

DOORWAY TO YOUR DESTINY

Facial appointments with 1-3 in attendance

CUSTOMERS:

(A facial appt 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 / 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/month

\$21,600 in sales profit per year

REORDERS:

Each customer may have an avg. reorder of \$30/3 months

Every customer reorders \$120 per year

432 customers x \$120 = \$51,840 = \$25,920 profit/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)