

C16 & C17 ORDERS

what's new

CASHMERE COMPLEXION

fmg

Introducing Cashmere Complexion Powder Foundation

WHAT'S NEW 101

- ▶ This is your opportunity to buy new products ("Preview Products") in advance of the Brochure.
- ▶ You can buy 2 of everything!
- ▶ The pricing for Contender (with \$40+ in Campaign sales), Premier and President's Recognition Program is shown in *What's New.* Your Preview Product Discount is based on your Commission Level (see chart below), and will be applied at checkout.

WHAT'S NEW GLOSSARY

CONTENDER (C): A Representative with Award Sales up to \$4,999 per year (C1-C26).

PREMIER (P): A Representative with Award Sales of \$5,000 to \$9,999 per year (C1–C26).

PRESIDENT'S RECOGNITION PROGRAM (PRP): A Representative with Award Sales of \$10,000 or more per year (C1-C26).

PRODUCT ORDERING GUIDELINES:

All of our new products are featured in *What's New*. For each item, you can

purchase up to two: one for you to try, and one to showcase or sell to your customers. You can experience all of the colors, sizes and varieties. For example: if a lipstick comes in eight shades, you can purchase two of each shade.

PREVIEW PRODUCT DISCOUNT:
Your What's New discount is based
on your Commission Level. For
details about Commission Levels go
to: AvonNow.com > Seller Central >
Commissions and Sales Levels.

REPRESENTATIVE LEVEL

Sales Level	Campaign Sales	Annual Sales	Beauty/Jewelry	Fashion/Home
Contender	\$0-\$39.99	_	0%	0%
Contender	\$40.00 +		25%	20%
Premier	No minimum	\$5,000	30%	20%

PRESIDENT'S RECOGNITION PROGRAM LEVEL

Sales Level	Annual Sales	Beauty/Jewelry	Fashion/Home
President's Club	\$10,000	40%	25%
Honor Society	\$20,000	40%	25%
Rose Circle	\$35,000	45%	25%
David H. McConnell Club	\$65,000	45%	25%
President's Council	\$110,000	45%	25%
Inner Circle	\$220,000	50%	25%

GET READY! Buy C18 Preview Products with your C16 and C17 orders. Order C18 Brochures when placing your C16 product orders.

AS SEEN IN... POPULAR MAGAZINES!

You can share content about the ads from AvonNow.com, Beauty Buzz and Virtual Sales Meetings. It's the perfect way to get the conversation started and reach new customers!



belif: January-December 2020

GOOD HOUSEKEEPING
Distribution: 4.2M people



Bug Guard: May 2020 GOOD HOUSEKEEPING IN STYLE PEOPLE EN ESPAÑOL EBONY ONLINE



Vitamin C: June 2020 **GOOD HOUSEKEEPING**



Moisture Therapy +Balance and Soothe: July/August 2020

GOOD HOUSEKEEPING



introducing

CASHMERE COMPLEXION

Compact Powder Foundation



WHY IT'S BETTER

Multi-use: Can be applied wet or dry, and can be used as foundation or setting powder.

WHAT'S IN IT

Skin-loving ingredients!

Vegan collagen to help keep skin looking supple and fresh.

Amino-acid-coated pigments to control shine, improve comfort and visibly smooth skin for perfected all-day wear. Lavender, artichoke and chamomile extracts to provide antioxidant benefits.

HOW IT WORKS

When applied wet, it provides fuller, buildable coverage, while dry allows for a soft, perfected finish and easy touch-ups.

WHO'S YOUR CUSTOMER

Anyone who wants a change from traditional liquid formulas. Anyone looking for the flexibility of buildable coverage and easy on-the-go touch-ups. This foundation works with all skin types.

DISCOVER YOUR PERFECT MATCH!

1. Find your undertone

	COOL	NEUTRAL	WARM	WARM OLIVE
VEIN COLOR*	Purple or blue	Blue or green	Green or olive	Green or olive
JEWELRY PREFERENCE	Platinum, silver	Silver, gold	Gold, rose gold	Gold

^{*}Check the back of your hand or inner wrist for your vein color. If you're unsure of your undertone, choose a neutral shade within your skin tone range from the chart below.

