

Have you ever considered

# OWNING YOUR OWN BUSINESS?

Hobby  
2-4 hrs per week

Part time  
6-10 hrs per week

Full time  
15-20 hrs per week

## Areas of income

1. Classes and facials-50% commission.
2. Reorders 50% commission
3. Team Members
4. Car Program
5. Directorship



## Tax Benefits and Deductions

Automobile cost- 40.5 cents per mile for business related travel  
Telephone- long distance business telephone calls 100% deductible  
Entertainment and travel-when for your Mary Kay business  
Skin care class supplies-washcloths, cotton balls, tablecloths, beauty showcase etc.  
Office supplies printing, postage, paper, pens, etc.

## Advantages

No territories  
Website Business for only \$25  
No franchise program  
No quotas  
Full training program  
Retirement-for National Sales Directors  
Insurance-active consultants can enjoy self employment benefit programs  
Prizes-diamonds, other jewelry, luggage, air travel, use of free cars and much more

## Investment Required

1. \$100 beauty showcase is (a \$323 value) plus local tax and shipping
2. Inventory-optional, but recommended
3. Buy back guarantee from the company

## What You Can Expect From Your Classes and Reorder Business After One Year

1. At each skin care class, the number of guests ranges from 3-6 with an average of 4 The average sales are \$200 per class
- 2 We retain 85% of our customers
3. The average reorder per customer each year is at least \$157

### 5 Classes per week (15-20 Hours)

$\$175 \times 5 = \$875$  weekly sales  
 $\$875 \times 50$  weeks = \$43,750 annual retail sales  
 $425$  customers  $\times$  \$157 per year = \$66,725 annual retail sales  
**\$110,475 total annual sales**  
**\$55,237 profit**

### 4 Classes per week(10-15 Hours)

$\$175 \times 4 = 700$  weekly sales  
 $\$700 \times 50$  weeks = \$35,000 annual retail sales  
 $340$  customers  $\times$  \$157 per year = \$53,380 annual retail sales  
**\$88,380 total annual sales**  
**\$44,190 profit**

### 3 Classes per week(6-8 Hours)

$\$175 \times 3 = \$525$  weekly sales  
 $\$525 \times 50$  weeks = \$26,250 annual retail sales  
 $255$  customers  $\times$  \$157 per year = \$40,035 annual retail sales  
**\$66,285 total annual sales**  
**\$33,142 profit**

### 2 Classes per week(4-6 Hours)

$\$175 \times 2 = \$350$  weekly sales  
 $\$350 \times 50$  weeks = \$14,500 annual retail sales  
 $170$  customers  $\times$  \$157 per year = \$26,690 annual retail sales  
**\$44,190 total annual sales**  
**\$22,095 profit**

### 1 Class per week(4-6 Hours)

$\$175 \times 1 = \$175$  weekly sales  
 $\$175 \times 50$  weeks = \$8,750 annual retail sales  
 $85$  customers  $\times$  \$157 per year = \$13,345 annual retail sales  
**\$22,095 total annual sales**  
**\$11,047 profit**

**MARY KAY PHILOSOPHY**  
God First, Family Second, Career Third

The Golden Rule:

"Do unto others as you would have them do unto you."

Flier by Charlotte Gardunia  
for clients of Virtual Assisting 4 U