

# 50 Ways for Avon Representatives to Make More Money in Network Marketing

1. Use your products regularly. Become your own best testimonial
2. Make a total commitment to your business for at least one year.
3. Sell yourself first, then the products and the marketing plan.
4. Spend 90% of your business time with your Team, customers and prospects.
5. Present your products and marketing plan personally to at least one person daily.
6. Let everyone know what business you are in ... ADVERTISE.
7. Make "understanding people" more important than product knowledge.
8. Duplicate yourself by making Representatives independent of you. Become McDonald's.
9. Motivate your Team by offering money, travel, recognition, and other awards for specific achievements.
10. Mingle with the top Representatives and ask how they did it. Then do as they did.
11. Praise your Team's accomplishments.
12. Be persistent – only about 5% of the people you approach might get serious about building a business.
13. Lead by example. Never stop prospecting, training and selling.
14. KISS – Keep it so simple! Do things other can easily duplicate and copy.
15. Keep in touch – Communicate by newsletters, meetings, weekly conference calls, one on one calls, postcards, texting, Facebook, Twitter, Foursquare, whatever method works best for the person you are reaching out to... just communicate!.
16. Conduct simple, brief, dramatic meetings and presentations.
17. Listen 80% of the time, talk 20% and when you do talk end with a question. Remember, the more you know the more you grow. Plus, there is a reason we have two ears but only one mouth 😊
18. Satisfy all complaints immediately.
19. Concentrate on what you can do for your Representatives / Team and customers, NOT on your own profits, wants or goals. Those will come as you help others achieve their desires.
20. Ask for referrals from your best customers.
21. Give customers more than they expect. Everyone loves a free gift or a personal touch.
22. Develop at least 30 solid retail and/or wholesale customers. Don't forget fundraisers.
23. Provide quick and dependable delivery service.

24. Believe in your products so much that you know every person you talk to is going to buy from you.
25. Tell your customers how much you appreciate their business... and then back it up by showing them.
26. Don't accept "No" as a final answer – approach each prospect at least 12 times a year with new information.
27. Send customers promotional information every campaign. Don't forget about your customers and don't let them forget about you.
28. Speak enthusiastically about your business and products.
29. Work on top priority projects that produce the highest returns.
30. Build your list of prospects daily while you build your reputation.
31. Approach top producers. They are always open.
32. Fit the needs of the prospect with the benefits of your products and/or business opportunity.
33. Organize your files so you can locate any piece of information in 30 seconds.
34. Use an answering machine or service and return calls within 24 hours. Use a cell phone for best service.
35. Set daily, weekly, monthly and yearly goals – Then do whatever is necessary to achieve them.
36. Do not pass negative rumors or comments downline.
37. Listen to CDs and watch DVDs on multi-level tips from top earners.
38. Subscribe to multi-level magazines like Networking Times. Read self-help, motivational, inspirational and industry oriented books.
39. Expand your downline across the USA - THINK BIG!.
40. Tell others what they are interested in knowing, not what you think they should hear.
41. Spend money on things that will make you more money.
42. Reinvest some of your profits in your business.
43. Schedule important tasks at the time of day when you are your best.
44. Delegate – do those things only you can do.
45. Read biographies of successful people to be inspired by their lives. Make your e-Reader your best friend.
46. Present business opportunities and training regularly.
47. Know that if others can do it so can you. Challenge yourself.
48. Give yourself a reward for reaching your goal and a penalty for falling short.
49. Have so much fun in your business that others want to join you.

**50. Do it NOW!!!**