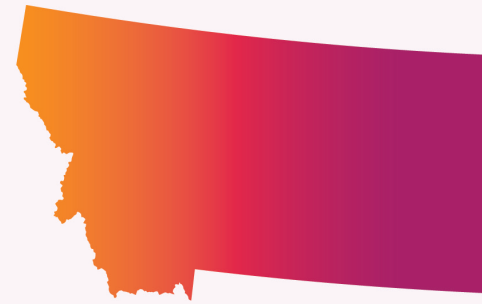
#1 in Montana

PERSONAL
SALES VOLUME

**ADRIANNE
CURRY-RHODE**

PERSONAL
SALES INCREASE

**BILLIE
DANIELS**



AVON



Montana

TOP 5 PERSONAL
SALES VOLUME

1. **ADRIANNE CURRY-RHODE**
2. **TERRI MCIVER**
3. **PAM GALSTER**
4. **BILLIE DANIELS**
5. **DOROTHY ROGERS**

AVON



Montana

TOP 5 PERSONAL
SALES INCREASE

1. **BILLIE DANIELS**
2. **DEBBIE ARMSTRONG**
3. **DOROTHY ROGERS**
4. **CAROL HARDESTY**
5. **DAWNE BUCK**

AVON



MONTANA

#1 in North Carolina

PERSONAL
SALES VOLUME

**JAMIE
CAPUTO**

PERSONAL
SALES INCREASE

**LYNETTE
GAILLARD**

BEST NEW
PERFORMER

**MARY
PARTON**



AVON



North Carolina

TOP 5 PERSONAL
SALES VOLUME

1. JAMIE CAPUTO
2. JANICE LEWIS
3. REGINA MEANS
4. DOROTHY BARRETT
5. LYNETTE GAILLARD

AVON



North Carolina

TOP 5 PERSONAL
SALES INCREASE

1. LYNETTE GAILLARD
2. CATHERINE POWELL
3. LARRY BOBBITT
4. JOANN COOK
5. LINDA COGDILL

AVON



North Carolina

BEST NEW
PERFORMER

MARY PARTON

AVON



NORTH CAROLINA

#1 in North Dakota

PERSONAL
SALES VOLUME

**VIRGINIA
BERG**

PERSONAL
SALES INCREASE

**NICOL
WEIGEL**

BEST NEW
PERFORMER

**NICOL
WEIGEL**



AVON



North Dakota

TOP 5 PERSONAL
SALES VOLUME

1. VIRGINIA BERG
2. ROSE HINRICKSEN
3. NICOL WEIGEL
4. RITA PETERSCHICK
5. DEANNA HENNEBRY

AVON



North Dakota

TOP 5 PERSONAL
SALES INCREASE

1. NICOL WEIGEL
2. RITA PETERSCHICK
3. TINA FIELD
4. MARIE RICHARDSON
5. KAREN EICHHORN

AVON



North Dakota

BEST NEW
PERFORMER

NICOL WEIGEL

AVON



NORTH DAKOTA

#1 in Nebraska

PERSONAL
SALES VOLUME

**NORMA
DE-BOER**

PERSONAL
SALES INCREASE

**MARIA
TOSTADO**

BEST NEW
PERFORMER

**STEFANIE
CALLAHAN**



AVON



Nebraska

TOP 5 PERSONAL
SALES VOLUME

1. NORMA DE-BOER
2. JUDI JEZBERA
3. JACQUELINE MASEK
4. MARIA TOSTADO
5. CINDY VATANASOMBAT

AVON



Nebraska

TOP 5 PERSONAL
SALES INCREASE

1. MARIA TOSTADO
2. DIANNE MCCOLLUM
3. MARY ANN RESSEL
4. SUE JANSSEN
5. JACQUELINE MASEK

AVON



Nebraska

BEST NEW
PERFORMER

STEFANIE CALLAHAN

AVON



NEBRASKA

#1 in New Hampshire

PERSONAL
SALES VOLUME

**HELEN
INGALLS**

PERSONAL
SALES INCREASE

**HELEN
INGALLS**



AVON



NEW HAMPSHIRE

New Hampshire

TOP 5 PERSONAL
SALES VOLUME

1. HELEN INGALLS
2. BECKI CHAMBERLIN
3. LISA WILBER
4. BRENDA LEVESQUE
5. MARYJANE COKER

AVON



New Hampshire

TOP 5 PERSONAL
SALES INCREASE

1. HELEN INGALLS
2. BARBARA DIDOMENICO
3. LAURI PERRY
4. CAROL MURRAY-SHANNON
