

## Avon

Hi there~

I used to be with Avon for about 6 years and was involved in all aspects of the company, from Leadership, to Unit Leader and Team Leader, Beauty Advisor. When I did Avon my children were small. I enjoyed it because it got me out of the house and some social interaction with all my customers. But there are many differences between Melaleuca and Avon. First of all it is a very good company that caters to personal service, helping your customers select their colors and the prices can be extremely reasonable. So there is a good market for that. But what happens is that you have to call folks every 2 weeks to see if they want to place an order. We order our own books which for 100 books is about \$20, and that is done every campaign. Most folks throw those out and don't order from them so I found it hard to swallow at times. Many times due to sales you would have an order for a \$2.99 lipstick. You could carry samples but the colors changed so frequently that it was expensive to keep them all. So if someone didn't like the color, all the products were guaranteed, I would have to replace it. Travel time was insane, back and forth to people's homes, with my children riding around in their car seats. I put a ton of miles on my car for a \$5 order. I usually had to bribe my children with ice cream or a stop somewhere just to get them to tolerate me for a while. We couldn't do anything, go to the beach, go to school, without a bunch of stops along the way. I dreaded delivery day, because I was a president's club member and that means that I had sales of about \$14,000 per year, which is a LOT of Avon. My commission on that was \$40%, but then I had to spend a LOT on business tools like brochures, and samples, and demo products, because if you could show folks the products they were more likely to buy them. So I think my biggest net year was like \$4000, and that didn't include the wear and tear on my car.

So when I found Melaleuca, I had a customer base of almost 200 customers, and I knew if I could find somebody to replace me and continue to service those folks, I was ready to give it up and give Melaleuca everything I had, but when I first started I figured I could do both. That didn't even make sense after I started using the Melaleuca products. You know when I quit completely? I had talked to one of my Avon customers about Melaleuca, because I knew that she wanted a more natural product. And she told me, tell me which product you think is better? The rest is history! I gave all my customers away, and I haven't looked back. Even though that was considered a home-based business, you know with all the out of home deliveries, etc. I really wasn't working from home. Now I get to.

As for creating a down-line, and being a team leader, I was responsible for collecting the orders and payments on the girls in my area. Every other Friday night, I had to hunt people down to bring their orders, I dealt with payment issues, you name it. I LOVE that Melaleuca takes care of all that for us.

One more thing! There was a gal that was the top seller in our district. She sold about \$60,000 per year in products. I know she was in her car for at least 40 hours delivering every other week. She cannot possibly know the income that we have earned with Melaleuca. So I hope that answers your questions. Let me know if you have any others.

**Wendy Wallace**