

Results You Can Expect From Your Efforts

Number of Guests ranges from 3-6 with an average of 4

Average sales are \$175 per class

Average Reorder per customer is \$157 per year

We retain 85% of our customers

Interview 2 people from Each Class

One out of every four interviewed will join Mary Kay

	5 Classes a week or 20 a month	4 Classes a week or 16 a month	3 Classes a week or 12 a month	2 Classes a week or 8 a month	1 Class a week or 4 a month
Time Involved	15-20 hrs wk	10 – 15 hrs wk	6 – 8 hrs wk	4 – 6 hrs wk	2 - 3 hrs wk
Weekly Sales	$\$175 \times 5 = \$875/\text{wk}$	$\$175 \times 4 = \$700/\text{wk}$	$\$175 \times 3 = \$525/\text{wk}$	$\$175 \times 2 = \350	$\$175 \times 1 = \175
Annual Sales	$\$875 \times 50 = \$43,750$	$\$700 \times 50 = \$35,000$	$\$525 \times 50 = \$26,250$	$\$350 \times 50 = \$14,500$	$\$175 \times 50 = 8,750$
Total Weekly Customers	5 classes wk x 4 people = 20 customers week	4 classes x 4 people = 16 customers week	3 classes x 4 people = 12 customers week	2 classes x 4 people = 8 customers week	1 class x 4 people = 4 customers week
Annual Reorder Amt	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder yr = \$53,380 annually	255 customers x \$157 reorder yr = \$40,035 annually	170 customers x \$157 reorder yr = \$26,690 annually	85 customers x \$157 reorder yr = \$13,345 annually
Total Annual Retail Sales	\$110,475 yr	\$88,380 yr	\$ 66,285 yr	\$ 44,190 yr	\$ 22,095 yr
Your Total Annual Profit	\$55,237 for 15 – 20 hrs a wk and Queen's Court Winner	\$ 44,190 for 10-15 hrs a wk and Queen's Court Winner	\$ 33,142 profit for 6-8 hrs a week	\$ 22,095 profit for 4 – 6 hrs a week	\$ 11,047 profit for 2 hrs a week
Interview 2 at each class =	10 interviews/week = 2.5 new recruits /wk 10 for the mo	8 interviews/week= 2 new recruits/week and 8 for the month	6 interviews/week = 1.5 new recruits/week and 6 for the month	4 interviews/week = 1 new recruit/week and 4 for the month	2 interviews/week = .5 new recruit/week and 2 for the month
After One Month You'll	Be a DIQ and OT Car Winner	Be a DIQ and OT Car Winner	Be a Team Leader	Be a Star Recruiter	Be a Senior Consultant