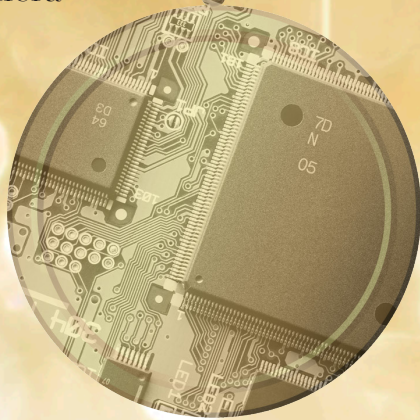


Achieve some amazing prizes!*

Macbook Pro/Air
TomTom Sat Nav
Digital camera



iPhone
iPad
iPod touch
Blackberry phone



Love2Choose vouchers... the
higher your rank, the more you
can achieve!



Plus... on-stage recognition for the highest achieving Sales Leaders from each League
at the 'Live Your Dream' event in August 2012!**

Dreams
of Gold
C10-C12 2012

Rewarding
the top 40 at Sales Leader level
the top 20 at Advanced Sales Leader level
the top 8 at Executive Sales Leader level
the top 4 at Senior Executive Sales Leader level

Sales Leaders will be ranked in their Leagues according to points scored
throughout the incentive period. Details on page 2 of this flyer

*Please see Dreams of Gold prize list at the end of this flyer for full details of prizes per level and rank

**This incentive is only open to Sales Leaders who are attending, and have booked and paid for their place at Live Your Dream. Terms and Conditions apply, please see page 3 of this flyer.

Every Independent Avon Sales Leader attending the 2012 Live Your Dream event will be placed into one of four leagues based on their Commission Level at Campaign 9 2012***. This will be at all levels: Sales Leaders, Advanced, Executive, and Senior Executive.

Details of the four leagues will be placed on the Sales Leader website (My News section, Rewards and Incentives). All names will be placed in first name alphabetical order until the first results are available. Leagues will be available at the beginning of Campaign 10 2012.

When the first results are available at the end of Campaign 10 2012 (Trendsetter Campaign 12 2012) each list will ONLY show the top 250 Sales Leaders in each league. The league lists will be updated every campaign.

How do I score points?

Concentrate on the activities that will help you to drive growth, build your business and increase your earnings, as detailed in the boxes on the right of this page.

Points can be earned (or deducted) every campaign from Campaign 10 2012 - Campaign 12 2012 inclusive. (Trendsetter Campaign 12 2012 - Campaign 14 2012).

Order growth

Increase the number of orders in your first generation.

Score one point for every extra order you have over the previous campaign.

Lose one point for each order reduction versus the previous campaign.

Downline growth

Appoint downline Sales Leaders and help them become active (i.e. when they are paid commission as a Sales Leader) within the period of the incentive. Score five points for every downline Sales Leader that becomes active.

Lose five points for an active downline who becomes non-qualifying.

Title growth

Promote yourself! If you achieve the next level of commission status above your current level during the incentive you will receive five bonus points. Senior Executive Sales Leaders score five points for maintaining their commission status across C10 - C12 2012.

Lose five points for dropping commission status below your current level.

LOA1 - 3 Orders

Score one point for each LOA 1 - 3 order over Minimum Order Value (MOV) of £78 per campaign.

***Non-Qualifying Sales Leaders will be grouped with Sales Leaders, but must be of Sales Leader status by Campaign 12 2012 to be eligible to receive any award.

