

AVON

CAMPAIGN 13 2021  
BUY YOUR PREVIEW  
PRODUCTS IN  
C11 & C12 ORDERS

# what's new

fresh  
squeezed  
radiance



our new  
VITAMIN C  
glow-getters

+

a special  
gift inside  
details, page 3



# 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.

## BUILD THE BUZZ...

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



Farm Rx:  
March - April 2021  
**GOOD HOUSEKEEPING**  
Distribution:  
4.2M people

### 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](http://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 C13 Preview Products with your C11 and C12 orders. Order C13 Brochures when placing your C11 product orders.**

NEW

Experience our expanded  
**Anew Vitamin C  
Collection**

**glow  
with it!**

now all over your body

**Did you know?**

Vitamin C helps to protect skin from environmental damage, visibly fade dark spots, even out skin tone and enhance radiance.



**our gift to you**

*with any two purchases, pages 5-7*

**Anew Vitamin C Illuminating  
Priming Moisturizer**

Instantly illuminates, hydrates  
and blurs imperfections. 1.7 fl. oz.

**\$34 value**



good  
morning  
sunshine!

*Wake up to see softer, smoother...  
more vibrant skin.*

NEW

# Anew Vitamin C Overnight Radiant Mask



TO USE: Apply after cleansing, treating and moisturizing. Leave on overnight.



- With powerful antioxidant vitamins C and E.
- Visibly improves skin texture and boosts radiance.
- Infused with niacinamide (vitamin B3), known to improve skin tone.
- Infused with shea butter and sunflower seed oil to help nourish and moisturize.

1.7 fl. oz. **793-954**

reg. \$36 **now \$19.99**

**C** \$14.99 **P** \$13.99 **PRP** \$11.99



**SAMPLES**  
Pack of 3  
**993-927**  
reg. \$2  
**NOW 79¢**  
the pack



## our gift to you

with any two purchases,  
pages 5-7



Gently buffs to smooth lips and preps for moisturizing.

**Anew Vitamin C Smoothing Lip Scrub**  
 Enriched with antioxidant vitamin C and sugar crystals, this gentle scrub removes dead skin cells, revealing lips that look smoother and softer.  
 .7 oz. net wt. **796-221**  
 reg. \$34 **now \$14.99**  
**C** \$11.24 **P** \$10.49 **PRP** \$8.99



juicy

*Keep lips soft and sweet with a daily dose of vitamin C*

kisses



**our gift to you**

*with any two purchases, pages 5-7*



Leave-on lip mask that moisturizes for visibly supple lips overnight.

**Anew Vitamin C Overnight Lip Mask**  
 Conditions and treats lips with antioxidant vitamin C and nourishing shea butter. This moisturizing formula visibly improves lip texture.  
 .7 oz. net wt. **796-183**  
 reg. \$34 **now \$14.99**  
**C** \$11.24 **P** \$10.49 **PRP** \$8.99

NEW

**Massage in all over body after shower for a silky finish.**

**Anew Vitamin C Dry Body Oil**  
Nourishing plant-based dry body oil with antioxidant vitamins C and E, quickly melts into skin to instantly hydrate and visibly brighten skin. Soothing sunflower seed and jojoba oils help keep skin feeling supple. Lightweight. Nongreasy. 3.4 fl. oz. **793-237**  
reg. \$34 **now \$19.99**  
**C** \$14.99 **P** \$13.99 **PRP** \$11.99

**After cleansing skin, use alone or after Dry Body Oil to visibly enhance an allover glow.**

**Anew Vitamin C Illuminating Body Serum**  
With antioxidant vitamins C and E, it visibly improves skin texture and boosts radiance. Soothing sunflower seed oil and panthenol (vitamin B5) help skin retain essential moisture. Light-reflecting pigments leave skin looking luminous all over. 6.7 fl. oz. **793-935**  
reg. \$34  
**now \$19.99**  
**C** \$14.99  
**P** \$13.99  
**PRP** \$11.99

**SAMPLES**  
Pack of 3  
**695-652**  
reg. \$2  
**NOW 79¢**  
the pack



**FUN FACTS FROM JEANNINE**

Be a glow-getter, and start a conversation about vitamin C! Here are some ideas for talking points.

**Did you know...**  
Vitamin C, also known as ascorbic acid, has a wide variety of uses in the body—one of which is to help slow down or prevent cell damage.

**The outlook is bright!**  
Vitamin C helps recover vitality in skin that's become dull over time through the natural aging process or by external factors that can cause free radical damage.

**Free radicals... what's that?**  
Pollution, sun exposure, even lack of sleep can increase the number of free radicals which oxidize cells on a daily basis (ultimately leading to the weakening of collagen—no thanks!). An easy solve is to use topical vitamin C, which can help neutralize free radicals.

**Sun spots, hyperpigmentation or discoloration?**  
Vitamin C to the rescue! With consistent use, it can help to brighten your skin and also even your tone. Combine with SPF for the ultimate powerhouse to help protect your skin.



**JEANNINE WHITVER**  
SENIOR MANAGER,  
PRODUCT  
EDUCATION, L&D

[jjlovesbeauty](#)



INTRODUCING

# RE:TUNE DAILY ESSENTIALS

Everyday vitamins, minerals and supplements to help your body stay healthy, every day. Where restoring your natural balance becomes a lifestyle.





