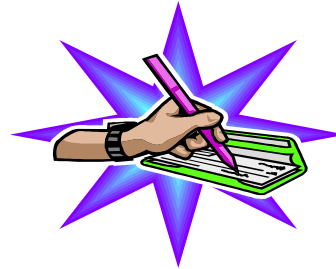


# Money Management:

## Writing yourself a paycheck

- Total weekly sales – divided by 2  
-Half stays in your bank account to replace inventory
- Minus discounts  
-This includes advertising & demo products
- Minus product given away – divided by 2
- Minus any non-recovered sales tax
- Minus \$5.00 for every class held
- Minus \$2.00 for every double facial held
- Minus \$1.00 for every facial held  
**= Your Paycheck**



### **Example:**

1. \$150.00 weekly sales (all reorders)  
\$150.00 divided by 2= \$75.00 paycheck
2. \$350.00 weekly sales (\$150 Class, #100 Facial, \$100 Reorders)  
\$350 Divided by 2 = #175  
-\$10.00 discounts  
-\$20.00 product given away divided by 2 = \$10.00  
-\$1.00 non-recovered sales tax  
-\$5.00 for class  
-\$1.00 for facial  

---

**=\$147.90 profit.**

**Write yourself a paycheck for \$ 147.00**