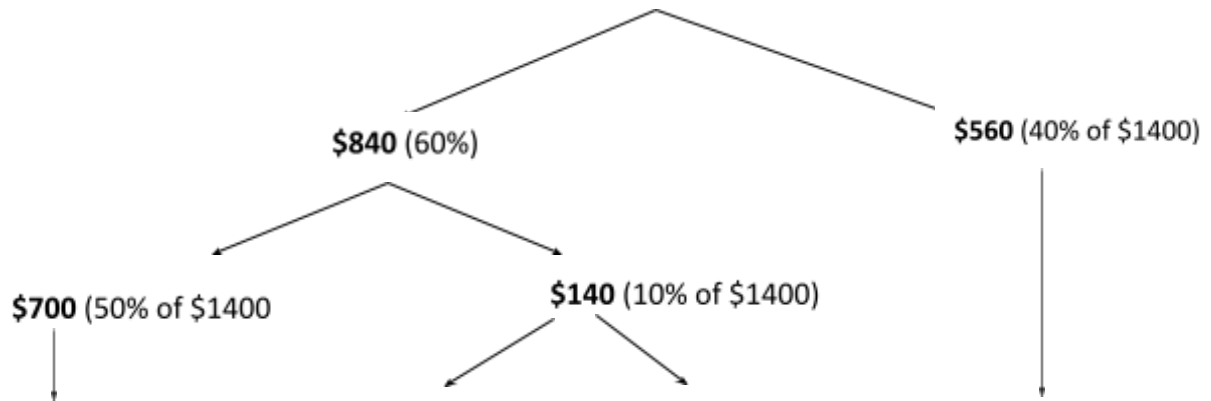


Mary Kay **60/40** Method of Money Management

Example: \$350 X 4 parties (virtual or in-person) = **\$1400**



50%	5%	5%	40%
\$700 Inventory (Power Up monthly achiever) (1) Replace product that was sold from your inventory Section 1 Only Order of priority= 1st – Skin Care 2nd – Foundations 3rd – Supplements 4th – Glamour 5th – Body Care 6th – Fragrances (Grocery store analogy)	\$70 Sales Aides (Be frugal here: If you don't need it don't buy it!) (1) Section 2 supplies If it came in your kit then it is priority. (2) Annual: Website Pro Pay CC Processing Business Cards (3) Dollar Store, Amazon, Printing, etc. (limit these expenses – no emotional spending)	\$70 Mailing Costs (Having a full inventory will help save you money here) (1) S&H inventory orders. 14.95 premium - per order (2) Customer Delivery Service (direct ship to client) FedEx =5.95 (3) Preferred Customer Program (customer service mailing program) Mailing =\$.95 per customer GWP = approx. \$4-6 per customer ordering @ least \$50 or more. (gift Section 1 products rather than Section 2) (4) Personal Mailings (Preferred Customer Program)	\$560 Potential Profit \$560 -\$125 max loan payment \$435 paycheck or investment in inventory Loan payment may be smaller depending on inventory size. Recommended monthly savings for conferences: Seminar- \$100 Career Conference- \$40 Fall Advance/retreat-\$35 *Conferences are considered education and all expenses associate with it are 100% tax deductible.

--	--	--	--

Potential Commission (not including expenses): all figures are approximates & based on \$100 average per client/face or an average party of 4-6 guests and \$350-400 retail sales.)

4 parties (16-24 potential clients/faces) = **\$1600**-\$2400 retail (tracks Princess Court)

6 parties (24-36 potential clients/faces) = **\$2400**-\$3600 retail (tracks Queens Court)

10 parties (40-60 potential clients/faces) =**\$4000**-\$6000 retail (potential Top 20 @ Seminar)