5. JANE MAGUIRE

AVON



#1 in New Jersey

PERSONAL
SALES VOLUME

**CHERYL
CAMPBELL**

PERSONAL
SALES INCREASE

**CHERYL
CAMPBELL**

BEST NEW
PERFORMER

**ENJY
GAID**



AVON

New Jersey

TOP 5 PERSONAL
SALES VOLUME

1. **CHERYL CAMPBELL**
2. **RICH KARPINSKY**
3. **SALLIE COOK**
4. **MAGDALI CEDENO**
5. **ROSA PUNTIEL**

AVON



New Jersey

TOP 5 PERSONAL
SALES INCREASE

1. **CHERYL CAMPBELL**
2. **VANITA MISTRY**
3. **DEBI SANTA-LUCIA**
4. **RICH KARPINSKY**
5. **JOSLYN SATTERFIELD**

AVON



New Jersey

BEST NEW
PERFORMER

ENJY GAID

AVON



NEW JERSEY

#1 in New Mexico

PERSONAL
SALES VOLUME

**CHIQUITA
BOTET**

PERSONAL
SALES INCREASE

**MARISA
WAATSA**

BEST NEW
PERFORMER

**ANN
SLADE**



AVON

New Mexico

TOP 5 PERSONAL
SALES VOLUME

1. CHIQUITA BOTET
2. DILIA MONTOYA
3. MARISA WAATSA
4. CAROLINE HARDISON
5. ALICE STINE

AVON



New Mexico

TOP 5 PERSONAL
SALES INCREASE

1. MARISA WAATSA
2. TRACY RADER
3. MARIA MORALES
4. JUNE WILSON
5. CLAUDIA GAMBOA

AVON



New Mexico

BEST NEW
PERFORMER

ANN SLADE

AVON



NEW MEXICO

#1 in Nevada

PERSONAL
SALES VOLUME

**CATHERINE
PRETLOVE**

PERSONAL
SALES INCREASE

**LAMENDA
WELLS**

BEST NEW
PERFORMER

**MEGHAN
MARTINEZ**



AVON

Nevada

TOP 5 PERSONAL
SALES VOLUME

1. CATHERINE PRETLOVE
2. PEGGY LANE
3. CHRISTINA ARNOLD
4. CYNTHIA SULLIVAN
5. LYNN & RICHARD HUBER

AVON



Nevada

TOP 5 PERSONAL
SALES INCREASE

1. LAMENDA WELLS
2. ROSALBA DOMINGUEZ
3. RIZA JULIAN
4. JEANNE BULLOCK
5. NICOLE MELVIN

AVON



Nevada

BEST NEW
PERFORMER

MEGHAN MARTINEZ

AVON



NEVADA

#1 in New York

PERSONAL
SALES VOLUME

**SILVIA
BOOTH**

PERSONAL
SALES INCREASE

**LYDIA
HUNT**

BEST NEW
PERFORMER

**MARIE
DORCE**



AVON

New York

TOP 5 PERSONAL
SALES VOLUME

1. SILVIA BOOTH
2. VENTURA NOLASCO
3. DINA ZAGER
4. KAREN ELLER
5. LAURA FLORISSANT

AVON



New York

TOP 5 PERSONAL
SALES INCREASE

1. LYDIA HUNT
2. LUZ-EUGENIA CARO
3. JANE PRESPARE
4. BLANCA HERNANDEZ
5. AUDREY LINDO

AVON



New York

BEST NEW
PERFORMER

MARIE DORCE

AVON



NEW YORK

#1 in Ohio

PERSONAL
SALES VOLUME

**JAYNE
SCHOONOVER**

PERSONAL
SALES INCREASE

**BONNIE
DICZHAZY**

BEST NEW
PERFORMER

**JOYCE
CROSS**



AVON

Ohio

TOP 5 PERSONAL
SALES VOLUME

1. JAYNE SCHOONOVER
2. SANDRA MCMOORE
3. WENDY ALLEN
4. DIANE HICKS
5. JANE MCDUGLE

AVON



Ohio

TOP 5 PERSONAL
SALES INCREASE

1. BONNIE DICZHAZY
2. JAYNE SCHOONOVER
3. SANDRA MCMOORE
4. KIMBERLY ELAM
5. DANIELLE SKVARKA

