

MARY KAY INVESTMENT PAYOFF PLAN
12 MONTH PLAN

\$3600 Wholesale / \$4500 spent on order
12% interest on loan approx
\$5000 payoff in one year

Monthly Payment = \$400

Monthly Income for family Desired = \$1000

Income from Sales Per Month = \$1,080

\$3600 retail sales

\$1800 (50%) reorder section 1

\$130 pcp/hostess giveaway

\$130 section 2 / hostess giveaway

\$360 hostess giveaway/meeting expenses

Leaves \$1,080 (30%) net profit

(do you realize the average commission paid on the sale of an home-based product is 23% and we NET PROFIT 30-40%?? BE SO SO PROUD OF THAT!!!)

Sales Per Month = \$3600 retail sales

Classes Held Per Month (\$250 avg per class) =

10 classes x \$250 sales = \$2500 retail sales

Facials Held Per Month / Guests @ Meeting =

10 faces x \$50 sold per face = \$500 sales

Reorders / Misc Sales Goal = \$600 sales

Team Building Commissions Per Month = \$310

New Team Members Per Month = 2

***2 new team members = \$2000 wholesale avg
(\$1000 wholesale company avg per new agreement)***

\$2000 x 13% team leader commission = \$260

PLUS 1/2 OF NEW team members are qualified

4th personal recruit on that is qualified - \$50 bonus

\$260 + \$50 bonus n= \$310

Interviews Per Month In Person = 10

***Total Income from Sales and Team Building = \$1,390 (Pretty close to
needed amount)***

Reinvest \$ _____ into Section 1 wholesale

Reinvest \$ _____ into Section 2 Samples

Reinvest \$ _____ into Preferred Customer Program

Product Giveaway 5%-10% of retail sold = \$ _____

Total Profit Approx. = \$ _____

Amount for Payment = \$ _____

***Leftover for Me for Business Expenses or other higher interest
credit card debt, bills, etc. = \$ _____***