

# What would you do with an additional \$29,250 a year?

3 Classes / Week = 10-12 Hours per Week

\$150 / Class x 3 Classes = \$450 weekly sales  
\$450 x 50 Weeks = \$22,500 Annual retail sales



300 new Basic Skin Care Customers  
300 re-orders x \$120 / Year = \$36,000 Annual re-orders  
\$58,000 Total annual sales  
= \$29,250 Profit

2 Classes / Week = 8-10 Hours per Week

\$150 / Class x 2 Classes = \$300 weekly sales  
\$300 x 50 Weeks = \$15,000 Annual retail sales



200 new Basic Skin Care Customers  
200 re-orders x \$120 / Year = \$24,000 Annual re-orders  
\$39,000 Total annual sales  
= \$19,500 Profit

1 Classes / Week = 5 Hours per Week

\$150 / Class x 1 Classes = \$150 weekly sales  
\$150 x 50 Weeks = \$7,500 Annual retail sales



100 new Basic Skin Care Customers  
100 re-orders x \$120 / Year = \$12,000 Annual re-orders  
\$19,500 Total annual sales  
= \$9,750 Profit