

MARY KAY INVESTMENT PAYOFF PLAN

12 MONTH PLAN

\$3600 Wholesale / \$4500 spent on order
12% interest on loan approx
\$5000 payoff in one year

Monthly Payment = \$400

Monthly Income for family Desired = \$1000

Income from Sales Per Month = \$1,080

\$3600 retail sales

\$1800 (50%) reorder section 1

\$130 pcg/hostess giveaway

\$130 section 2 / hostess giveaway

\$360 hostess giveaway/meeting expenses

Leaves \$1,080 (30%) net profit

(do you realize the average commission paid on the sale
of an home-based product is 23% and we NET PROFIT
30-40%?? BE SO SO PROUD OF THAT!!!)

Sales Per Month = \$3600 retail sales

Classes Held Per Month (\$250 avg per class) = 10 classes x \$250 sales = \$2500 retail sales

Facials Held Per Month / Guests @ Meeting = 10 faces x \$50 sold per face = \$500 sales

Reorders / Misc Sales Goal = \$600 sales

Team Building Commissions Per Month = \$310

New Team Members Per Month = 2

2 new team members = \$2000 wholesale avg

(\$1000 wholesale company avg per new agreement)

\$2000 x 13% team leader commission = \$260

PLUS ½ OF NEW team members are qualified

4th personal recruit on that is qualified - \$50 bonus

\$260 + \$50 bonus = \$310

Interviews Per Month In Person = 10

Total Income from Sales and Team Building = \$1,390 (Pretty close to needed amount)

Reinvest \$_____ into Section 1 wholesale

Reinvest \$_____ into Section 2 Samples

Reinvest \$_____ into Preferred Customer Program

Product Giveaway 5%-10% of retail sold = \$_____

Total Profit Approx. = \$_____

Amount for Payment = \$_____

Leftover for Me for Business Expenses or other higher interest credit card
debt, bills, etc. = \$_____

