

INSIGHT

Issue 2 May 2014

AVON

Advanced Leadership **PULL OUT MAGAZINE INSIDE**

Your pull out magazine includes everything you need to know on the new programme and is a great tool for you to use when talking about Advanced Leadership

WHO'S ON THE FRONT COVER?

Turn to page 4 to find out all about our winning team



COMPETITION TIME
How would you like to win a ticket for you and a Sales Leader in your team to attend the Sales Leader event of the year...
Live Leadership? Turn to page 5 for details



Siobhan Burdon
Advanced Sales Leader

WHO IS THAT STEALING THE FRONT COVER SPOTLIGHT?

We set out to find a Sales Leader whose Avon business has helped them achieve their goals and wow did we have some fantastic, inspirational entries! One entry in particular stood out from the crowd and the team were unanimous in their selection as the winner...

Advanced Sales Leader **Siobhan Burdon** couldn't wait to tell us why her team deserve to feature on the front cover and win an exclusive training session.

My Team



Stephanie Kane



Amy Taylor



Debbie Millerchip



Dawn Daniel



Gail Dodd

Dear Avon,
I would like to nominate my team to be on the front cover of **INSIGHT**.

I left school and wandered straight into office work, the years went by and I worked my way up to a PA in Birmingham. My father died at a young age and it really made me think about what I wanted from life. As I have a wanderlust streak, I decided to travel round the world and on my return I bought my first little cottage and started my lovely family. I now have Edward 13 years and Georgina 17 years, but still I was restless professionally and always dreamed of having my own business. I decided to start college to study floristry and horticulture, but in my heart of hearts I knew floristry was not the business for me.

I started as a Representative in October 2011 and was told about the opportunity of Sales Leadership and that was it... I knew Avon was the answer. Since then, my life has changed enormously; I reduced my hours and started Avon full time in January 2014.

I qualified as an Advanced Sales Leader within my first year and now have three qualified Sales Leaders, Gail Dodd, Dawn Daniel and Amy Taylor. Dawn is training her first Sales Leader, Stephanie Kane, and I also have a Trainee Sales Leader Debbie Millerchip, who qualified as a Sales Leader in Campaign 6. I achieved President's Club for the 2nd time before Christmas and Dawn achieved in February this year along with the Golden Winter Incentive. I have been on stage at both Live Your Dream 2012 and 2013 for my achievements.

We all work together on a weekly basis as a team and are like a family. We all have a determination to get to the 'Executive Leaders' section on the Sales Leadership programme and can't wait until we transition over. We all have goals of where we'd like to be when it goes live in Campaign 12 and are having campaigny training meetings which include recognition and incentives to help motivate us to achieve.

My goal had always been to take my family to Disney, Florida to swim with dolphins and.... we went on Mother's Day this year! When my children have moaned about me working hard over the last two years, I remind them about the trip of a lifetime to Disney.

I have a **FANTASTIC TEAM** who have a determination to succeed, and succeed we will...**TOGETHER!**

SIOBHAN and her team's PRIZE

I joined Siobhan and her team for their exclusive training session at Avon Head Office, where they were joined by Marie O'Connor, UK Sales Training Manager and David Warley, Learning and Development Specialist.

Siobhan worked closely with David to tailor her training session specifically for her team. Siobhan's session catered for her team's individual needs, ensuring they got the maximum coaching for the areas they wanted to develop on the day.

By Hannah Devoy, Editor



Would you like to win a place for you and a Sales Leader in your team, to attend the event of the year... Live Leadership?

We're giving one lucky Sales Leader the chance to win two tickets to Live Leadership! The winner will also feature on the front cover of the next issue and have their story featured inside the next issue of INSIGHT.

For the chance to win, we want to hear what you're doing to get fit ahead of the launch of the new Advanced Leadership programme in Campaign 12.

Simply email us at: uk.communications@avon.com and tell us what you and your team have been doing to get ready, we'd love to see some piccies if you have any. If you're doing it, we want to hear about it!

*Check out full Terms and Conditions under Business News on your Sales Leader website. Competition entries must be received by 12:00 noon on 27th June 2014 and the winner will be notified shortly after.