

Our fortunes

**NEW
YOU
2014
MONEY
SPECIAL**

turned around!

These readers show how clever business ideas can have amazing results...

Now we're making £125,000 a year

When I first suggested my money-making scheme to my husband, Wayne, he gasped. 'I can't sell make-up,' he said. But it was too late for doubts – I'd already put both our names down to be **Avon** reps.

It was July 2005 and I'd come up with the idea after meeting a friend who worked as one. 'It's a great way to top up your income,' she said.

Wayne and I were broke. I was a legal secretary earning £20,000 a year and Wayne was on £28,000 as an engineer. But we'd both come through divorces and been left £30,000 in debt.

Our home was a rented attic room and we had to put our food shopping on credit cards because we never had any spare cash – now, this chance to add to our income seemed like a godsend. I wasn't going to let Wayne's worries stop us!

We began taking catalogues to houses after work. Slowly we built up a database of customers – earning from every sale we made.

And it was enjoyable, too. Wayne and I loved going into homes, helping women choose the best products for them.



Nadine loves meeting customers



On the money

Gradually we got more and more customers and even started signing up other **Avon** reps, making commission on their sales, too.

The first year we earned £8,000, which paid off a load of bills. We also went and booked a fortnight in Lanzarote – it was my first holiday abroad in 14 years.

By 2008 we were making enough for Wayne to pack in his job. But we worked hard, often until 11pm each night, dropping

off brochures, putting in orders. By year three we took home almost £50,000, by our sixth year, in August 2011, we'd made £110,000 between us. I had a team of 1,200 sales leaders and representatives and Wayne had around 500. It put us both in the Top 10 for sales leaders in the country.

And now our life has changed dramatically. We earn around £125,000 a year, have a two-bedroom house, a Jaguar car with the registration plate 'AV04 REP' and love exotic holidays to far away places like Marrakech, Monte Carlo and the Canary Islands.

But best of all we don't have to worry about being in debt. Finally Wayne and I have a secure future. **NADINE ROWLANDS, 44, FROM ASHTON-UNDER-LYNE, GREATER MANCHESTER**



The business took off fast

For more info on Avon go to become.avon.co.uk