2. Find your foundation shade









LIGHT	MEDIUM—TAN	DEEP	
N110 Neutral/Very fair with subtle yellow undertone	N120 Neutral/Light medium with subtle red undertone W160 Warm/Medium tan with peach undertone	N150 Neutral/Deep tan with neutral red undertone	
W110 Warm/Fair with rich yellow undertone	W130 Warm/Medium with rich yellow undertone N130 Neutral/Medium tan with neutral golden peach undertone	W180 Warm/Deep tan with rich red undertone	
W120 Warm/Light with peach undertone	W140 Warm/Medium with yellow undertone W140 Neutral/Medium tan with soft red undertone	N160 Neutral/Deep neutral with soft red undertone	
C110 Cool/Light with rosy undertone	W150 Warm/Medium with warm peach undertone W170 Warm/Deep tan with golden peach undertone	C120 Cool/Deepest cool neutral undertone	

POW!erful super-hydration bomb

Make your own HA powder mask!

JUMBO-size moisturizer*



hyaluronic acid powder



an explosive bomb of super hydration!





LIMITED EDITION

AQUA BOMB

WITH HYALURONIC ACID **POWDER SET**

Box contains:

- The True Cream Aqua Bomb, 2.5 fl. oz.
- Moisturizing Bomb powder, 8 pods, each, .005 oz. net wt.
- Mixing spatula 328-015

reg. \$55

now \$45 the set

C \$33.75

P \$31.50

PRP \$27



LIMITED EDITION

MOISTURIZING BOMB

WITH HYALURONIC ACID POWDER SET

Box contains:

- The True Cream Moisturizing Bomb, 2.5 fl. oz.
- · Moisturizing Bomb powder, 8 pods, each, .005 oz. net wt.
- Mixing spatula

328-508 reg. \$55 now **\$45** the set C \$33.75 P \$31.50 PRP \$27



With each set purchase, you'll receive:



5 packs of 3 Aqua Bomb Samples



5 packs of 3 Moisturizing Bomb Samples

That's a total of 30 free samples! (Samples also sold separately, see back cover.)



DIY overnight super-hydration mask

USE IT ONCE A WEEK OR AS NEEDED:

- 1. Fill powder pod by dispensing a small amount of cream.
- 2. Use spatula to mix.
- 3. Apply all over face.
- 4. Get a good night's sleep...and see the difference in the morning!

Anew Vitamin C Illuminating Priming Moisturizer

This hybrid skin care/makeup product not only instantly brightens skin's appearance, but also extends the wear of your makeup.

BENEFITS

- Instantly illuminates, hydrates and visibly blurs imperfections.
- Enhances the staying power of your makeup.
- Contains brightening vitamin C and skin-smoothing silicones.

THE RESULTS ARE IN!

94% of women showed an improvement in skin's overall appearance.

HOW TO APPLY

Apply AM, after serum(s) and a sunscreen. (This product works as a moisturizer and a primer.) PM: Use your go-to Anew Night Moisturizer.



Anew Vitamin C Brightening Serum

Packed with as much vitamin C as in 30 oranges, this top-selling serum illuminates dull, tired skin to look visibly energized.

BENEFITS

- Instantly brightens the look of your skin with the power of 10% pure vitamin C.
- Refines texture and visibly improves skin tone.
- Light, quick absorbing formula with a citrus musk scent.

THE RESULTS ARE IN!

99% of women agreed it instantly boosts radiance.*

HOW TO APPLY

Apply AM/PM, after cleansing and before moisturizing. Can layer with other serums (lightest to thickest).



Anew Vitamin C Brightening Eye Cream

Visibly reduces the appearance of dark circles.

BENEFITS

- Leaves under-eye area looking brighter and more even-toned.
- Lightweight enough to be worn under makeup, but also powerful enough to visibly brighten and reduce signs of fatigue around the eyes.

THE RESULTS ARE IN!

88% of women showed improvement in under-eye clarity in 2 weeks.

HOW TO APPLY

Apply AM/PM to under-eye area and upper eyelid.

*Based on those who expressed an opinion in a consumer-perception study.









