

RESULTS YOU CAN EXPECT FROM YOUR EFFORTS

Number of Guests ranges from 3-6 with an average of 4 = Average sales are \$175 per class (conservatively)

We retain 85% of our customers

Interview 2 people from each class ~ One out of every four interviewed will join Mary Kay

	<u>5 Classes a week or 20 a month</u>	<u>4 Classes a week or 16 a month</u>	<u>3 Classes a week or 12 a month</u>	<u>2 Classes a week or 8 a month</u>	<u>1 Classes a week or 4 a month</u>
Time Involved	15-20 hours week	10-15 hours week	6-8 hours week	4-6 hours week	2-3 hours week
Weekly SALES	\$175 x 5=\$875/wk	\$175 x 4=\$700/wk	\$175 x 3=\$525/wk	\$175 x 2=\$350/wk	\$175 x 1=\$175/wk
Annual Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Customers every week.....	5 classes wk x 4 people = 20 customers wk	4 classes wk x 4 people = 16 customers wk	3 classes wk x 4 people = 12 customers wk	2 classes wk x 4 people = 8 customers wk	1 classes wk x 4 people = 4 customers wk
Annual REORDER Amount	425 customers X \$157 reorder = \$66,725 annually	340 customers X \$157 reorder = \$66,725 annually	255 customers X \$157 reorder = \$66,725 annually	170 customers X \$157 reorder = \$66,725 annually	85 customers X \$157 reorder = \$66,725 annually
TOTAL Annual Retail Sales	\$110,475.00 a year	\$88,380.00 a year	\$66,285.00 a year	\$44,190.00 a year	\$22,095.00 a year
Your TOTAL ANNUAL PROFIT!	\$55,237 PROFIT for 15-20 hrs a week & Queen's Court WINNER	\$44,190 PROFIT for 10-15 hrs a week & Queen's Court WINNER	\$33,142 PROFIT for 6-8 hrs a week	\$22,095 PROFIT for 4-6 hrs a week	\$11,047 PROFIT for 2 hrs a week
Interview 2 at each class =	10 interviews/wk = 2.5 new recruits/wk = <u>10 for the month</u>	8 interviews/wk = 2 new recruits/wk = <u>8 for the month</u>	6 interviews/wk = 1.5 new recruits/wk = <u>6 for the month</u>	4 interviews/wk = 1 new recruits/wk = <u>4 for the month</u>	2 interviews/wk = .5 new recruits/wk = <u>2 for the month</u>
After One Month You'll....	BE a DIQ! & On-Target Car WINNER	BE a DIQ! & On-Target Car WINNER	Be a Team Leader	Be a Star Recruiter	Be a Senior Consultant