



“ I really enjoy what I do and always look forward to each day at work. I’ve groomed, developed and motivated my team to reach the same level of success I’ve experienced over the years ”

Keku Martina
Independent Business Leader

1 Discount structure



25% discount
on Tissue Oil,
skincare & sun care



22% discount
on make-up,
fragrance, bath &
body care & Tissue
Oil Baby Botanicals



10% discount
on handbags,
jewellery, make-up
brushes & all other
non-cosmetic items



NOTE: There is no discount on sales aids, samples and demo products on sale in the *Just For You*.
Orders below the minimum order value of R470 will not be invoiced.



“ My team’s success is my success and I firmly believe that the reason for their achievements is the training I empower them with. It gives me great fulfilment to know that I’ve empowered someone to be the master of their own destiny. ”

Rene Woodenberg
Independent Business Leader

2 How to find customers

The people you know and the places you go

You grow your business by finding customers, so let’s start by creating a **Customer Invitation List**. Write down a list of everyone you know and all the places you go to. Here are a few ideas to get you started ...

- Shopping centres, restaurants
- Family
- Friends
- Co-workers
- Church
- Sporting events, concerts
- Hair salon, nail salon
- Doctor, dentist, hospital
- School
- Neighbours
- Teachers, coaches, babysitters
- Friends of friends (referrals)



NOTE
You must get permission to promote your Justine business at the places above before you do so.

2 Growing your customers

The power of 3



YOU



REFERRALS



REFERRALS



REFERRALS



3

Customer invitation list



Customer names	Contact number
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

Show your customers your brochure to get your first orders.

4

How to place an order



Online

Register on www.justine.co.za so you can place orders online



Online brochure

www.justine.co.za



SMS (South Africa only)

You can SMS orders to 43117 using the following format

Just keep adding product codes and quantities



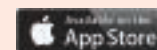
Mobile APP

Use our mobile APP to manage customer orders.

Place your own order and so much more

DOWNLOAD OUR APP!

Search Justine Brochure



You can send your customers our brochure to order.

3

How to pay for your order and contacts

SOUTH AFRICA



Internet banking/Direct deposit

Bank First National Bank
Account name Justine
Branch number 255005
Account number 58860024760
Reference Your Justine account number



Direct bank deposit

You can pay your account at any branch of First National Bank by using the deposit slip that comes with your Justine invoice



First National Bank ATM Advance

You can also use FNB ATM Advance to make cash deposits into Justine's account. Simply press "Cardless Services" and follow the prompts



Easy Pay

Easy Pay points can be found at most Pick 'n Pay, Checkers and Woolworths stores. Your Easy Pay reference number appears on the deposit slip that comes with your invoice.

Note: If you have a cash account (pay-as-you-go) or if you have ordered above your credit limit then your first payment for your first order has to be made at FNB



Call Centre

Tel 0860 10 23 45 • Email justine.queries@avon.com



Proof of payment

Fax 010 205 6350 • Email justinecreditcontrol.sa@avon.com



Account balance

To find out your account balance, send an SMS to **31395** with the word "balance", a space and your account number, for example **balance 12345667**



Order status

To find out where your parcel is, send an SMS to **31395** with the word "where", a space and your account number, for example **where 12345667**
 This handy SMS service is available 24/7 and standard SMS rates apply



Online credit card payments

- Log onto your Justine Account
- Click on Easy Steps to pay your account
- Follow the steps

Tip

Pay Justine promptly for your orders and avoid disappointment and delays for your Customers

NAMIBIA



Internet banking/Direct deposit

Bank First National Bank
Account name Avon Justine (Pty) Ltd
Account number 62248427561
Branch number 282672
Reference Your Justine account number



Call Centre

Tel +2710 205 5008
 Email namibia.queries@avon.com



Proof of payment

Fax +2710 205 6350
 Email justinecreditcontrol.sa@avon.com
 Tel +2710 205 5010



Office

Tel 061 229 822
 061 223 052
 Fax 061 222 855



Post Office

Nampost

Date of appointment or Destination 1-4 training call

Business Leader contact no.

Email address

Sales Manager contact no.

Email address



IMPORTANT Your account type is:

21-day account (South Africa only)
 You have 21 days from the date of your invoice to settle your account.

Pay-as-you-go (South Africa only)
 Your account must be paid in full before your order can be sent. We will send you an SMS with the amount due. (Note: for your very first order, you won't be able to pay by Easy Pay.)

Deposit to Buy
 Qualifying Consultants will be advised via SMS – they may deposit R300 to buy R750 credit or R500 to buy R1 250 credit. Order and pay for 3 consecutive months and become a 21-day account holder.