"C" YOUR WAY TO BIGGER, BRIGHTER SALES!

Are you working toward Premier Level or President's Recognition Program? Take advantage of these Business Booster Bundles to help you achieve. Here's how:

Get the conversation started with some suggested words to use:

"Who doesn't want glowing, radiant skin?! I have some great products packed with the power of vitamin C that you can add to your current regimen. Check them out—they were advertised in *Good Housekeeping*!"

Share the buzz:

Vitamin C is advertised in the June edition of *Good Housekeeping*, which has a distribution of 4.2M people! Also, tell customers to check out rave reviews from Vitamin C users via your online store. When customers start using these products, the results will speak for themselves. Referrals and re-orders are sure to be coming your way!

Give out Vitamin C samples:

Take advantage of the free samples from these offers to give to customers—it's a great way for them to try (then buy) the products.

You can say: "Tell me what you liked about the products..." and "I'd be happy to place your order since you had a great experience!"

VITAMIN C BU

BUY

BUY 2 BUNDLES for \$125.94*

857-193

2 Anew Vitamin C Brightening Serums, 2 Anew Vitamin C Illuminating Priming Moisturizers & 2 Anew Vitamin C Brightening Eye Creams

There's no limit to how many bundles you can order.





BUY 4 BUNDLES for \$251.88*

857-193

4 Anew Vitamin C Brightening Serums, 4 Anew Vitamin C Brightening Eye Creams & 4 Anew Vitamin C Illuminating Priming Moisturizers





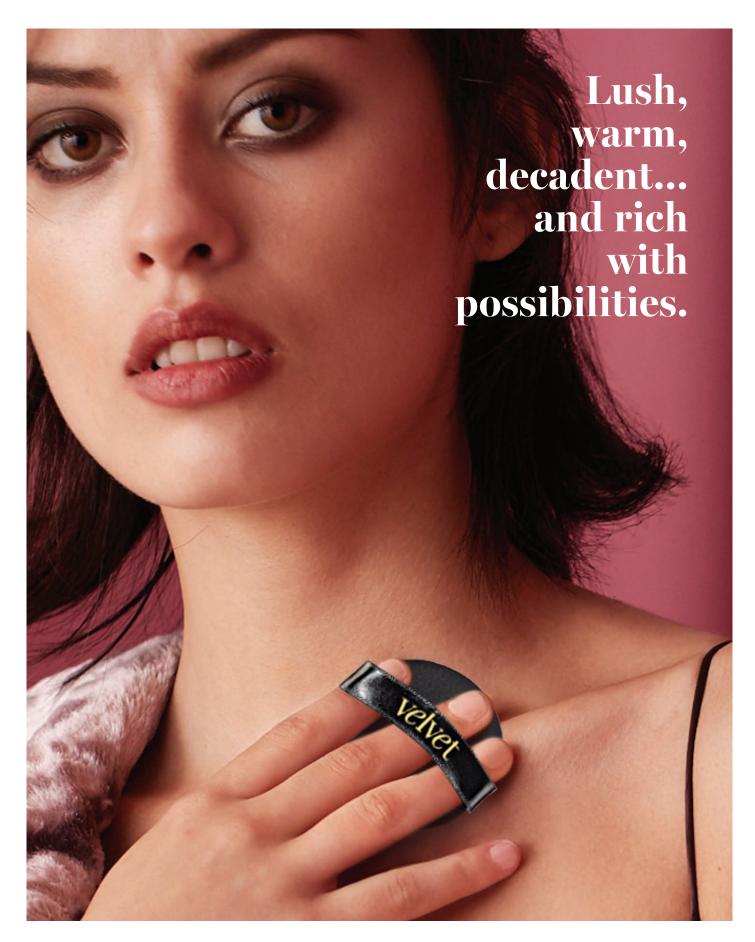




^{*}Based on the C18 Brochure special prices. †Based on regular prices.

JSINESS BOOSTER BUNDLES!