Terms and Conditions

1. This incentive runs from Campaign 10 2012 to Campaign 12 2012 inclusive (Trendsetter Campaign 12 2012 to Campaign 14 2012).
2. Independent Avon Sales Leaders who have booked and paid for their place at 'Live Your Dream' Event, who are of Sales Leader ("SL"), Advanced Sales Leader ("ASL"), Executive Sales Leader ("ESL"), or Senior Executive Sales Leader ("SESL") status are eligible to participate in this incentive.
3. Sales Leaders will be grouped into leagues according to their paid Commission Level at Campaign 9 2012. SLs achieving the top 40 positions, ASLs achieving the top 20 positions, ESLs achieving the Top 8 positions, and SESLs achieving the top 4 positions in their respective leagues will be awarded prizes and recognition as detailed on this flyer.
4. Only your direct team LOA 1-3 orders above Minimum Order Value ("MOV") of Award Sales¹ value of £78 or more will be counted; LOA 1-3 orders generated by your downline Sales Leaders will not be included.
5. Orders² growth will be calculated as total qualifying orders each campaign compared with your previous campaign's actual total qualifying orders unless stated otherwise.
6. Only Independent Avon Representatives within your direct team will be counted. Representatives in your downline Sales Leader's teams will not be included.
7. Should there be a tie break situation (i.e. two Sales Leaders within a league being ranked joint 1st) then the Sales Leader with the highest total points for Order growth during the incentive period will receive the award. In the event that this does not conclusively determine the tie break, the Sales Leader with the highest total points for LOA 1-3 orders over MOV of £78 during the incentive period will receive the award. In the unlikely event that there is still a tie break situation, the Sales Leader with the highest first generation group sales figures C10-C12 2012 will receive the award. In the event of any dispute, Avon's decision in all matters related to this incentive will be final and no correspondence will be entered into.
8. Only one Sales Leader in a Sales Leader partnership will be eligible to receive the award.
9. The Sales Leader account statement produced and held by Avon is final and will be used to measure the results. Additional or held orders will not be counted.
10. Results will be communicated campaignly via the Sales Leader website with the exception of Campaign 12 2012 (Trendsetter Campaign 14 2012), which will not be communicated at all until the Live Your Dream event.
11. Final results will be communicated at the Live Your Dream event 2012 and subsequently via the Sales Leader website as soon as possible after the event.
12. The nature of the prizes and recognition awarded to successful Sales Leaders is at the sole discretion of Avon Cosmetics Limited. Prizes will be distributed to winners in accordance with the points awarded to the top Sales Leaders in each league and will be at Avon's sole discretion.
13. In order to be eligible to receive their prizes Independent Avon Sales Leaders must still be Independent Avon Sales Leaders and their accounts must not be overdue at the time of being awarded the prizes. All winning Sales Leaders will be mentioned at the Live Your Dream event, and subject to time allowing, the highest achieving Sales Leaders from each League will receive on-stage recognition.
14. Avon expressly reserves the right to make adjustments for any Orders growth that occurs as a result of removal of a downline Sales Leader, where this is the case it will not be reflected in the results until the end of the Campaign 12 2012 (Trendsetter Campaign 14 2012).
15. Avon will not be responsible or liable for any prize that is unclaimed or declined. No alternative prizes (other than at Avon's sole discretion) and no cash alternative is available.
16. Independent Avon Sales Leaders are required to uphold the Avon Values at all times, including in relation to this incentive and any prize received by successful Independent Avon Sales Leaders by way of this incentive.
17. Avon reserves the right to disqualify Independent Avon Sales Leaders, withhold or cancel or, in cases where payment has already been made, request full repayment of any prizes received, in the event of non-compliance with these Terms and Conditions or if Avon deems, in its absolute discretion, there to have been any malpractice, or manipulation of results in order to achieve incentive levels, throughout the period of the incentive.
18. Successful Independent Avon Sales Leaders will be required to participate in any subsequent publicity as deemed appropriate by Avon.
19. Avon expressly reserves the right to alter this incentive in any way and/or substitute the rewards offered (such rewards to be of equal or greater value), including cancelling or withdrawing the incentive all together.
20. All matters shall be determined at Avon's sole discretion and Avon's decision shall be final. No correspondence will be entered into.

Promoter: Avon Cosmetics Limited, Nunn Mills Road, Northampton, NN1 5PA.

¹Award Sales = The total value of your campaign order, including brochures and demonstration products minus the value of any products returned.

²Orders = Representatives within your direct team placing qualifying orders.

AVON

Prize	
1	£1,500 - Love 2 Choose Card
2	£750 - Love 2 Choose Card
3	£500 - Love 2 Choose Card
4	iPhone
5	iPad and cover
6	iPod Touch
7	Blackberry
8	Tom Tom (inc. Europe)
9	Compact digital camera
10	iPod Nano
11	£100 - Love 2 Choose Card
12	£100 - Love 2 Choose Card
13	£100 - Love 2 Choose Card
14	£100 - Love 2 Choose Card
15	£100 - Love 2 Choose Card
16	£100 - Love 2 Choose Card
17	£100 - Love 2 Choose Card
18	£100 - Love 2 Choose Card
19	£100 - Love 2 Choose Card
20	£100 - Love 2 Choose Card
21	£50 - Love 2 Choose Card
22	£50 - Love 2 Choose Card
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26	£50 - Love 2 Choose Card
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28	£50 - Love 2 Choose Card
29	£50 - Love 2 Choose Card
30	£50 - Love 2 Choose Card
31	£25 - Love 2 Choose Card
32	£25 - Love 2 Choose Card
33	£25 - Love 2 Choose Card
34	£25 - Love 2 Choose Card
35	£25 - Love 2 Choose Card
36	£25 - Love 2 Choose Card
37	£25 - Love 2 Choose Card
38	£25 - Love 2 Choose Card
39	£25 - Love 2 Choose Card
40	£25 - Love 2 Choose Card

Sales Leader level

Prize	
1	£1,750 - Love 2 Choose Card
2	£1,000 - Love 2 Choose Card
3	£800 - Love 2 Choose Card
4	iPhone
5	iPad and cover
6	iPod Touch
7	Blackberry
8	Tom Tom (inc. Europe)
9	£150 - Love 2 Choose Card
10	£150 - Love 2 Choose Card
11	£150 - Love 2 Choose Card
12	£100 - Love 2 Choose Card
13	£100 - Love 2 Choose Card
14	£100 - Love 2 Choose Card
15	£75 - Love 2 Choose Card
16	£75 - Love 2 Choose Card
17	£75 - Love 2 Choose Card
18	£50 - Love 2 Choose Card
19	£50 - Love 2 Choose Card
20	£50 - Love 2 Choose Card

Advanced Sales Leader level

Prize	
1	£2,000 - Love 2 Choose Card
2	£1,250 - Love 2 Choose Card
3	Apple Macbook Air laptop
4	iPhone
5	iPad and cover
6	iPod Touch
7	Blackberry
8	Tom Tom (inc. Europe)

Executive Sales Leader level

Prize	
1	£2,250 - Love 2 Choose Card
2	£1,500 - Love 2 Choose Card
3	Apple Macbook Pro laptop
4	£800 - Love 2 Choose Card

Senior Executive Sales Leader level

Prize list