AVON



Ohio

BEST NEW
PERFORMER

JOYCE CROSS

AVON



O
H
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O

#1 in Oklahoma

PERSONAL
SALES VOLUME

**BOBBIE
RAMEY**

PERSONAL
SALES INCREASE

**SHARON
LEWIS**

BEST NEW
PERFORMER

**CASSANDRA
BOND**



AVON



Oklahoma

TOP 5 PERSONAL
SALES VOLUME

1. **BOBBIE RAMEY**
2. **FRANCES ADAMSON**
3. **PAT HEARD**
4. **KRIS RYLANDER**
5. **BARBARA HARRISON**

AVON



Oklahoma

TOP 5 PERSONAL
SALES INCREASE

1. **SHARON LEWIS**
2. **BRENDA DEGER**
3. **BRENDA HUDSON**
4. **CLAUDETTE CRAIG**
5. **DIANA FISHER**

AVON



Oklahoma

BEST NEW
PERFORMER

CASSANDRA BOND

AVON



OKLAHOMA

#1 in Oregon

PERSONAL
SALES VOLUME

**DEBRA
MARTENS LARSON**

PERSONAL
SALES INCREASE

**MARIA
RODRIGUEZ**

BEST NEW
PERFORMER

**RHIANNON
ZACARIAS**



AVON

Oregon

TOP 5 PERSONAL
SALES VOLUME

1. DEBRA MARTENS LARSON
2. KARLA ESTABROOK
3. THERESE JENCK
4. KAREN GABLE-DELAROSA
5. ELLEN LARSON

AVON



Oregon

TOP 5 PERSONAL
SALES INCREASE

1. MARIA RODRIGUEZ
2. LORI DUNCAN
3. NANCY LANKFORD
4. ALICE HUMPHREY
5. JEANINE SMITH

AVON



Oregon

BEST NEW
PERFORMER

RHIANNON ZACARIAS

AVON



OREGON

#1 in Pennsylvania

PERSONAL
SALES VOLUME

**DEBRA
ROSE**

PERSONAL
SALES INCREASE

**JULIE
PARKER**

BEST NEW
PERFORMER

**VICKI
WINGROVE**



AVON



Pennsylvania

TOP 5 PERSONAL
SALES VOLUME

1. DEBRA ROSE
2. JERRI MICKEY
3. BEVERLY NEWKIRK
4. NATASHA LIGHTNER
5. MELISSA HILER

AVON



Pennsylvania

TOP 5 PERSONAL
SALES INCREASE

1. JULIE PARKER
2. MELISSA HILER
3. CHERYL SCHROEDER
4. WENDY STOREY
5. STEPHANIE JEFFERSON

AVON



Pennsylvania

BEST NEW
PERFORMER

VICKI WINGROVE

AVON



PENNSYLVANIA

#1 in Rhode Island

PERSONAL
SALES VOLUME

**JUANA
TERRERO**

PERSONAL
SALES INCREASE

**ANGELITA
GUZMAN**



AVON

Rhode Island

TOP 5 PERSONAL
SALES VOLUME

1. JUANA TERRERO
2. JANET ADAMS
3. MARIA OCHOA
4. ABIGAIL CHAVARRIAGA
5. ANTONIA SOLA

AVON



Rhode Island

TOP 5 PERSONAL
SALES INCREASE

1. ANGELITA GUZMAN
2. KAREN GOLDER
3. MICHELLE SANTOS-GARCIA
4. ANA LILIAN ESCOBAR
5. GALE HEINO

AVON



RHODE ISLAND

#1 in South Carolina

PERSONAL
SALES VOLUME

**MICHELLE
FARRAR**

PERSONAL
SALES INCREASE

**MICHELLE
FARRAR**

BEST NEW
PERFORMER

**REBECCA
WILLIAMS**



AVON



South Carolina

TOP 5 PERSONAL
SALES VOLUME

1. MICHELLE FARRAR
2. TIMOTHY BROWN
3. PEGGY STRICKLAND
4. REBECCA GRANT
5. SUSIE BURTON

AVON



South Carolina

TOP 5 PERSONAL