	FREE	BONUS	VALUE
GET 1 FREE 1 Anew Vitamin C Lip Treatment (full size)	GET FREE Pack of 5 Anew Vitamin C Illuminating Priming Moisturizer Samples (5 sample cards) Anew Vitamin C Brightening Serum Sample Tube, .24 fl. oz. Anew Vitamin C Illuminating Priming Moisturizer Sample Tube, .24 fl. oz. Anew Vitamin C Brightening Eye Cream Sample Tube, .10 fl. oz.	SURPRISE SAMPLES of our latest & greatest innovations	\$238 ⁺
GET FREE 2 Anew Vitamin C Lip Treatments 1 Anew Vitamin C Warming Peel Mask 1 Green Goddess Facial Oil (full size)	GET FREE Pack of 5 Anew Vitamin C Illuminating Priming Moisturizer Samples (5 sample cards) Anew Vitamin C Brightening Serum Sample Tube, .24 fl. oz. Anew Vitamin C Illuminating Priming Moisturizer Sample Tube, .24 fl. oz. Anew Vitamin C Brightening Eye Cream Sample Tube, .10 fl. oz.	SURPRISE SAMPLES of our latest & greatest innovations	\$58 0 [†]
Arean Command green goddess Endal all green goddess En	CONTROL AND		





warm & indulgent Indulge anytime, anywhere. Enjoy the sophisticated scent of Velvet with this portable cushion compact. Dab onto pulse points for a quick fragrance touch-up. This luxurious crème formula leaves skin feeling soft and smooth. Alcohol-free. .49 oz. net wt. 635-716

reg. \$36 **now \$29 C \$21.75 P \$20.30** PRP \$17.40











KEY NOTES

Luscious Mediterranean fig, pomegranate, sumptuous Bulgarian rose and warm velvet patchouli.

HOW TO APPLY

Press the applicator onto the cushion and smooth over pulse points as desired.

WHY THEY'LL LOVE IT

- It's a new way to wear Velvet!
- · Easy to apply
- Luxe crème formula leaves skin feeling soft
- Perfect for on-the-go fragrance touch-ups



shine with glamour





Look of Sapphire Collection

Faux stones set in silvertone.

A. Necklace and Earring Set
Chain, 16½" L with 3½" extender.
½" L pierced studs.
330-600
reg. \$19.99
now \$14.99
the set
C \$11.24 P \$10.49

B. Ring
Sizes:
6 330-633
8 330-872
10 331-022
reg. \$12.99
now \$9.99
C \$7.49 P \$6.99
PRP \$5.99

Sparkling Scroll Collection

Rhinestones set in silvertone.

Sizes:
6 332-401
8 332-435
10 332-440
reg. \$12.99
now \$9.99
C \$7.49
P \$6.99
PRP \$5.99

C. Ring

PRP \$8.99

D. Pendant Necklace 161/2" L with 31/2" extender. 330-576 reg. \$16.99 now \$12.99 C \$9.74 P \$9.09 PRP \$7.79 E. Earring Set
Three pairs of
studs, ranging
from ½" to
½" diam. Pierced.
332-382
reg. \$16.99
now \$12.99 the set
C \$9.74
P\$9.09
PRP \$7.79

F. Bracelet
Stretch bracelet;
one size fits most.
332-454
reg. \$24.99
now \$18.99
C\$ \$14.24
P\$ \$13.29
PRP \$11.39





brand launch for watches

Boussivie will now appear on the dials of our watches. It originates from the French words *boussole,* meaning "compass," and *vie,* meaning "life," and captures the spirit of our heritage. It speaks to our 134-year-old tradition of championing financial independence, entrepreneurship and empowerment...all forward-thinking and timeless ideals.

Pink Glamour Collection

Faux stones with rhinestone accents set in silvertone.

