

# Bonuses... two ways

We're accelerating your pathway to Premier with 2 bonuses: Stepping Stones and Milestones, for up to a total of \$2,050 in bonuses within your first 8 campaigns. Premier Level is a Representative with sales of \$5,000 to \$9,999 per year. This incentive expires once you reach the \$5,000 sales requirement for reaching Premier or at the end of your 8th campaign, whichever comes first.

1. Stepping Stone Bonuses reward you with **\$20 for every \$200 in sales you achieve within a campaign**. For example: \$600 in campaign sales = a \$60 bonus. You can earn up to a total of \$500 in Stepping Stone Bonuses.
2. Milestone Bonuses reward you with a **10% bonus for every \$1,000 in cumulative sales** during your first 8 campaigns, maxing out at a \$500 bonus for \$5,000 in sales. For example: \$1,000 in sales = a \$100 bonus; \$4,000 in sales = a \$400 bonus. You can earn up to a total of \$1,500 in Milestone Bonuses. Plus, receive a one-time \$50 Mini Milestone Bonus when you reach your first \$500 in sales within the incentive period!

## EXAMPLE OF WHAT YOU CAN MAKE!

SALES ACHIEVED (within your first 8 campaigns)	STEPPING STONE BONUS*	MILESTONE BONUS (cumulative bonuses shown)	COMMISSION (based on sales of beauty items)**	TOTAL (bonuses + commission)	TOTAL % OF WHAT YOU EARN (from your sales)
\$500	\$40	\$50 Mini Milestone	\$125	\$215	43%
\$1,000	\$100	\$150	\$250	\$500	50%
\$2,000	\$200	\$350	\$500	\$1,050	52.5%
\$3,000	\$300	\$650	\$750	\$1,700	57%
\$4,000	\$400	\$1,050	\$1,000	\$2,450	61%
\$5,000	\$500	\$1,550	\$1,250	\$3,300	66%

All avon.com and AvonNow.com sales count towards the qualifications. Commissions are based on sales of products to customers. Success in the program can depend on time invested, skill level and other factors. Earnings potential shown is before expenses, if any.

All new Representatives earned an average of \$112 over their first 8 campaigns, but those who participated in Pathway to Premier earned an average of \$390 over their first 8 campaigns, based on those who started in Campaigns 5 through 19, 2020 (exclusive of sign-up and shipping costs). Go to AvonNow.com for all the details.

\*Results may vary. The \$20 bonus is based on achieving \$200 within a campaign.

\*\*Receive a 25% commission on beauty sales on a \$40+ order.

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