SALES INCREASE

1. MICHELLE FARRAR
2. SUSIE BURTON
3. MEREDITH HEYRICH
4. SHERRLYN LAUCHART
5. THELMA LEE

AVON



South Carolina

BEST NEW
PERFORMER

REBECCA WILLIAMS

AVON



SOUTH CAROLINA

#1 in South Dakota

PERSONAL
SALES VOLUME

**FAY
SWENSON**

PERSONAL
SALES INCREASE

**WENDY
RAVENS CROFT**

BEST NEW
PERFORMER

**ALMA
ALARCON**



AVON

South Dakota

TOP 5 PERSONAL
SALES VOLUME

1. **FAY SWENSON**
2. **WENDY RAVENS CROFT**
3. **KELLY BREWERS**
4. **JUDI THOMPSON**
5. **PATTI SAHR**

AVON



South Dakota

TOP 5 PERSONAL
SALES INCREASE

1. **WENDY RAVENS CROFT**
2. **JESSICA CIHAK**
3. **TAMMY BULTJE**
4. **JUDI THOMPSON**
5. **CHERYL HISEK**

AVON



South Dakota

BEST NEW
PERFORMER

ALMA ALARCON

AVON



SOUTH DAKOTA

#1 in Tennessee

PERSONAL
SALES VOLUME

**CHRISTINE
CHAMBERS**

PERSONAL
SALES INCREASE

**BRENDA
KITTS**

BEST NEW
PERFORMER

**DORIS
YOUNG**



AVON



Tennessee

TOP 5 PERSONAL
SALES VOLUME

1. CHRISTINE CHAMBERS
2. TERESA WIGGINS
3. JANE ANN WILLIAMS
4. MARGARET WALKER
5. HAZEL CROSS

AVON



Tennessee

TOP 5 PERSONAL
SALES INCREASE

1. BRENDA KITTS
2. YOUSTINA RIZKALLAH
3. CHRISTINE CHAMBERS
4. MARGARET WALKER
5. MARY WILLIAM

AVON



Tennessee

BEST NEW
PERFORMER

DORIS YOUNG

AVON



TENNESSEE

#1 in Texas

PERSONAL
SALES VOLUME

**BARBARA
SEGURA**

PERSONAL
SALES INCREASE

**DORA
ZIGA**

BEST NEW
PERFORMER

**DARLENE
ODOM**



AVON

Texas

TOP 5 PERSONAL
SALES VOLUME

1. BARBARA SEGURA
2. BLANCA HERNANDEZ
3. DEBBIE HUNT
4. MARIA JUAREZ
5. EVAMAE REGER

AVON



Texas

TOP 5 PERSONAL
SALES INCREASE

1. DORA ZIGA
2. BARBARA SEGURA
3. TAMMY BROWN
4. DIANA FRY
5. CHRISTINA DILLON-HYPOLITE

AVON



Texas

BEST NEW
PERFORMER

DARLENE ODOM

AVON



TEXAS

#1 in Utah

PERSONAL
SALES VOLUME

**JODY
PHELPS**

PERSONAL
SALES INCREASE

**KARLENE
TRACY**

BEST NEW
PERFORMER

**DESIRÉE
YOUNG**



UTAH

Utah

TOP 5 PERSONAL
SALES VOLUME

1. JODY PHELPS
2. DESIREE YOUNG
3. GERI TAYLOR
4. LAURIE ALLEN
5. MONICA BALDWIN

AVON



Utah

TOP 5 PERSONAL
SALES INCREASE

1. KARLENE TRACY
2. SILVINA STUPRICH
3. JODY PHELPS
4. EILEEN GALLEGOS
5. CHRIS ALLRED

AVON



Utah

BEST NEW
PERFORMER

DESIRÉE YOUNG

AVON



#1 in Virginia

PERSONAL
SALES VOLUME

**MONICA
CHAVEZ**

PERSONAL
SALES INCREASE

**ANA
NATIVI-REYES**

BEST NEW
PERFORMER

**ALEJANDRA
ORANTES**



AVON

Virginia

TOP 5 PERSONAL
SALES VOLUME

1. MONICA CHAVEZ
2. LINDA MONTAVON
3. RITA FEESER
