

# Results You Can Expect

This is a guideline based on **averages**, and individual results will vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$300 per class
- Average reorder per customer is \$178 per year
- We retain approximately 85% of our customers
- Interview 2 people from each class
- On average, 1 out of every 4 interviewed will join your team

	<b>5 classes/week or 20/month</b>	<b>4 classes/week or 16/month</b>	<b>3 classes/week or 12/month</b>	<b>2 classes/week or 8/month</b>	<b>1 classes/week or 4/month</b>
<b>Time Involved</b>	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
<b>Weekly Sales</b>	\$300 x 5 = \$1,500	\$300 x 4 = \$1,200	\$300 x 3 = \$900	\$300 x 2 = \$600	\$300 x 1 = \$300
<b>Annual New Sales</b>	\$1,500 x 50 = \$75,000	\$1,200 x 50 = \$60,000	\$900 x 50 = \$45,000	\$600 x 50 = \$30,000	\$300 x 50 = \$15,000
<b>Total Weekly Customers</b>	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
<b>Annual Reorder Amount</b>	425 customers x \$178 reorder = \$76,650 annually	340 customers x \$178 reorder = \$60,520 annually	255 customers x \$178 reorder = \$45,390 annually	170 customers x \$178 reorder = \$30,260 annually	85 customers x \$178 reorder = \$15,130 annually
<b>Total Annual Retail Sales</b>	\$151,650/year	\$120,520/year	\$90,390/year	\$60,260/year	\$30,130/year
<b>Your Total Annual Profit</b>	\$75,825 & Queen's Court of Sales	\$60,260 & Queen's Court of Sales	\$45,195 & Queen's Court of Sales	\$30,130 & Princess Court of Sales	\$15,065 profit for 2 hours/week
<b>Interview 2 at each class =</b>	10 interviews/week= 2.5 team members/week <b>10 team members/month</b>	8 interviews/week= 2 team members/week <b>8 team members/month</b>	6 interviews/week= 1.5 team members/week <b>6 team members/month</b>	4 interviews/week= 1 team members/week <b>4 team members/month</b>	2 interviews/week= .5 team members/week <b>2 team members/month</b>
<b>After 1 month you will...</b>	Be a DIQ!	Be an ETL!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!