

YOUR INCOME POTENTIAL WITH MARY KAY COSMETICS

With Mary Kay, your ambition and effort really payoff, whether you start out part time or full-time!

We will base the average class size with 3 - 4 guests in attendance. If only 2 guests purchase the TimeWise Miracle Set for \$99, then retail sales for the class will be approximately \$200. This does NOT include any outside orders or color cosmetics sales. Then, we will base the re-order sales on purchasing TimeWise every 8 weeks (that's \$49 each time, 6 times a year). These numbers are VERY CONSERVATIVE!!

3 TIMEWISE CLASSES PER WEEK (6-9 Hours per week*)

\$200 sales x 3 classes/week =	\$600	Weekly Retail Sales
\$600 x 50 weeks per year =	\$30,000	Retail Sales Per Year
6 Customers per week x 50 weeks =	300	New Customers Per Year
300 Re-orders x \$294 per year =	<u>\$88,200</u>	Annual Re-order Sales
Total Annual Sales	\$118,200	

Total Annual Profit (50%) = \$59,100

2 TIMEWISE CLASSES PER WEEK (4-7 Hours per week*)

\$200 sales x 2 classes/week =	\$400	Weekly Retail Sales
\$400 x 50 weeks per year =	\$20,000	Retail Sales Per Year
4 Customers per week x 50 weeks =	200	New Customers Per Year
200 Re-orders x \$294 per year =	<u>\$58,800</u>	Annual Re-order Sales
Total Annual Sales	\$78,800	

Total Annual Profit (50%) = \$39,400

1 TIMEWISE CLASS PER WEEK (2-4 Hours per week*)

\$200 sales x 1 class/week =	\$200	Weekly Retail Sales
\$200 x 50 weeks per year =	\$10,000	Retail Sales Per Year
2 Customers per week x 50 weeks =	100	New Customers Per Year
100 Re-orders x \$294 per year =	<u>\$29,400</u>	Annual Re-order Sales
Total Annual Sales	\$39,400	

Total Annual Profit (50%) = \$19,700

*This includes 2 hours of training and Success Nights every week!