**WHO'S YOUR CUSTOMER**  
 Nutritionally minded customers who may have purchased supplements in the past.



**re:tune Daily Essentials Omega-3**  
 Supports a healthy heart\*; contains EPA and DHA omega-3 fatty acids from fish and algae oil without the fishy odor or aftertaste. 60 softgels.  
**728-811**  
 reg. \$26 **now \$21**  
**C \$15.75**  
**P \$14.70**  
**PRP \$12.60**

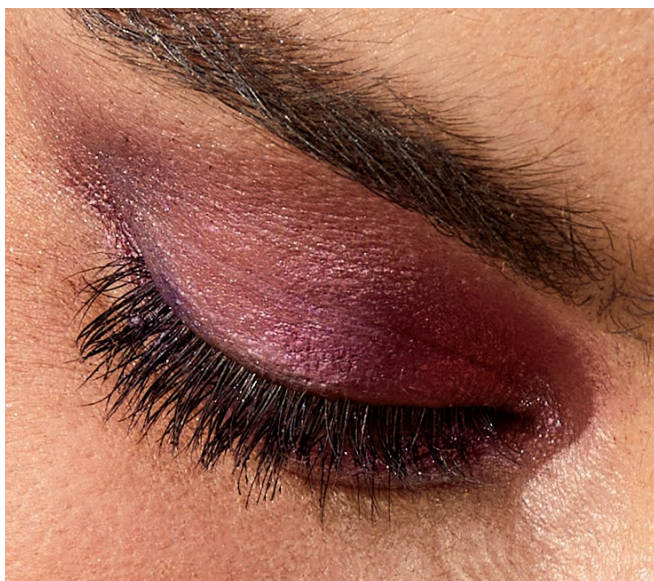


**re:tune Daily Essentials Eye Health**  
 Provides support for healthy eyes with lutein from marigolds and antioxidant-packed vitamin A as beta-carotene.† Contains extracts of bilberry, tomato and acerola cherry. 60 softgels.  
**728-807**  
 reg. \$26 **now \$21**  
**C \$15.75**  
**P \$14.70**  
**PRP \$12.60**

†These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

DREAMY SUMMER-LOVING  
MAKEUP COLLECTION FOR THE  
ULTIMATE SUN-KISSED GLOW

# STAY GOLDEN



**NEW**

LOVE the colors of summer.  
LOVE, les couleurs de l'été.

**LIMITED EDITION  
fmg Colors of LOVE  
Summer Eyeshadow  
Palette**

Mix and layer 12 pearly shimmer and soft matte shades that capture summer from sunrise to sunset. Buildable, creamy color with a featherlight feel. Long-lasting, talc-free formula with antioxidant vitamin E blends seamlessly. Includes applicator. .30 oz. total net wt.  
**802-726**  
reg. \$39  
**now \$32**  
**C \$24**  
**P \$22.40**  
**PRP \$19.20**

**LIMITED EDITION  
fmg Colors of LOVE  
Lip Shine**

Sheer and shimmering hydrating lipstick, enriched with conditioning shea butter, moisturizing meadowfoam seed oil and antioxidant vitamin E, helps keep lips soft and glowing all summer long. Delicate coconut flavor. Paraben-free. Vegan. .13 oz. net wt.  
reg. \$18  
**now \$14 each**  
**C \$10.50**  
**P \$9.80**  
**PRP \$8.40**



Summer Kiss  
798-717

Sunset Sail  
801-586

Beachy  
Peach  
800-135

**WHO'S YOUR  
CUSTOMER**

Makeup and beauty enthusiasts.  
Customers who have purchased Colors of LOVE products in the past.  
Anyone who wants to update their makeup looks for the season.

# LOVE the GLOW

LIGHT UP THE ROOM WITH A SKIN-LOVING GLOW COLLECTION THAT'S TRULY ILLUMINATING!



A



B



A. Wild Hearts  
797-194



B. Queen of  
Hearts  
797-180



**fmg Colors of LOVE**  
**Glow Beads Illuminating Powder**  
Luminous heart-shaped and round powder beads blend beautifully to create instant radiance. The lightweight formula provides a delicate pearlescent finish on all skin tones. .71 oz. net wt.  
reg. \$30 **now \$24 each**  
**C | \$18 P | \$16.80 PRP | \$14.40**

**Quick and easy to apply:**  
Swirl a brush over powder beads. Sweep on cheekbones, brow bones, cupid's bow or anywhere you want to accent. The universal shades are suitable for all skin tones.

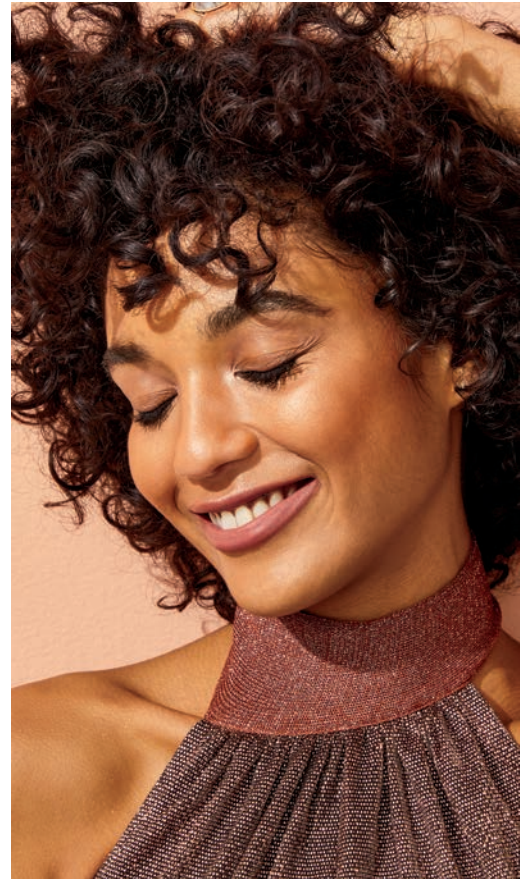
**fmg Colors of LOVE  
Glow Balm  
Bronzing Stick**  
Lightweight formula glides on smoothly, leaving skin with a warm, healthy-looking glow. Create instant radiance with a skin-loving blend of pomegranate extract, mango and shea butter, vitamins E and C, and avocado oil. .28 oz. net wt. reg. \$16  
**now \$12.99 each**  
**C \$9.74**  
**P \$9.09**  
**PRP \$7.79**



**Heart of Gold**  
798-698

**Warmhearted**  
798-702

**Quick and easy to apply:**  
Swipe on cheekbones, forehead, nose or jawline. Blend with fingertips or a brush. Can be worn alone for a warm glow finish or over desired base makeup for an enhanced bronzed finish. Portable sticks are convenient for on-the-go!