G. Watch Croc-textured, leatherlike strap, 9" L with 30mm diam. case. 332-378 reg. \$39.99 now \$29.99 C \$22.49 P \$20.99

PRP \$17.99

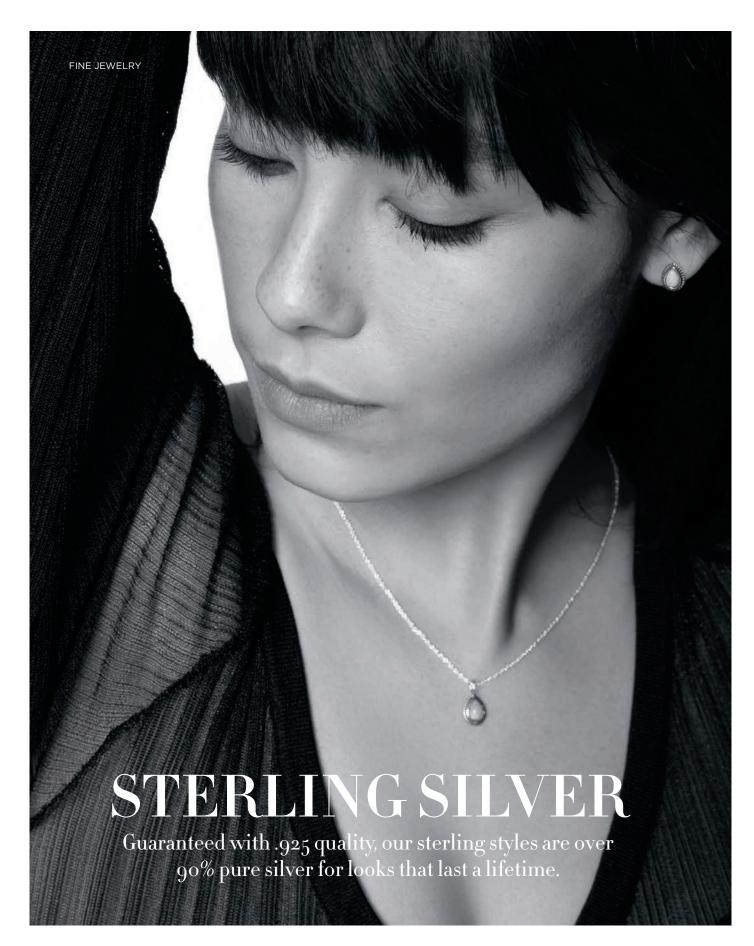
H. 3-Piece Set
Chain, 16½" L with
3½" extender. ½" L
pierced studs.
Order by ring size:
6 331-864
8 331-883
10 331-902
reg. \$32.99
now \$24.99
the set
C \$18.74
P \$17.49

PRP \$14.99

I. Bracelet
Adjustable pull
cord; one size
fits most.
332-344
reg. \$22.99
now \$16.99
C \$12.74
P \$11.89
PRP \$10.19

















STERLING INSPIRATIONS

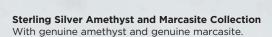
Guaranteed with .925 quality, our sterling styles are over 90% pure silver for looks that last a lifetime.





genuine amethyst and marcasite





Stud Earrings
Pierced studs.
329-045
reg. \$64.99
now \$49.99
C \$37.49
P \$34.99
PRP \$29.99

Amethyst and Marcasite Statement Ring

Sizes:
5 329-064 6 329-083
7 329-394 8 329-413
9 329-432 10 329-447
reg. \$99.99
now \$79.99
C \$59.99 P \$55.99
PRP \$47.99

Cross Necklace 18" L with 1" extender. 329-026 reg. \$69.99 now \$54.99

C \$41.24 P \$38.49 PRP \$32.99 Marcasite Statement Ring

Sizes:
5 330-447 6 330-466
7 330-470 8 330-485
9 330-504 10 330-519
reg. \$64.99
now \$49.99
C \$37.49 P \$34.99
PRP \$29.99



KITCHEN ESSENTIALS

BACK BY POPULAR DEMAND!

❖ Pineapple Corer

Cores and slices whole pineapples with just a twist! Comfortable, nonslip handle. 91/2" L x 4" W x 31/4" diam. Dishwasher safe. Stainless steel, plastic. Imported. 195-283

reg. \$22.99 now \$16.99 C \$13.59 P \$13.59 PRP \$12.74





❖ Banana **Holder Fruit Basket**

Allows for air circulation to prevent resting bruises on fruit. Hanger saves on counter space and detaches for easy storage, 17" H with 9" diam. bowl. Hand wash only. Metal. Imported. 195-943

reg. \$24.99

P \$15.19

now \$18.99 C \$15.19 PRP \$14.24



BACK BY POPULAR DEMAND!

