

What Can You Expect From Your Classes And
Reorder Business After 1 year

- At each Skin Care Class there ranges from 3-6 people with an average 4
- The average sales are \$250 per class
- 50% or more buy the Basic Skin Care Set
- We retain 85% of our customers
- The average reorder per customer each year is at least \$200

5 Classes Per Week

\$250 x 5 =	\$1250 weekly sales
\$1250 x 50 weeks =	\$62,500 annual retail sales
425 Customers x \$200 per year =	\$85,000 annual reorders
	\$147,500 total annual sales
	\$73,750 Profit*

4 Classes Per Week

\$250 x 4 =	\$1000 weekly sales
\$1000 x 50 weeks =	\$50,000 annual retail sales
340 Customers x \$200 per year =	\$60,000 annual reorders
	\$118,000 total annual sales
	\$59,000 Profit*

3 Classes Per Week

\$250 x 3 =	\$750 weekly sales
\$750 x 50 weeks =	\$37,500 annual retail sales
255 Customers x \$200 per year =	\$51,000 annual reorders
	\$88,500 total annual sales
	\$44,250 Profit*

2 Classes Per Week

\$250 x 2 =	\$500 weekly sales
\$500 x 50 week	\$25,000 annual retail sales
170 Customers x \$200 per year =	\$34,000 annual reorders
	\$59,000 total annual sales
	\$29,500 Profit*

1 Class Per Week

\$250 x 1 =	\$250 weekly sales
\$250 x 50 weeks =	\$12,500 annual retail sales
85 Customers x \$200 per year =	\$17,000 annual reorders
	\$29,500 total annual sales
	\$14,750 Profit*

*** DOES NOT INCLUDE DISCOUNTS, COMMISSIONS, BONUSES, PRIZES, CARS AND INSURANCE AVAILABLE!**