**fmg Colors of LOVE  
Heart-Warming Bronzer Matte Mineral Powder**  
Skin-loving mineral powder adds effortless warmth to complexion and helps reduce the appearance of shine. Silky, matte formula with moisturizing phytosqualane glides on evenly without appearing cakey. Special-effect pigments hug the skin for a lasting bronzed finish. Get a back-from-the-beach, natural-looking tan all year long. Perfect for all skin types. Vegan. .42 oz. net wt. reg. \$26 **now \$21 each**  
**C \$15.75 P \$14.70 PRP \$12.60**



**My Sunshine**  
797-232

**Golden Days**  
797-247

**Sunset Kiss**  
797-357

**Quick and easy to apply:**  
Using a powder brush, sweep on cheekbones, forehead, nose, jawline or décolletage. Blend and build as desired. Bonus! Boosts a natural or fading tan.





SINCE  1898

introducing  
**EUTHYMOL**  
**FOR THE  
FRESHEST MOUTH  
EVER!**



Loved for over 122 years for its distinctly strong flavor and British heritage design, this classic oral care brand, which dates back to 1898, is formulated to help keep teeth and gums healthy with a special blend of fluoride-free, antiseptic ingredients. Feel the difference!



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**DID YOU KNOW?**

The name is a combination of *eucalyptus* and *thymol*, which were active ingredients in the original formulation.

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NEW



**Euthymol Toothpaste**

Fluoride-free. Strong unique flavor. With antiseptic ingredients to keep breath fresh and help remove plaque. Recyclable aluminum vintage tube. To open, remove cap and pierce seal with spiked end.

3.7 oz. net wt.  
**308-780**  
reg. \$10 **now \$6.99**  
**C \$5.24 P \$4.89**  
**PRP \$4.19**

**Euthymol Toothbrush Regular**

Soft bristles that reach the back of the teeth for deep and full cleaning.

**309-351**  
reg. \$6 **now \$3.99**  
**C \$2.99 P \$2.79**  
**PRP \$2.39**

**Euthymol Toothbrush Classic**

Soft bristles with large head that covers five teeth at a time for fast and efficient cleaning.

**309-332**  
reg. \$6 **now \$3.99**  
**C \$2.99 P \$2.79**  
**PRP \$2.39**



CURVED BRISTLES THAT FIT AND CLEANSE GUM LINE PERFECTLY

unique pink toothpaste

**WHY IT'S BETTER**

The Euthymol Toothbrushes have a specially designed triple curve:

1. The curved end near the toothbrush head slides in your mouth easily and smoothly.
2. The curved bristles fit your gum line for more effective cleaning.
3. The curved grip is comfortable and easier to hold.

# THE WOW DEAL

**ENJOY GUARANTEED 40% EARNINGS  
ON THESE “WOW”-WORTHY COLLECTIONS  
VALUED AT OVER \$135!**

What better way to celebrate our 135<sup>th</sup> Anniversary than with exclusive offers at an incredible value to help you grow your business. These collections are available for all Representatives at 40% guaranteed earnings and full Award Sales of \$50. They're designed to help you on your way to Premier Level, President's Club or beyond! Check out the handy calculator on Avon U, which will show you how to reach your goals by selling these collections, and look out for more Wow offers in *What's New*.





\$173  
VALUE!



## RADIANCE REVEALED SKIN CARE COLLECTION

CLEANSE, TREAT AND MOISTURIZE EVERY NIGHT (DON'T FORGET YOUR EYES!)...

AND SEE SKIN LOOK SMOOTHER AND BRIGHTER EVERY DAY.

### Rice Water Bright Foaming Cleanser

With rice water and soapwort extract that leave skin looking clear and bright. 10 fl. oz. reg. \$13

### Anew Ultimate Supreme Dual Elixir

Precious oils and a powerful serum. See a difference in even advanced signs of aging. Follow with Advanced Performance Crème. Serum/Oil, .67 fl. oz. each. reg. \$60

### Anew Clinical Absolute Even Dark Circle Corrector

Eyes look instantly brighter. .5 oz. net wt. reg. \$40

### Anew Ultimate Supreme Advanced Performance Crème

With Black Pearl Extract. See a dramatic difference in deep wrinkles and skin radiance. 1.7 oz. net wt. reg. \$60

**PRICE:** All 4 for \$30 • **GUARANTEED EARNINGS:** 40% • **793-548**

This collection is also available on avon.com for \$50 (and you get \$50 in Award Sales!)



**\$145  
VALUE!**



## HEAD-TO-TOE BEAUTY COLLECTION

YOUR HAIR AND BODY DESERVE THE BEST, WITH THESE FAVORITE PICKS

### Veilment CBD Soothing & Nourishing Body Cream

Concentrated formula. Visibly soothes and smooths. Geranium scent. No THC. 1.7 fl. oz. reg. \$33

### Veilment CBD Dry Body Oil

Lightweight. Nongreasy. Instantly replenishes hydration and helps reduce redness and soothe irritation. No THC. 3.73 fl. oz. reg. \$37

### Veilment CBD Nourishing Body Cream

Skin feels soft, smooth and nourished. Jasmine scent. No THC. 5 fl. oz. reg. \$33

### Avon Senses Antibacterial Hand Gel in Vanilla

Kills 99.99% of bacteria. Leaves hands feeling amazingly clean, fresh and moisturized. Mild and gentle to the skin and perfect for on-the-go! 2.5 fl. oz. reg. \$7

### Dr. Groot Microbiome Scalp Fortifying Exfoliating Shampoo

With rosemary extract, gently exfoliates, helping to remove dirt and impurities. 8.4 fl. oz. reg. \$35

**PRICE:** All 5 for \$30 • **GUARANTEED EARNINGS:** 40% • **753-003**

This collection is also available on [avon.com](http://avon.com) for \$50 (and you get \$50 in Award Sales!)