4. MARIA VILLANES
5. LUANNE LYNCH

AVON



Virginia

TOP 5 PERSONAL
SALES INCREASE

1. ANA NATIVI-REYES
2. ENMA LOPEZ
3. REBECCA ANGLE
4. FAYE BENAITCH
5. ROSE HARUNA

AVON



Virginia

BEST NEW
PERFORMER

ALEJANDRA ORANTES

AVON



VIRGINIA

#1 in Vermont

PERSONAL
SALES VOLUME

**SHARON
WELD**

PERSONAL
SALES INCREASE

**SHARON
WELD**



AVON

Vermont

TOP 5 PERSONAL
SALES VOLUME

1. SHARON WELD
2. REBECCA MALLON
3. JOANNE CAREY

AVON



Vermont

TOP 5 PERSONAL
SALES INCREASE

1. SHARON WELD

AVON



VERMONT

#1 in Washington

PERSONAL
SALES VOLUME

**PAMELA
RODERICK**

PERSONAL
SALES INCREASE

**ROSELIA
RODRIGUEZ**



AVON



Washington

TOP 5 PERSONAL
SALES VOLUME

1. PAMELA RODERICK
2. ROSALENE MULLINS
3. JUDY FIELD
4. MICHELLE GOLDBERG
5. CAROL CAIN

AVON



Washington

TOP 5 PERSONAL
SALES INCREASE

1. ROSELIA RODRIGUEZ
2. PAMELA RODERICK
3. JO COLE
4. CAROL GOWEY
5. DAWN HOLCOMB

AVON



WASHINGTON

#1 in Wisconsin

PERSONAL
SALES VOLUME

**ARLENE
MAUS**

PERSONAL
SALES INCREASE

**MARJORIE
KRITCHMAN**

BEST NEW
PERFORMER

**JAMES
SMITH**



AVON

Wisconsin

TOP 5 PERSONAL
SALES VOLUME

1. ARLENE MAUS
2. BEVERLY HELING
3. MARJORIE KRITCHMAN
4. RHONDA DAVIS-WRIGHT
5. LOIS KAUPER

AVON



Wisconsin

TOP 5 PERSONAL
SALES INCREASE

1. MARJORIE KRITCHMAN
2. SANDRA ROGERS
3. ESMERALDA MEJIA
4. CAROL CHENEY
5. LAURA WAYNE

AVON



Wisconsin

BEST NEW
PERFORMER

JAMES SMITH

AVON



WISCONSIN

#1 in West Virginia

PERSONAL
SALES VOLUME

**MAGGIE
WELLS**

PERSONAL
SALES INCREASE

**LISA
BARKER**

BEST NEW
PERFORMER

**MAGGIE
WELLS**



AVON

West Virginia

TOP 5 PERSONAL
SALES VOLUME

1. **MAGGIE WELLS**
2. **REBECCA CANFIELD**
3. **LISA BARKER**
4. **MILLIE BARRETT**
5. **CHARLES COOK**

AVON



West Virginia

TOP 5 PERSONAL
SALES INCREASE

1. **LISA BARKER**
2. **NOLA HATCHER**
3. **CHERYL WILSON**
4. **DELORIS BENNETT**
5. **SONNIE MURRY**

AVON



West Virginia

BEST NEW
PERFORMER

MAGGIE WELLS

AVON



WEST VIRGINIA

#1 in Wyoming

PERSONAL
SALES VOLUME

**MARY-JANE
PRING**

PERSONAL
SALES INCREASE

**REBECCA
LUSSIER**

BEST NEW
PERFORMER

**PAT
HANSEN**



AVON

Wyoming

TOP 5 PERSONAL
SALES VOLUME

1. MARY-JANE PRING
2. BARBRA HILL
3. SHERRY ERRAMOUSPE
4. DAWN PEXTON
5. REBECCA LUSSIER

AVON



Wyoming

TOP 5 PERSONAL
SALES INCREASE

1. REBECCA LUSSIER
2. MACHELLE HOLLOWAY
3. BARBRA HILL
4. SARA MCWAIN

AVON



Wyoming

BEST NEW
PERFORMER

PAT HANSEN

AVON



WYOMING