

Representative
Action Planer
Campaign

Personal	Goal	Actual
Total Sales	_____	_____
Total Customers Served	_____	_____
Number of New Customers	_____	_____
Number of Recruits	_____	_____

Leadership	Goal	Actual
Total Unit Sales	_____	_____
Total Number in Downline	_____	_____
Total Unit Leaders	_____	_____

Act now to maximize these big earning opportunities

Plan your campaigning success

Drive Personal Success

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Action Plan & Field Activities

Where & When will I prospect for new Customers/Recruits?

I will win every day by practicing The Power of 3. I will introduce Avon to 3 people a day, 15 people a week, 60 people a month.

Where?

When?

I will follow up on: Potential Customers/Recruits or Referrals, Recent Purchases, Thank-You Notes, Customers who may need Product Replenishment.

Investments I will make in my business (Recruiting Tools, Fund-Raising Materials, Brochures, etc.) and Investments I will make in myself (Convention, Leadership Meetings, Beauty Advisor Training, Seminars, Sales Meeting, etc.)

Business

Self

Tactic for motivating/training my Downline (Newsletters, Group Meetings, Opportunity Presentations, etc.)
