

Demonstration products

Have you ever opened your Avon order, seen a product for the first time and thought to yourself – ‘that looks bigger/better than I thought?’ Well if you are thinking it, so could your customers.

Take advantage of the demonstration products featured in your Hello Tomorrow magazine to make sure your customers can really appreciate the products on offer.

All Avon’s brand new products are featured in the demonstration section of the Hello Tomorrow magazine two campaigns before they appear in the customer’s brochure. This gives you time to get to know and use the products, and to prepare for any questions your customers may have.

You may find it helps to be able to demonstrate a new product by letting a customer see it and try it, or you could just use it yourself and let your personal endorsement and recommendation sell it to your customers.

Fragrance is especially good as a demonstration product. Customers will really appreciate being able to try fragrance on their skin before buying. Carry the bottle with you so you can spray it on their wrists. Once your customers have sampled it, the rest of the bottle is all for you.

Always wear Avon make up and jewellery when you visit your customers. Your personal recommendations will help to sell products.

You may order one of each new product from Hello Tomorrow, unless otherwise stated. Please note that demonstration products are not intended for resale and as such do not qualify for discount..

