

Have you ever considered OWNING YOUR OWN BUSINESS?

Hobby
2-4 hrs per week

Part time
6-10 hrs per week

Full time
15-20 hrs per week

Areas of income

1. Classes and facials-50% commission.
2. Reorders 50% commission
3. Team Members
4. Car Program
5. Directorship



Tax Benefits and Deductions

Automobile cost- 40.5 cents per mile for business related travel
Telephone- long distance business telephone calls 100% deductible
Entertainment and travel-when for your Mary Kay business
Skin care class supplies-washcloths, cotton balls, tablecloths, beauty showcase etc.
Office supplies printing, postage, paper, pens, etc.

Advantages

No territories
Website Business for only \$25
No franchise program
No quotas
Full training program
Retirement-for National Sales Directors
Insurance-active consultants can enjoy self employment benefit programs
Prizes-diamonds, other jewelry, luggage, air travel, use of free cars and much more

Investment Required

1. \$100 beauty showcase is (a \$323 value) plus local tax and shipping
2. Inventory-optional, but recommended
3. Buy back guarantee from the company

What You Can Expect From Your Classes and Reorder Business After One Year

1. At each skin care class, the number of guests ranges from 3-6 with an average of 4 The average sales are \$200 per class
- 2 We retain 85% of our customers
3. The average reorder per customer each year is at least \$157

5 Classes per week (15-20 Hours)

$\$175 \times 5 = \875 weekly sales
 $\$875 \times 50$ weeks = \$43,750 annual retail sales
 425 customers $\times$ \$157 per year = \$66,725 annual retail sales
\$110,475 total annual sales
\$55,237 profit

4 Classes per week(10-15 Hours)

$\$175 \times 4 = 700$ weekly sales
 $\$700 \times 50$ weeks = \$35,000 annual retail sales
 340 customers $\times$ \$157 per year = \$53,380 annual retail sales
\$88,380 total annual sales
\$44,190 profit

3 Classes per week(6-8 Hours)

$\$175 \times 3 = \525 weekly sales
 $\$525 \times 50$ weeks = \$26,250 annual retail sales
 255 customers $\times$ \$157 per year = \$40,035 annual retail sales
\$66,285 total annual sales
\$33,142 profit

2 Classes per week(4-6 Hours)

$\$175 \times 2 = \350 weekly sales
 $\$350 \times 50$ weeks = \$14,500 annual retail sales
 170 customers $\times$ \$157 per year = \$26,690 annual retail sales
\$44,190 total annual sales
\$22,095 profit

1 Class per week(4-6 Hours)

$\$175 \times 1 = \175 weekly sales
 $\$175 \times 50$ weeks = \$8,750 annual retail sales
 85 customers $\times$ \$157 per year = \$13,345 annual retail sales
\$22,095 total annual sales
\$11,047 profit

MARY KAY PHILOSOPHY
God First, Family Second, Career Third

The Golden Rule:

"Do unto others as you would have them do unto you."

Flier by Charlotte Gardunia
for clients of Virtual Assisting 4 U