#### WHY THEY'LL LOVE IT

Check out some of the key ingredients and benefits to help you talk about the products with your customers.

#### VEILMENT CBD

Extracted from the stalks and leaves of the hemp plant, this naturally occurring super ingredient contains vitamins A, D and E and essential fatty acids. No THC.

#### DR. GROOT

Your solution to thinning hair. Contains prebiotics and para-probiotics, and natural plant-based ingredients to help soothe redness and itching, and biotin to help thicken hair. No sulfates, parabens or silicones.

**\$143  
VALUE!**



## SPRING NUDES MAKEUP COLLECTION

EVERY NUDE YOU NEED, FOR YOUR FRESHEST SPRING LOOK!

**Avon True Color Glimmersticks Eye Liner in White Awake and Cosmic Brown**  
Creamy, smooth, glide-on color. Long-wearing. Each, .01 oz. net wt. reg. \$9

**Wash-Off Waterproof Mascara in Black**  
Classic tapered brush thickens, separates and delivers volume. Waterproof formula washes off with soap and water. .21 oz. net wt. reg. \$10

**fmg Colors of LOVE Kiss Me Cushion Highlighter in Golden Lily**  
Buildable sheer-to-medium coverage with a pearlescent finish. With hyaluronic acid and other moisturizing ingredients. .24 oz. net wt. reg. \$27

**Avon True Color LOVE at 1st Lash Mascara in Blackest Black**  
For instant length and weightless volume. Love Complex™ formula helps strengthen and condition. Clump- and smudge-free. .3 fl. oz. reg. \$13

**VDL Tint Bar Triple Shot in Triple Pink**  
All-in-one lip primer, balm and tint. Delivers shiny, sheer delicate color for softer, fuller-looking lips. .12 oz. net wt. reg. \$23

**fmg Glimmershadow Liquid Eyeshadow in Fool's Gold and Peach Sapphire**  
Buildable, silky cream formula goes on effortlessly for a smooth, subtle sheen that lasts all day. Each, .07 fl. oz. reg. \$10

**Mattitude Soft Matte Liquid Lip in Ambitious**  
Rich, vivid color with a velvety soft finish. Featherlight, non-drying formula that lasts for hours. .14 fl. oz. reg. \$13

**Magix Dust Finishing Powder in Medium-Tan**  
Pure mineral powder sets makeup, diffuses light, visibly blurs pores and controls shine. 100% naturally derived formula with ultrafine precious gems, crystals and minerals. .21 oz. net wt. reg. \$17

**Flavor Savers Lip Balm in Vanilla**  
.14 oz. net wt. reg. \$2

### GO AU NATUREL!

Get a skin-loving glow instantly with the Kiss Me Cushion Highlighter in a universal rose gold shade. Set your look with Magix Dust for a naturally glowing soft matte finish. Score a subtle sheen on eyes with Glimmershadow.

**PRICE:** All 11 for \$30 • **GUARANTEED EARNINGS:** 40% • **328-307**  
This collection is also available on avon.com for \$50 (and you get \$50 in Award Sales!)



Let youthful skin blossom with the power of peonies



# FREE

## ISA KNOX ANEW LX ULTIMATE SET

with any 3 Isa Knox Anew LX Ultimate purchases in the Brochure



This can't-miss Brochure offer is designed to help build your skin care business.

**LUXLOVIN' ISA KNOX ANEW LX ULTIMATE 3-piece boxed set includes** one full-size day cream, plus a travel-size day cream and serum:

- Rejuvenating Day Cream, 1.7 fl. oz.
- Rejuvenating Day Cream, .5 fl. oz.
- Rejuvenating Serum, .23 fl. oz.

**\$75 value**

**SAMPLE OFFERS FOR YOU!** Include samples with the Brochure to help showcase this ultimate 3-piece set offer—and remember to follow up!



**BUY 1 PACK, GET 1 PACK FREE!**  
**Isa Knox Anew LX Ultimate Day Cream**  
 Pack of 3 Samples  
**148-491**  
 reg. \$1  
**NOW 69¢**



**BUY 1 PACK, GET 1 PACK FREE!**  
**Isa Knox Anew LX Ultimate Rejuvenating Serum**  
 Pack of 3 Samples  
**148-779**  
 reg. \$1  
**NOW 89¢**

# FREE FULL-SIZE GREEN GODDESS FACIAL OIL

with any 2 Farm Rx purchases in the Brochure



**9 OUT OF 10**  
women said their  
skin looked smoother  
and healthier

## CLEAN BEAUTIES

**Green Goddess** is vegan with 99% natural ingredients.

**Farm Rx** is a vegan skin care collection with natural plant-based ingredients and a clean formula.



**BETTER TOGETHER!**

Apply Green Goddess Facial Oil after the Farm Rx Bakuchiol Serum.

If you have extra dry skin, apply the Farm Rx Super Greens Cooling Gel or Multivitamin Moisture Cream before Green Goddess.



