

Sales Leadership Earnings Statement

Once you have registered at **yourAVON.com**, you will receive your online Sales Leadership Earnings Statement at the close of each campaign. You will continue to receive your check by mail until you choose to register online for free Sales Leadership direct deposit of your Sales Leadership bonus check into your checking or savings account. The direct deposit enrollment form will automatically pop up on your screen when you enter **yourAVON.com** or you can find it under your profile.

You will want to enroll right away as an eRepresentative and subscribe to the Downline Manager Reporting System. Program details, as well as the complete printable Downline Manager Guide, can be found at **yourAVON.com**.

The following example of an actual C-8 Sales Leadership Earnings Statement shows you how to locate the information you need to know.

1. **Position of Achievement** and current **Performance Level**: When an asterisk (*) follows your Position of Achievement, a message will appear to alert you that you are at risk of losing your title. The number appearing next to the asterisk (*) equals the number of campaigns of non-performance.
2. **Total Bonus Earnings Paid** and **Total Check Amount**: Your check amount equals your Total Bonus Earnings from the prior campaigns for all orders paid in full, less any balance due to Avon, plus any earnings held from a prior period (i.e., earnings less than \$10 or past due three or more campaigns).
3. **First, Second** and **Third Generation**: Entire Unit listed.
4. **Titles at Risk**: An asterisk (*) will appear next to the name of any Unit Leader and above in your Downline who is at risk of losing her title due to non-performance at her level of achievement. The number appearing next to the asterisk (*) equals the number of campaigns of non-performance.
5. **Title**: Sales Leadership and President's Recognition Program (PRP) for each member in your Unit.
6. **Past Due**: Listed by number of campaigns. For example:
1 = 1 campaign past due.
R = Removed (Removals are shown on your statement for 13 campaigns).
3R = 3 campaigns past due and removed.
AR = Removed and is 10 campaigns past due.
BR = Removed and is 11 campaigns past due, and has gone into collection.
7. **Award Sales**: For the current campaign, to determine earning % level.
8. **Leadership Sales**: The amount upon which your bonuses are based. Bonuses are paid on Leadership sales from your Downline Members' paid orders, which are Customer Price sales minus Downline Representatives' earnings level (i.e. net sales). You are not paid on Representatives' earnings, sales aids or returns. Returns will negatively impact Leadership earnings. There may also be other exceptions to this rule, e.g., Breast Cancer Awareness items and "while supplies last" products that do not ship, due to out-of-stock status, will not count toward Leadership sales.
9. **Earn %**: The current bonus percentage used in calculating earnings.
10. **C-9 Potential Leadership Earnings**: Will be paid and reflected on a subsequent Leadership Earnings Statement in the campaign in which a Unit Member's order is paid in full.
11. **Total Bonus Earnings Paid**: From previous campaigns' earnings on Unit Members' orders paid in full (See #2 above).
12. **Campaign** and **Honors Cycle-to-Date Summary Totals**: Recognition information.
13. **Total Bonus Earnings Paid**: For this campaign.
14. **Year-to-Date Bonus Earnings Paid**: Total Earnings paid to date, based on Campaigns 1 through 26.
15. **Performance Points**: Including points added, points deleted and total points.

Leadership Earnings Statement
 Earnings For : C-08, 2010
 Check Date: 04/16/10
 Position of Achievement: Senior Executive Unit Leader
 Performance Level : Senior Executive Unit Leader
 Account Number: 1234 12345-123

C08

Total Bonus Earnings Paid: \$3,668.52
 Total Check Amount: \$3,668.52

Jane Representative
 SR. EX. UNIT LEADER

1ST-2ND-3RD GENERATION	TELEPHONE NUMBER	M A O R / K O L BA S	S TITLES S AT RISK TITLE	PAST DUE	AWARD SALES	LEADRSHP SALES	EARN %	C09 POTENTIAL LEADERSHIP EARNINGS	TOTAL BONUS EARNINGS PAID
3			4 5	6	7	8	9	10	11
Kimberly Smith	(800)123-4567	Y	-		483	307	10.0	30.70	1.95
Susan Johnson	(800)890-1234	Y	-		125	71	3.0	2.13	-
Tina Williams	(800)567-8901		-	2	NO	-	-	-	-
Ruth Jones	(800)234-5678	Y	*3 UL	2	320	180	10.0	18.00	-
Diana Garcia	(800)901-2345		-		174-	104-	3.0	3.12-	11.68
Danielle Martinez	(800)678-9012		-		78	47	-	-	4.02
			-	R	-	-	-	-	-

SENIOR EXECUTIVE UNIT LEADER 2% TOTAL

25,883

517.66

550.96

GRAND TOTAL

\$3,668.52

Summary:

CAMPAIGN 08 SUMMARY TOTALS:

UNIT MEMBERS AWARD SALES \$138,310
 PERSONAL AWARD SALES \$790
 TOTAL UNIT SALES \$139,100

HONORS CYCLE-TO-DATE SUMMARY TOTALS:

UNIT MEMBERS AWARD SALES \$138,310
 PERSONAL AWARD SALES \$790
 TOTAL UNIT SALES \$139,100

13 TOTAL BONUS EARNINGS PAID \$3,668.52

14 YTD BONUS EARNINGS PAID \$23,626.36

PERFORMANCE POINTS ADDED 15 0

PERFORMANCE POINTS TOTAL 1,600

Printing and Saving the Online Sales Leadership Earnings Statement

Find your statement on **yourAVON.com**. You must either print and/or save each campaign's online Sales Leadership Earnings Statement before the campaign updates at the end of the RPS 10 (close of campaign) or you will not have a copy of your online statement. When the next campaign updates, the prior campaign's statement is erased. Neither you nor Avon will be able to retrieve it.



To print a report: While viewing the report, you can print it in its entirety by clicking the print icon at the bottom of the Earnings Statement window.

To save a report:

- Select the report you wish to see (i.e., Earnings Statement).
- When viewing the Earnings Statement, right-click your mouse to get the drop-down window. In the drop-down window, select **"View Source."**
- After selecting **"View Source,"** the document is shown in TXT (text) format.
- Select **"File"** and then select **"Save As"** in the folder or location of your choice.

To view the saved report, go to Windows® Explorer and select the file you saved. To open, double-click or right-click, then select **"Open"** or **"Open With"** to select application of your choice to view document.

Note: For non e-enabled Representatives, Earnings Statements may also be available by mail.