

# Christmas Club Program

Are you looking for a way to make a little extra cash for the holiday season? A Mary Kay business may be right for you. Below are two examples of ways you could make a great profit! In addition to the money you will make, you could also purchase many of your Christmas gifts at wholesale.

The Pilot program is for women who are not sure a Mary Kay® career would be right for them on a full time or part time basis:

## option 1

DEVOTE	2 hours of every week to teach/show product 1 class @ \$400 & \$100 reorder sales, \$500 in sales - 50% (discount of product = \$250 per week)
INVEST	\$100 (plus tax) for showcase -- Valued at over \$422 retail
PROFIT	\$250 -- November & December 8 weeks x \$250 = \$2,000 profit!!!

## option 2

### PLAN FOR \$10,000 IN SALES!

1. 2 Open Houses averaging in \$500	\$1,000
2. 10 Husbands/Boyfriends at \$100 each	\$1,000
3. 7 Holiday coffees or gift shows at \$300 each	\$2,100
4. 1 Beauty Show per week for 10 weeks at \$300 each	\$3,000
5. Customer service and PCP follow up: 25 at \$40 each	\$1,000
6. Contacting businesses: 30 gifts at \$35 each	\$1,050
7. Last minute gifts	\$850

Total Sales:	<u>\$10,000</u>
Total Profit:	<u>\$5,000</u>