# be luminous

the look of pearls adds a brilliant luster and a radiant glow to any style



**Shimmer  
Neutrals Collection**  
Glass, mother-of-pearl and beads set in goldtone.

**Mother-of-Pearl  
Drop Earring**  
1 1/2" L drop.  
Pierced.  
**010-816**  
reg. \$12.99  
**now \$9.99**  
**C** \$7.49  
**P** \$6.99  
**PRP** \$5.99



**Double Layer  
Necklace**  
56" L with 3/2" extender. **009-672**  
reg. \$34.99  
**now \$26.99**  
**C** \$20.24  
**P** \$18.89  
**PRP** \$16.19

**Mother-of-Pearl  
Statement Ring**  
3/4" L.  
Sizes:  
6 **012-273**  
8 **012-933**  
10 **012-971**  
reg. \$12.99  
**now \$9.99**  
**C** \$7.49  
**P** \$6.99  
**PRP** \$5.99



**Beaded Bracelet**  
Stretches to fit most.  
**012-990**  
reg. \$12.99  
**now \$9.99**  
**C** \$7.49  
**P** \$6.99  
**PRP** \$5.99





NEW



**Pretty Pearly Collection**  
Silvertone and pearlesque beads.



**Hoop Earring**  
2" drop. Pierced.  
**009-342**  
reg. \$16.99  
**now \$12.99**  
**C** \$9.74  
**P** \$9.09  
**PRP** \$7.79

**"Y" Necklace**  
20" L with  
3 1/2" extender.  
**009-376**  
reg. \$19.99  
**now \$14.99**  
**C** \$11.24  
**P** \$10.49  
**PRP** \$8.99

**Stretch Bracelet**  
One size.  
Stretches to fit most.  
**009-649**  
reg. \$12.99  
**now \$9.99**  
**C** \$7.49  
**P** \$6.99  
**PRP** \$5.99

**Everyday Elegant Watch**  
Glossy white face, 31mm diam.  
9" L leatherlike strap.  
**788-800**  
reg. \$38.99  
**now \$28.99**  
**C** \$21.74  
**P** \$20.29  
**PRP** \$17.39



necklace and  
earring set

# treasured

an iridescent favorite,  
genuine abalone harmonizes  
with ocean beads

## Blue Waves Necklace and Earring Set

Various blue  
beads and  
silvertone  
accents. 16½"  
L with 3½"  
extender.  
Pierced  
earrings,  
¾" drop.

**712-835**

reg. \$49.99

now **\$39.99**

the set

**C** \$29.99

**P** \$27.99

**PRP** \$23.99

**NEW**

**Blue Waves Multi Stretch Bracelet**

Glass beaded bracelets stretch to fit most.

**713-133**

reg. \$19.99

now **\$14.99**

set of 3

**C** \$11.24

**P** \$10.49

**PRP** \$8.99



set of 3

Jewelry collections inspired by the beauty of the sea.

**Blue Waves Mega Earring Pack**

Blue beads and silvertone. Pierced. **713-129**

reg. \$22.99

now **\$16.99**

the 9-pair set

**C** \$12.74 **P** \$11.89

**PRP** \$10.19



9-pair set



**Genuine Abalone Collection**

With genuine abalone and blue beads set in silvertone.

**Pendant Necklace**

16 1/2" L with 3 1/2" extender. 1 1/2" drop.

**713-148**

reg. \$22.99

now **\$16.99**

**C** \$12.74

**P** \$11.89

**PRP** \$10.19

**Statement Ring**

3/4" L. Sizes:

6 **713-152** 8 **713-368**

10 **713-372**

reg. \$12.99

now **\$9.99**

**C** \$7.49

**P** \$6.99

**PRP** \$5.99

Genuine abalone





# layer it on

The stacking trend is a charm with easy-to-wear multistrand necklace sets and multilayered bracelets

*3-piece necklace sets*

**NEW**



**Genuine Stone Collection**

Amethyst, white quartz and turquoise with silvertone and goldtone

**3-Piece Necklace**

16½" L with 3½" extender.  
Pendant, ¾" L.  
reg. \$24.99  
**now \$19.99 each set**  
**C** \$14.99  
**P** \$13.99  
**PRP** \$11.99



*genuine stones*

*Amethyst (silvertone)*  
**713-630**

*White quartz (goldtone)*  
**713-607**

*Reconstituted turquoise (silvertone)*  
**713-755**

**Multilayered Bracelets**

Leatherlike cords. 7¼" with 1" extender. reg. \$19.99  
**now \$14.99 each**  
**C** \$11.24 **P** \$10.49 **PRP** \$8.99



*Amethyst (silvertone)*  
**013-026**



*Freshwater pearl (goldtone)*  
**013-011**



*Reconstituted turquoise (silvertone)*  
**013-758**



Calling all pet lovers!  
This new collection  
of products is a  
great way to reach  
more customers  
and build your  
business.

# SCRUB A PUP



❖ **Sirius Groom Shampoo for Dogs**  
Alleviate itchiness and dryness by washing away allergens. Anti-inflammatory oatmeal protects and soothes skin. pH-balanced formula. Long-lasting scents. Nature-derived ingredients. 16.2 fl. oz.

**Lovely Berry 586-452**  
**Baby Powder 586-510**

reg. \$14.99  
now **\$11.99 each**

**C** \$9.59

**P** \$9.59

**PRP** \$8.99



TOP

BOTTOM

❖ **Sirius Groom Pet Bath Massager**  
Gently massages shampoo or conditioner while penetrating deep into the coat. Easy-to-grasp strap fits any hand size. Made from a durable, waterproof material that offers superior performance. TPR. 4 7/8" L x 3 1/4" W x 1" H. Imported. **458-656**

reg. \$6.99

now **\$4.99 each**

**C** \$3.99

**P** \$3.99

**PRP** \$3.74



❖ **Sirius Groom Pet Odor Eliminator**  
Removes the toughest pet odors from fabrics and carpets. Leaves a light and fresh baby powder scent. Nature-derived ingredients including rice and barley to neutralize and absorb odors. For fabric and carpet use only, do not spray on pets. 13.5 fl. oz. **587-239**

reg. \$12.99

now **\$9.99**

**C** \$7.99

**P** \$7.99

**PRP** \$7.49

# BUG GUARD 101

## WHY BUG GUARD IS BETTER

- It's with America's #1 DEET-free insect repellents.
- Our pumps and aerosol sprays have patented time-release technology that provides long-lasting, effective protection from bugs.
- We have options for every need for the entire family! Plus, our pump sprays come in convenient TSA-friendly travel sizes and family sizes.

