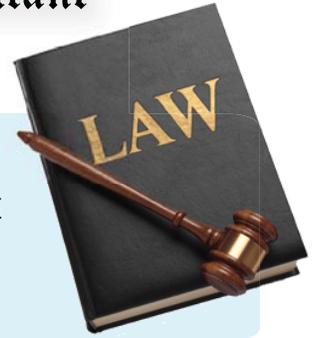


# “Law of Averages” to be a Star Consultant

These **on average totals** were configured by Kim A. Messmer



## SAPPHIRE STAR:

\$1800 WHOLESALE PER QUARTER / \$600 PER MONTH AVERAGE  
\$300 RETAIL SALES PER WEEK / \$42.86 PER DAY  
3 NEW FACES PER WEEK OR 3 HOURS IN THE FIELD WITH PEOPLE

## RUBY STAR:

\$2400 WHOLESALE PER QUARTER / \$800 PER MONTH AVERAGE  
\$400 RETAIL SALES PER WEEK / \$57.14 PER DAY  
4 NEW FACES PER WEEK OR 4 HOURS IN THE FIELD WITH PEOPLE

## DIAMOND STAR:

\$3000 WHOLESALE PER QUARTER / \$1000 PER MONTH AVERAGE  
\$500 RETAIL SALES PER WEEK / \$71.43 PER DAY  
5 NEW FACES PER WEEK OR 5 HOURS IN THE FIELD WITH PEOPLE

## EMERALD STAR:

\$3600 WHOLESALE PER QUARTER / \$1200 PER MONTH AVERAGE  
\$600 RETAIL SALES PER WEEK / \$85.71 PER DAY  
6 NEW FACES PER WEEK OR 6 HOURS IN THE FIELD WITH PEOPLE

## PEARL STAR:

\$4800 WHOLESALE PER QUARTER / \$1600 PER MONTH AVERAGE  
\$800 RETAIL SALES PER WEEK / \$114.29 PER DAY  
8 NEW FACES PER WEEK OR 8 HOURS IN THE FIELD WITH PEOPLE

• IN THE FIELD REFERS TO TIME SPENT WITH PEOPLE, FACIALS, DOUBLE FACIALS, CLASSES, PARTIES, FOLLOW-UP PHONE CALLS FOR BOOKINGS AND REORDERS, ETC.

• 1 HOUR "IN THE FIELD" CAN REAP \$100 RETAIL SALES ON AVERAGE.

• THE AVERAGE NEW CUSTOMERS TRYING MARY KAY PRODUCTS PURCHASE ABOUT \$100 RETAIL. (TIMEWISE BASIC PLUS BASIC COLOR, OR TIMEWISE MIRACLE SET)

