

Building your Business Financially

3 places to get money:

- 1.) Personal Finance
- 2.) Credit Card
- 3.) Financial Institution



Taking a Profit

<u>Profit Level Inventory</u>	<u>Loan Payment</u>	<u>2 Classes A Week</u>	<u>Replacement Of Product</u>	<u>Weekly Profit</u>	<u>1 Month Profit</u>	<u>Deduct Loan Payment</u>	<u>Monthly Profit</u>
3,000 wholesale Section 1 \$3600 Loan w/tax	\$150 Month	\$200 x 2=\$ 400 Retail Sales Per week	60% of \$400= \$240 per week	40% of \$400 = \$160	\$160 x 4 weeks = \$640	\$150	\$490.00 (9 hours per week) 36 hours /month

- Remember that having enough inventory is a key to developing loyal customers
- It's a proven fact that women are procrastinators, we wait until we are completely out of product.
- Women are also impulse buyers, we buy things on sight.
- Women will not do without their cosmetics and you will never run out of customers so long as there are little girls being born.
- With a 90% buy back guarantee, you have a risk free investment.

Income possibilities with Mary Kay Cosmetics

1. Make a list of how many women you know that will help you get started _____ women.
2. How many hours do you feel you could give your Mary Kay business? _____ hours
3. As a brand new consultant how much money would you like to make a week based on the hours listed?
\$_____
4. Do you want to be:
 - A. A pink Peddler—purchase your products at cost
 - B. Building a Business
 - C. Have a Full-time career and Win Car...



Average Class Time Frame

Classes = 2 hours
 Facial = 1 hour
 Reorders = Delivery time

Average people per setting at class

Classes = 4 people
 Facials = 2 people

<u><i>Number of Classes</i></u>	<u><i>Number of Facials</i></u>	<u><i>Reorders</i></u>	<u><i>Total Amount Of Retail Sales</i></u>	<u><i>40% of Sales</i></u>	<u><i>Income per hour</i></u>
2 x \$200 = \$400	1 x \$60 = \$60		\$400 + \$60 = \$460	<u><i>\$460 x 40% = \$184</i></u>	\$184 x 9 hours = \$20 Per hour

of Clients that will be serviced in 1 month based on above example

<u><i>Average people at each Class</i></u> <u><i>(4)</i></u>	<u><i>Average people at a facial</i></u> <u><i>(2)</i></u>	<u><i>Reorders</i></u>	<u><i>Total People to meet your 1st month</i></u>
2 classes wk x 4 weeks = 8 classes per month 8 classes x 4 people = 32	1 per week x 4 weeks = 4 facials per month 2 people x 4 facials = 8 people		32 (from Classes) + 8 (from facials) = 40 people /month