## THE DEETS ON DEET

DEET is a chemical that is used as insect repellent to prevent insect bites. When DEET products are left on the skin for extended periods of time, one may experience irritation, redness, rashes and swelling. While some other bug repellents contain DEET, Bug Guard is DEET-free.

Bug Guard contains highly effective alternatives to DEET. IR3535®, which is found in our Lotions and Expedition collection, provides an odorless repellency against a broad range of biting insects. Picaridin, which is found in our Picaridin collection, is an effective repellent with a light, clean feel. All of our collections also contain vitamin E, a skin-loving, nourishing ingredient.

## AN ALL-YEAR-ROUND STAPLE

No matter the climate, season or location of your customers, Bug Guard is a necessity for being outdoors. Use these conversation starters as inspiration to talk to your customers about Bug Guard.

"Your camping trip to (location) sounds so relaxing. To prevent those pesky bugs from raining on your parade, let's add a Bug Guard repellent to your order. Full or travel size?"

"My kids love when the weather gets warmer too, and being outdoors. Have you heard we have travel-size Bug Guard products they can keep in their backpacks?"



## THE IMPORTANCE OF INSECT REPELLENT

- Infected ticks and mosquitoes can transmit dangerous diseases like Lyme, Zika and West Nile.
- There are over 300,000 cases of Lyme infection in the U.S. each year.\* Over the last 10 years, cases of Lyme disease have increased by over 80%.\* The infectious disease is spread by ticks, and symptoms can include fatigue, fever, achy/swollen joints and rashes.
- Insect bites can cause itching, rashes or worse, which can ruin a fun outdoor experience.

\*Per the U.S. Centers for Disease Control.





ALL SKIN SO SOFT BUG GUARD PLUS PRODUCTS ARE DEET-FREE

## BUG GUARD PRODUCT GUIDE



DAY	EVENING	SPF 30 & WATER-RESISTANT	ANTI-ITCH
<p><b>EXPEDITION</b> Strong protection with SPF for day</p> <p>Repels deer ticks that may carry and transmit Lyme disease for 12 hours</p> <p>Repels mosquitoes that may transmit West Nile virus for 8 hours</p> <ul style="list-style-type: none"> <li>• Contains IR3535®, a highly effective bug repellent</li> <li>• SPF 28 &amp; SPF 30</li> <li>• Dermatologist-tested</li> <li>• Hypoallergenic</li> <li>• With vitamin E</li> <li>• Light scent*</li> <li>• Formula does not need to be washed off when returning from outdoors</li> <li>• Protects against               <ul style="list-style-type: none"> <li>- mosquitoes</li> <li>- deer ticks</li> <li>- gnats</li> <li>- sand flies</li> <li>- biting midges</li> <li>- no-seeums</li> </ul> </li> </ul> <p><small>*Aerosol Spray is unscented.</small></p>	<p><b>PICARIDIN</b> Dawn and dusk, when bugs are most active</p> <p>Repels deer ticks that may carry and transmit Lyme disease for 12 hours</p> <p>Repels mosquitoes that may transmit West Nile virus for 8 hours</p> <ul style="list-style-type: none"> <li>• Contains picaridin, a highly effective bug repellent</li> <li>• With vitamin E and aloe†</li> <li>• Light scent</li> <li>• Oil-free</li> <li>• Protects against               <ul style="list-style-type: none"> <li>- mosquitoes</li> <li>- deer ticks</li> <li>- gnats</li> <li>- sand flies</li> <li>- biting midges</li> <li>- no-seeums</li> <li>- black flies</li> </ul> </li> </ul> <p><small>†Aerosol Spray does not contain aloe.</small></p>	<p><b>MOISTURIZING LOTION</b> Water-resistant protection from bugs (80 minutes) + SPF</p> <p>Protects against mosquitoes that may carry the Zika virus</p> <ul style="list-style-type: none"> <li>• Contains IR3535®, a highly effective bug repellent</li> <li>• Nongreasy</li> <li>• Dermatologist-tested</li> <li>• Hypoallergenic</li> <li>• Noncomedogenic</li> <li>• PABA-free</li> <li>• With vitamin E and aloe</li> <li>• Formula does not need to be washed off when returning from outdoors</li> <li>• Protects against               <ul style="list-style-type: none"> <li>- mosquitoes</li> <li>- deer ticks</li> <li>- gnats</li> <li>- sand flies</li> <li>- biting midges</li> <li>- no-seeums</li> </ul> </li> </ul>	<p><b>ITCH RELIEF**</b> In case you forget Bug Guard</p> <ul style="list-style-type: none"> <li>• Soothes and calms skin that has been bitten by bugs.</li> <li>• Provides temporary itch relief from bug bites.</li> <li>• Contains menthol, a natural substance found in mint plants that gives off a cooling sensation</li> </ul> <p><small>**An after care product, not a bug repellent</small></p>

Read and follow label directions and precautions.

# BUG GUARD BUNDLES

These offers will be available in C12-C18 *What's New*.

WITH AMERICA'S #1 DEET-FREE  
**BUG GUARD**  
PELLENTS



## PRODUCT DETAILS:

**IR3535® EXPEDITION™**  
Aerosol Spray SPF 28  
4 oz. net wt.  
reg. \$20

**PICARIDIN**  
Aerosol Spray  
4 oz. net wt.  
reg. \$20

**IR3535®**  
Gentle Breeze®  
SPF 30 Lotion  
4 fl. oz.  
reg. \$15

**PICARIDIN**  
Towelettes  
Resealable bag holds  
8 packets. Each  
towelette, 9" L x  
5½" W. Each, .3 fl. oz.  
reg. \$16 pack of 8

## BUY

### BUG GUARD BOOSTER BUNDLE

C: \$69.09 P: \$64.48 PRP: \$55.27 • FULL AWARD SALES: \$92.12  
651-423

(Your price is based on the Brochure special prices of \$92.12\*)