❖ Set of 4 Graters

Includes one fine grater, one medium grater, one coarse grater and one slicer blade. Perfectly grates everything from fruits and vegetables to spices and cheese.

Each, 11³/₈" L x 2" W. Hand wash only. Stainless steel, plastic. Imported. **195-298** reg. \$22.99 now \$16.99 the set C \$13.59 P \$13.59 PRP \$12.74



BACK BY POPULAR DEMAND!

❖ 14-Piece Plastic Food Storage Set

Keep food fresh for longer. Set includes seven containers and lids that nest for easy storage. Various sizes, approx. 31/2" sq. to 97/8" sq. Microwave- and freezer-safe bowls. Plastic. Imported. 196-146

reg. \$36.99 now \$27.99 C \$22.39 P \$22.39 PRP \$20.99





* Cucina Essentials Multi Purpose Wipes

Free of bleach and chemical preservatives. Naturally derived formula with citric acid and pomegranate vinegar. Dermatologically tested. Pomegranate scent. Resealable package. 60 sheets, each 71/8" L x 51/8" H. 904-488 reg. \$7.99 now \$5.99

C \$4.79 P \$4.79 PRP \$4.49

♦ Fresh Fiji Fabric Refresher With Wrinkle Release Freshen fabrics and smooth

Wrinkle Release
Freshen fabrics
and smooth
wrinkles all at
once. Prevents
static electricity.
Formula with
corn-derived
dextrin for
wrinkle control,
green tea and
persimmon leaf
extracts for odor
control. 16.9 fl. oz.
Fresh: Clean
laundry scent

Grisp: Vibrant aromatic scent 904-530 reg. \$11.99 now \$8.99 each \$7.19 PRP \$6.74







PERIOE FRESH ALOE TOOTHPASTE

Contains effective whitening agents, plus aloe extract for soothing, naturederived freshness... mixed with a green mint flavor for an even fresher breath!



Whitening Esssentials
Toothpaste
Fresh Aloe Green Mint
With fluoride to help prevent

With fluoride to help prevent cavities. With green mint for a nature-fresh feeling. 5.5 oz. net wt. **341-990**

reg. \$10 **now \$8.50**

C \$6.38 P \$5.95 PRP \$5.10

WHY IT'S BETTER

Fights tartar, protects against cavities, removes plaque, freshens breath and whitens teeth while protecting enamel. Contains aloe for a soothing sensation and even fresher breath!

WHO'S YOUR CUSTOMER

Someone who wants a highly effective dental whitening solution in an enamel-safe formula. Anyone looking for nature-derived freshness.



