

Inventory With No Risk Example (\$3600)

Assume you hold your five Perfect Start skin care classes with a conservative show sales average of \$200 in sales per show:

5 classes x \$200 sales per class = \$1000

Let's suppose you start with an inventory of \$3600 wholesale (\$7200 retail). This is enough products to service approximately 36 customers or approx. two classes per week. Let me show you how the **No Risk Guarantee** works:

\$ 3600 Beginning wholesale investment - \$7200 retail
- 500 Less wholesale inventory depleted from sales at the five classes
(or after you have sold \$1000 retail)

\$3100 Wholesale balance of inventory on hand after your first \$1000 in retail sales

-3015 Less 90% Buy-back Guarantee from Mary Kay Cosmetics
(explained on Beauty Consultant Agreement)

\$310 Amount not refunded by Mary Kay

Retail sales from your first 5 classes \$1000
Less the 10% not refunded by MaryKay -310
Less the cost of your Starter Kit -100
You are ahead! \$590

You will have invested about 15 hours of work time in doing your first 5 skin care classes. You will have earned approximately \$50 per hour just for trying this business – even if you decide to quit at this point! These figures are minimal – if your sales exceeded \$1000, then of course your benefit would increase proportionately!

FOOD FOR THOUGHT.....

If you invest \$3600 in Mary Kay inventory, you can double your \$3600 within weeks!
If you invest \$3600 in a savings account at 4% interest it will not double for 19 years!