2 EXPEDITION AEROSOL SPRAYS  
2 PICARIDIN AEROSOL SPRAYS  
2 GENTLE BREEZE LOTIONS  
2 PICARIDIN TOWELETTE PACKS

### BUG GUARD BLOCKBUSTER BUNDLE

C: \$131.44 P: \$122.68 PRP: \$105.15 • FULL AWARD SALES: \$175.25  
542-439

(Your price is based on the Brochure special prices of \$175.25\*)



4 EXPEDITION AEROSOL SPRAYS  
4 PICARIDIN AEROSOL SPRAYS  
3 GENTLE BREEZE LOTIONS  
4 PICARIDIN TOWELETTE PACKS

**FREE**

**VALUE<sup>†</sup>**



**4 EXPEDITION TRAVEL SIZE  
PUMP SPRAYS SPF 30**

Each, 2 fl. oz. reg, \$11

**1 PICARIDIN TOWELETTE PACK**



**1 BUG GUARD PICNIC BLANKET**

Approx. 52" x 32". Polyester.



**2 AVON CHI ESSENTIALS TRAVEL KITS**

Kit includes: Replenishing Shampoo, Moisturizing Conditioner, Repairing Serum, Thermal Protecting Spray (each, 2 fl. oz.) and a zip-close travel case (6 1/2" H x 6 1/2" W x 1 1/2" D)

**\$244**



**9 EXPEDITION TRAVEL SIZE  
PUMP SPRAYS SPF 30**

**3 PICARIDIN TOWELETTE PACKS**



**3 BUG GUARD  
PICNIC BLANKETS**



**5 AVON CHI ESSENTIALS TRAVEL KITS**

**\$602**

\*Your bundle discount is based on your Commission Level. †Based on regular prices and includes the value of all the FREE products.

# 10 LIP BALMS for only \$6.95



Buy  
5 packs of 10  
**GET 20 FREE  
LIP BALMS**



## LIP BALM BONANZA

An exclusive offer for Representatives. There's no limit to how many packs you can order. The prices shown are "your cost" for all Representatives.

**1 PACK OF 10 LIP BALMS**  
for only \$6.95  
(A \$20 VALUE!)

### PICK YOUR PACK!

- 10 Moisture Therapy Lip Balms **134-116**
- 10 Dew Kiss Lip Dew Lip Balms **153-210**
- 10 Flavor Savers Lip Balms (Strawberry) **157-310**
- 10 Flavor Savers Lip Balms (Melon) **160-074**
- 10 Flavor Savers Lip Balms (Vanilla) **164-137**

**SELECT 2 FREE PACKS**  
WHEN YOU BUY 5 PACKS  
That's 70 lip balms  
for only \$34.75  
(A \$140 VALUE!)

**MIX OR MATCH  
YOUR PACKS**

# BUY 1, GET 1 FREE!

In the C13 flyer, get 2 of the same deos for only

# \$2.69

## FOR ALL

- Feelin' Fresh Original
- Cool Confidence Baby Powder
- Cool Confidence Original
- On Duty Unscented
- On Duty Original
- On Duty Sport



## FOR HER

- Skin So Soft
- Soft & Sensual
- Candid
- Far Away
- Haiku
- Imari
- Night Magic Evening
- Musk
- Odyssey
- Rare Gold
- Rare Pearls
- Sweet Honesty
- Timeless



## FOR HIM

- Black Suede
- Mesmerize
- Wild Country

## ROLL-ON ANTI- PERSPIRANT DEODORANTS

2.6 fl. oz. reg. \$3.60  
**\$2.69 each**



NEW

# ESSENTIALS LIP CARE



Coconut  
403-442



Aloe  
(grape-  
flavored)  
408-717

## VEILMENT CARE LIP BALM

Infused with naturally moisturizing jojoba oil and coconut oil to keep lips soft and supple all day. Delicately scented and tinted.

Each, .14 oz. net wt.

reg. \$2 now **\$1.39 each**

**C** \$1.04 **P** 97¢ **PRP** 83¢

# LOVE AT FIRST TRY!

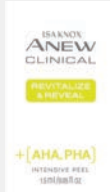
Samples are a win-win...fun freebies for your customers, and potential full-size sales for you.



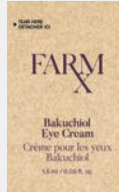
**VITAMIN C OVERNIGHT RADIANT MASK**  
Pack of 3 Samples  
993-927  
reg. \$2  
**NOW 79¢**



