

Inventory Planning:

Benefits of Full Departments

Immediate product delivery at skin care classes and facials (Spend less on gas)

Extra family time or extra time just for you





















Great customer service that keeps your customers coming back to you for reorders

Anticipating the needs of new and existing customers by having all the appropriate products available

Skin Care Department	Color Department	Fragrances Department
Supplements Department	 \$4200 Store 	Body Care Department
	ALL Departments Open and Fully Stocked  	Men's Department
		Limited Edition Department

Store Departments

A "Full Department" will service 36 customers

	Core Line Products				Specialty Line Products			
<i>Level of Inventory</i>	Skin Care Department	Supplements Department	Color Department	<i>Specialty Department Options</i>	Fragrance Department	Body Care Department	Men's Department	Limited Edition Department
\$4200	Full Department	Full Department	Full Department	4 Specialty Department Options				
\$3600	Full Department	Full Department	Full Department	3 Specialty Department Options				
\$3000	Full Department	Full Department	Full Department	2 Specialty Department Options				
\$2400	Full Department	Full Department	Full Department	1 Specialty Department Option				
\$1800	Full Department	Full Department	Sample Package	0 Specialty Department Options				

DOORWAY TO YOUR DESTINY

Facial appointments with 1-3 in attendance

CUSTOMERS: (A facial appointment with 1- 3 in attendance)

3 appts x 2 new customers = 6 new customers per week

6 new customers per week = 24 new customers per month

24 new customers per month = 288 new customers per year

MONEY:

\$200 would be considered a low average for a facial appt.

3 appointments per week x \$200 = \$600 in sales per week

\$600 per week = \$2400 per month = \$1200 profit per month

\$14,400 in sales profit per year

REORDERS:

Each customer may have an average reorder of \$30 every 3 months

Every customer reorders \$120 per year

288 customers x \$120 = 34,560. = \$17,280 profit per year

TEAM BUILDING:

288 new customers per year

Share the Mary Kay opportunity with half of the 288 new customers = 144 interviews

Team Building rate = 1 in 5 becomes part of your team = 28 team members

BREAKING IT ALL DOWN:

288 NEW customers per year

\$14,400 Skin Care class sales profit per year

\$17,280 Reorder profits per year

Total profit per year **\$31,680!**

28 New Team Members per year!
(Additional Commissions Available)

Skin Care classes with 4-6 in attendance

CUSTOMERS: (A skin care class with 4 - 6 in attendance)

3 classes x 3 new customers = 9 new customers per week

9 new customers per week = 36 new customers per month

36 new customers per month = 432 new customers per year

MONEY:

\$300 would be considered a low average Skin Care class

3 classes per week x \$300 = \$900 in sales per week

\$900 per week = \$3600 per month = \$1800 profit per month

\$21,600 in sales profit per year

REORDERS:

Each customer may have an average reorder of \$30 every 3 months

Every customer reorders \$120 per year

432 customers x \$120 = \$51,840 = \$25,920 profit per year

TEAM BUILDING:

432 new customers per year

Share the Mary Kay opportunity with half of the 432 new customers = 216 interviews

Team Building rate = 1 in 5 becomes part of your team = 43 team members

BREAKING IT ALL DOWN:

432 NEW customers per year

\$21,600 Skin Care class sales profit per year

\$25,920 Reorder profits per year

Total profit per year **\$47,520!**

43 New Team Members per year!
(Additional Commissions Available)

Inventory Options

	D I S C O U N T	FREE PRODUCT at this level: Ordering Bonus + Color 101 \$111 Bonus	Total Retail Value \$ *Est. Total Investment \$	Estimated Monthly Payment	Examples of product sales needed to make your monthly loan payment
Wholesale *Your cost					
w/s - \$4200 Retail - \$8400 PEARL STAR CONSULTANT	50 %	Ordering Bonus \$600 + Color 101 TOTAL FREE \$711	Total Retail Value \$9411 <i>*Est. total investment \$5100</i>	\$130 for 48 months	1 TimeWise Miracle Set and a Satin Hands Set
w/s - \$3600 Retail - \$7200 EMERALD STAR CONSULTANT	50 %	Ordering Bonus \$600 + Color 101 TOTAL FREE \$711	Total Retail Value \$7911 <i>*Est. total investment \$4400</i>	\$112 for 48 months	1 TimeWise Miracle Set and a mascara
w/s - \$3000 Retail - \$6000 DIAMOND STAR CONSULTANT	50 %	Ordering Bonus \$500 + Color 101 TOTAL FREE \$611	Total Retail Value \$6611 <i>*Est. total investment \$3700</i>	\$117 for 36 months	1 TimeWise Miracle Set and a lipstick
w/s - \$2400 Retail - \$4800 RUBY STAR CONSULTANT	50 %	Ordering Bonus \$400 + Color 101 TOTAL FREE \$511	Total Retail Value \$5311 <i>*Est. total investment \$3000</i>	\$97 for 36 months	1 TimeWise Miracle Set
w/s - \$1800 Retail - \$3600 SAPPHIRE STAR CONSULTANT	50 %	Ordering Bonus \$300 + Color 101 TOTAL FREE \$411	Total Retail Value \$4011 <i>*Est. total investment \$2300</i>	\$107 for 24 months	1 TimeWise Miracle Set and sponges

* Your Financial Institution repayment quotes may vary

*Loans must be secured at your Financial Institution