

Replacement Income Worksheet / MK Can Be Your PLAN "B"

If you are pursuing Mary Kay as a Part-time or Full-time Career Opportunity, please complete this worksheet. *It's great to know what you can expect if you prepare your Plan "B" now!* You'll want to share your results with your Director so she will know how to best work with you. Remember, if you remain "coachable"... you will learn all the skills needed for your Mary Kay business. Be patient and embrace the learning process!

Figure out how much money you really NEED each month to make your bills (not how much you'd like, but rather what is currently needed). Next, figure out your current TAKE HOME pay (after taxes). *If you're working 40+ hours per week, your daycare expenses will decrease.*

If you're falling short, your MK income can supplement. But, if you need to replace your current income, this worksheet will help you to calculate the hours & activity you will need to support your expenses. *The following example assumes you've started your MK business with a full inventory & have a loan.*

<u>Example</u>	<u>Monthly Expenses</u>	<u>Actual</u>
\$1,500.00	Amount needed for current life	_____
100.00	Inventory loan payment	_____
700.00	600 section 1 + 100 section 2 + tax	_____
20.00	4 weekly meetings @ \$5	_____
25.00	Misc. workshops/hostess events	_____
65.00	Seminar & Career Conference	_____
\$2,400.00	Total Monthly Expenses	\$ _____

\$2,400 mo. expenses :- 20 working days per mo. = \$120. \$120 retail per day X 5 days per week = \$600 retail per week needed to support expenses. _____ your actual expenses :- 20 = _____. _____ X 5 = _____ retail per week needed to support expenses. *The activity is up to YOU.*

<u>Hours Needed</u>	<u>Activity Per 5-Day Week</u>	<u>Average Income</u>
2	Success Meeting with Guest(s)	\$ 20
1	Conference/Calls with Director	- - -
2.5	Skin Care Class	\$200
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1	Facial	\$ 80
2	Reorders	\$100
1 _____	<u>Warm Chatter</u>	_____
12 hours	Total	\$600

Does not include Recruiting Commissions or Bonuses (FREE \$ in MK).

If you're married, you may want to do a secondary worksheet to calculate what amount of money you would need to support yourself & children if you didn't have a man to support you (80% of women outlive their spouses).