**VITAMIN C ILLUMINATING BODY SERUM**  
Pack of 3 Samples  
695-652  
reg. \$2  
**NOW 79¢**



**ISA KNOX ANEW CLINICAL REVITALIZE & REVEAL INTENSIVE PEEL**  
Pack of 3 Samples  
533-806  
reg. \$1  
**NOW 69¢**



**FARM RX BAKUCHIOL EYE CREAM**  
Pack of 3 Samples  
307-689  
reg. \$1  
**NOW 79¢**



**FARM RX SUPER GREENS MULTI-VITAMIN MOISTURE CREAM**  
Pack of 3 Samples  
307-913  
reg. \$1  
**NOW 59¢**



**FARM RX SUPER GREENS COOLING GEL**  
Pack of 3 Samples  
307-693  
reg. \$1  
**NOW 59¢**



**VITAMIN C ILLUMINATING PRIMING MOISTURIZER**  
Pack of 5 Samples  
962-709  
reg. \$2.50  
**NOW \$2.15**

**BUY 1 PACK, GET 1 PACK FREE!**

**BUY 1 PACK, GET 1 PACK FREE!**



**ISA KNOX ANEW LX ULTIMATE DAY CREAM**  
Pack of 3 Samples  
148-491  
reg. \$1  
**NOW 69¢**



**ISA KNOX ANEW LX ULTIMATE REJUVENATING SERUM**  
Pack of 3 Samples  
148-779  
reg. \$1  
**NOW 89¢**



**POWER SERUM**  
Pack of 5 Samples  
105-159  
reg. \$2.50  
**NOW \$2**



**PHYSIOGEL DAILY MOISTURE THERAPY FACIAL CREAM**  
Pack of 3 Samples  
353-819  
reg. \$1.50  
**NOW 69¢**



**ANEW ULTIMATE SUPREME DUAL ELIXIR**  
Pack of 5 Samples  
669-694  
reg. \$2.50  
**NOW \$2.15**



**AQUA BOMB**  
Pack of 3 Samples  
836-560  
reg. \$1  
**NOW 69¢**



**MOISTURIZING BOMB**  
Pack of 3 Samples  
836-575  
reg. \$1  
**NOW 69¢**



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



**#NAKEDPROOF FIRMING CREAM**  
Pack of 5 Samples  
024-622  
reg. \$3  
**NOW \$1.75**



**#NAKEDPROOF ANTI-CELLULITE GEL** Pack of 5 Samples  
378-925  
reg. \$3  
**NOW \$1.75**



**MISSION LUXEREVE**  
Pack of 4 Samples (2 Cream & 2 Serum samples)  
969-464  
reg. \$8.50  
**NOW \$6.50**



**MISSION LUXEREVE ESSENCE**  
Pack of 3 Samples  
258-129  
reg. \$2  
**NOW \$1.20**



**GREEN GODDESS FACIAL OIL**  
Pack of 5 Samples  
211-000  
reg. \$2.50  
**NOW \$2.15**



**EYE LIFT PRO** Pack of 5 Samples  
186-096 **\$2.50**



**HAIKU SACRED INTENSE**  
(fresh & clean)  
Pack of 3 Samples  
359-764  
reg. \$4.25  
**NOW \$2.50**



**LYRD ROSE DU SOLEIL**  
(fresh & vibrant)  
Pack of 5 Samples  
514-387  
reg. \$3  
**NOW \$1.85**



**LYRD BOUQUET DE FREESIA**  
(fresh & clean)  
Pack of 5 Samples  
359-563  
reg. \$3  
**NOW \$1.85**



**LYRD SPARKLING NEROLI**  
(fresh & vibrant)  
Pack of 5 Samples  
612-359  
reg. \$3  
**NOW \$1.85**



**STUDIO 1886 LEGENDARY**  
(fresh & aromatic)  
Pack of 5 Samples  
398-657  
reg. \$4.25  
**NOW \$2.50**



**STUDIO 1886 GILDED**  
(fresh & vibrant)  
Pack of 5 Samples  
890-020  
reg. \$4.25  
**NOW \$2.50**



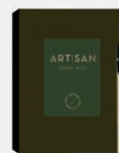
**STUDIO 1886 TECHTOPIAN**  
(fresh & vibrant)  
Pack of 5 Samples  
890-088  
reg. \$4.25  
**NOW \$2.50**



**STUDIO 1886 XXI**  
(fresh & clean)  
Pack of 5 Samples  
890-092  
reg. \$4.25  
**NOW \$2.50**



**LYRD ARTISAN CHERRY VETIVER**  
(warm & indulgent)  
Pack of 5 Samples  
828-590  
reg. \$4.25  
**NOW \$2.50**



**LYRD ARTISAN SANTAL MUSK**  
(warm & exotic)  
Pack of 5 Samples  
830-232  
reg. \$4.25  
**NOW \$2.50**



**RARE PEARLS**  
(warm & dreamy)  
Pack of 5 Samples  
006-400  
reg. \$2.25  
**NOW \$1.75**



**MESMERIZE**  
(warm & intoxicating)  
Pack of 5 Samples  
006-449  
reg. \$2.25  
**NOW \$1.75**



**BLACK SUEDE**  
(fresh & aromatic)  
Pack of 5 Samples  
006-468  
reg. \$2.25  
**NOW \$1.75**



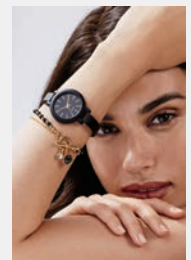
**WILD COUNTRY**  
(fresh & aromatic)  
Pack of 5 Samples  
006-453  
reg. \$2.25  
**NOW \$1.75**



**HAIKU**  
(fresh & clean)  
Pack of 5 Samples  
578-367  
reg. \$2.25  
**NOW \$1.75**



**FAR AWAY**  
(warm & exotic)  
Pack of 5 Samples  
006-434  
reg. \$2.25  
**NOW \$1.75**



**Display your jewelry in style**

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



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



THIS CAN'T-MISS OFFER IS IN THE BROCHURE,  
SO ALERT YOUR CUSTOMERS—IT'S A GREAT  
WAY TO BUILD YOUR BUSINESS!

# FREE

WITH ANY  
2 BUG GUARD  
PURCHASES



**BUG GUARD  
EXPEDITION™  
TRAVEL SPRAY**  
with any 2 Bug  
Guard purchases.  
Details in the  
Brochure.

## WHY THEY'LL LOVE IT

Our **DEET-FREE** repellents protect the entire family without chemicals that feel harsh on skin. Bug Guard repels deer ticks that may carry and transmit **LYME DISEASE** and it protects against mosquitoes that may carry the **ZIKA VIRUS...** so we've got you covered all around.

WHAT IT DOES	BUG GUARD EXPEDITION™ PUMP SPRAY	OFF! BOTANICALS® INSECT REPELLENT IV*	CUTTER® NATURAL INSECT REPELLENT 2*	REPEL® NATURAL INSECT REPELLENT*
Repels deer ticks that may carry and transmit Lyme disease	✓			
DEET-free	✓	✓	✓	✓
Repels mosquitoes up to 8 hours	✓			
SPF 30	✓			
No need to wash off	✓		✓	✓

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Your *What's New* discount is based on your Commission Level. See page 2 for details.

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