

LUMINATA

REASONS TO *love*

- Long lasting fragrance with up to 8 hours of staying power. Perfect to take her from office to Christmas party!
- The stunning scent of white crystal peony, raspberry and vanilla.
- Gorgeous packaging, making it the perfect gift.



BE A *beauty* ADVISOR

- Created by industry 'nose', Maurice Roucel who famously created fragrances such as Gucci Envy, and Be Delicious by DKNY.
- Beautiful fragrance ideal for day or night time.

HOW & WHEN TO USE

Delicate enough for use in the day, stunning enough for added glamour at night.

TOP TIPS TO *boost* YOUR EARNINGS

- An extra special gift, worth £44.50, including a dazzling necklace embellished with Swarovski® crystals, body lotion and purse spray.
- Stock up on samples and share them with your customers. 77% of customers asked said they would buy the fragrance once they sampled it.

FEATURED INGREDIENTS

White crystal peony, raspberry and vanilla.

IF YOU ONLY REMEMBER ONE THING...

Fragrances last longest when layered with the matching body lotion, so be sure to encourage them to pick up both!

FAR AWAY HOME FRAGRANCE

REASONS TO *love*

- Our no.1 selling perfume, now in a home fragrance.
- 1x 50ml diffuser and 2 x votives.
- Comes in a beautiful branded gift box - the perfect gift for the festive season.



TOP TIPS TO *boost* YOUR EARNINGS

- Tell your Far Away fragrance customers about this new home fragrance gift set!
- We know she loves our no.1 perfume Far Away – so she's going to love our new home fragrance scent.
- Dress your home the signature scent. Guests are sure to ask what it is.
- It's the perfect gift for her and her home this Christmas.

BE A *beauty* ADVISOR

- Now she can fill her home with the scent of our bestselling perfume, Far Away.
- It really is the perfect gift for friends and family as it comes ready to give in this beautifully branded gift box.

KEY TRENDS

Dreamy scents of jasmine and freesia, spiced with amber and vanilla musk. A perfect mix of on trend oriental and floral scents.

BUY THE *look*

Shop our Far Away fragrance collection.

IF YOU ONLY REMEMBER ONE THING...

Far Away is our no.1 selling scent because of it's gorgeous olfactive. Now your customer's home can smell amazing too!

VELVET LUMINOSITY

REASONS TO *love*

- A luminous new twist on matte lipstick.
- A soft-metallic finish that catches the light and giving a really flattering finish.
- Perfect blend of matte and light-reflective pigments.



BE A *beauty* ADVISOR

- Luminous velvet lipstick is a soft-metallic matte finish that flatters her lip.

HOW & WHEN TO USE

Available in 15 shades.

TOP TIPS TO *boost* YOUR EARNINGS

- Match her shade with a Glimmerstick lip liner. She'll love the amazing definition it adds.

FEATURED INGREDIENTS

- Line with a similar shade in Glimmerstick Lip Liner.
- Sweep across lips to add a soft metallic matte finish.

IF YOU ONLY REMEMBER ONE THING...

With 15 shades to choose from, they can pick one daytime shade and one for a glam night out.

AKANTHA ACTIVE WATCH

REASONS TO *love*

- Active watch to help them keep on top of their fitness and lifestyle goals.
- Connects to smartphones so they'll never miss a call or message.
- Two colours – perfect for him and for her.
- Earn £5 for each watch you sell.



BE A *beauty* ADVISOR

- Perfect for tech lovers! They'll never miss another call or message notification.
- Tracks steps and sleep to help them keep on top of their health and fitness goals.
- Find it in Campaign 1 on page 93 for just £25.

KEY TRENDS

For people who want more from their watches.

TOP TIPS TO *boost* YOUR EARNINGS

- Call your customers using your watch so they can experience the quality.
- Wear it for a week and tell your customers how it helps you keep track.

SHOP THE LOOK

Pink or black.

IF YOU ONLY REMEMBER ONE THING...

Our Active Watch is £100 cheaper than the market leader, so they can afford one for every family member.

DIAMONDESQUE COLLECTION

REASONS TO *love*

- The vintage-inspired Velda collection from Diamondesque has a gorgeous cushion cut stone with halo detail and cubic zirconia crystals.
- Features new platinum plating.
- The collection is made with AAA-grade cubic zirconia to emulate the most beautiful diamonds in colour, cut, clarity and carat.
- Comes in a beautiful velvet Diamondesque gift box.



BE A *Beauty* ADVISOR

- Avon has been selling the Diamondesque collection for 3 years, and this is our 9th collection.
- We have upgraded the plating to platinum to offer her superior quality at an affordable price.
- The collection would make a beautiful Christmas gift.

KEY TRENDS

Vintage-inspired jewellery.

TOP TIPS TO *boost* YOUR EARNINGS

- Sell the collection as a set for just £30, that's a saving of £15.
- Total carat equivalent of ring – 0.88ct.
- Total carat equivalent of necklace – 1.14ct.

SHOP THE LOOK

Shop the rest of the premium jewellery collection online.

IF YOU ONLY REMEMBER ONE THING...

Presented in a beautiful gift box, this collection is a premium gift (or treat for herself) that won't break the bank.