ORAL CARE PRODUCT GUIDE

PRODUCT/FLAVOR/SIZE		KEY BENEFITS	KEY INGREDIENTS	FLUORIDE	TEXTURE
- Q	PERIOE WHITENING ESSENTIALS FRESH ALOE TOOTHPASTE Green Mint, 5.5 fl. oz.	Fights tartar, protects against cavities, removes plaque, freshens breath and whitens teeth while protecting enamel	Aloe Extract	Fluoride	White Paste
	AVON WHITENING ESSENTIALS TOOTHPASTE ORIGINAL Cool Mint, 5.5 fl. oz.	Whitens and strengthens teeth, plus provides cavity protection	Charcoal Powder	Fluoride	White Paste
Š	AVON WHITENING ESSENTIALS TOOTHPASTE BLANC CHARCOAL Fresh Mint, 5.5 fl. oz.	Charcoal whitens even more than regular whitening toothpaste; plus strengthens teeth and provides cavity protection	Activated Charcoal	Fluoride	White Paste
	AVON WHITENING ESSENTIALS TOOTHPASTE BLACK CHARCOAL Clean Mint, 5.5 fl. oz.	With 10X more charcoal than Blanc Charcoal for whitening power; plus strengthens teeth and provides cavity protection	Activated Charcoal	Fluoride	Black Paste
TOOTH MALM	PERIOE TOOTH BALM TOOTHPASTE LEMON BASIL MINT 3.5 fl. oz.	Phosphate formula for a super- bright smile, cruelty- and paraben- free; plus freshens breath for an allover invigorating feel	Phosphate Formula	Fluoride-Free	White Paste
TOWN THE PARTY OF	PERIOE TOOTH BALM TOOTHPASTE EARL GREY TEA MINT 3.5 fl. oz.	Phosphate formula for a super-bright smile, cruelty- and paraben-free; plus fresh breath that feels like an ahh moment	Phosphate Formula	Fluoride-Free	White Paste
NIVERLION EX	PERIOE TOOTH BALM TOOTHPASTE EUCALYPTUS MINT 3.5 fl. oz.	Phosphate formula for a super- bright smile, activated charcoal for whitening, cruelty- and paraben-free; plus fresh breath that feels like a detox spa for teeth	Activated Charcoal, Phosphate Formula	Fluoride-Free	Grey Paste
	PERIOE THERA-WHITE 2-IN-1 WHITENING TOOTHPASTE PINK Mild Mint, 4.9 fl. oz.	Whitening Toothpaste: Removes stains and other tooth discolorations Booster Gel: Activates the toothpaste and accelerates whitening power	Whitening Toothpaste with Hydrogen Peroxide + Booster Gel	Fluoride-Free	Pink Gel, White Paste
E .	PERIOE THERA-WHITE 2-IN-1 WHITENING TOOTHPASTE CHARCOAL Cool Mint, 4.9 fl. oz.	Whitening Toothpaste: Removes stains and other tooth discolorations Booster Gel: Activates the toothpaste and accelerates whitening power	Whitening Toothpaste with Activated Charcoal + Booster Gel	Fluoride-Free	Black Gel, White Paste
	AVON PERIOE HIMALAYA PINK SALT TOOTHPASTE ICE MINT Tube, 3.4 fl. oz. Pump, 10 fl. oz.	Natural ingredients to effectively clean teeth and freshen breath; vegan	Tube: Himalayan Pink Salt with Aloe Vera Essence Pump: Himalayan Pink Salt	Fluoride-Free	Tube: Pink Gel with Aloe Vera Beads Pump: Pink Paste
	AVON PERIOE HIMALAYA PINK SALT TOOTHPASTE FLORAL MINT Tube, 3.4 fl. oz. Pump, 10 fl. oz.	Natural ingredients to effectively clean teeth and freshen breath; vegan	Tube: Himalayan Pink Salt with Aloe Vera Essence Pump: Himalayan Pink Salt	Fluoride-Free	Tube: Pink Gel with Aloe Vera Beads Pump: Pink Paste

LOVE AT FIRST TRY!

Samples are a win-win...fun freebies for your customers, and potential full-size sales for you

NEW! BELIF SAMPLES!

Aqua Bomb increases skin's hydration levels by 70%,* and Moisturizing Bomb delivers 26 hours of intense hydration.* The samples allow customers to experience the luxurious texture of these products—follow up to see how they liked them! *Based on a clinical study.



AQUA BOMB SAMPLES Pack of 3 397-904 reg. \$3 NOW \$2.15



MOISTURIZING BOMB SAMPLES Pack of 3 397-923 reg. \$3 NOW \$2.15



GREEN GODDESS FACIAL OIL Pack of 5 Samples 211-000 reg. \$3 NOW \$2.50



VITAMIN C ILLUMINATING PRIMING MOISTURIZER Pack of 5 Samples 962-709 reg. \$3 NOW \$2



#NAKEDPROOF FIRMING CREAM Pack of 5 Samples 024-622 reg. \$2.50 NOW \$2



HYDRA FUSION GEL CREAM Pack of 5 Samples 791-048 reg. \$2.50



EYE LIFT PRO Pack of 5 Samples 186-096 reg. \$2.50 NOW \$2



NEUTRALIZE SERUM .23 fl. oz. 511-885 Tube \$2 NOW 99¢

JEWELRY FORMS

Black velvet-like fabric and cardboard. Imported. Each, reg. \$4.99 **NOW \$2 each**



Medium Necklace Form Folds for easy storage. 9" H (assembled). 149–187



Bracelet Pillow 3" L x 3" W. **149-230**

