

Possibilities for You!

POSSIBILITIES FOR YOU & YOUR MARY KAY!

(And this is just one aspect of our business!)



These sales possibilities are based upon the following figures:

- At each party, there are 3-6 people (An average of 4).
- Party Sales are approximately \$200+ (Most party sales range from \$100- over \$1000 or more).
- Reorders are based on 70% customer retention (Some have estimated up to 85%).
- Per customer reorder is averaged at \$125.00 six months later (Most report 2-5X this).
- Hours estimate is rounded up (Includes party time + booking time, prep, clean up, customer care, follow-up, and reorder processing. It may take you less time, and some tasks can be delegated).

Hold THREE PARTIES PER WEEK (Approximately 15 Hours Work)

Gain 300 customers by end of year!

Potential profit from parties:	\$12,500 (\$1,040/month)
Potential profit from reorders:	<u>\$11,250</u> (\$940/month)
	\$33,750 per year

Hold TWO PARTIES PER WEEK (Approximately 6-10 Hours Work)

Gain 200 customers by end of year!

Potential profit from parties:	\$8,300 (\$690/month)
Potential profit from reorders:	<u>\$6,000</u> (\$500/month)
	\$14,300 per year

Hold ONE PARTY PER WEEK (Approximately 2-5 Hours Work)

Gain 100 customers by end of year!

Potential profit from parties:	\$4,200 (\$350/month)
Potential profit from reorders:	<u>\$3,800</u> (\$320/month)
	\$8,000 per year

You Can Do It!

Just think! The last example is just ONE NIGHT or AFTERNOON A WEEK!
Additional Options: Facebook Parties, Party Pack Sales, Gift Sales, Outside Sales!
They all add up to income for YOU – according to your schedule & time availability!

And it's a progressive business!!

Your customer base will grow as you keep holding appointments and adding new customers. Even one new customer a week brings you 52 customers a year! With every year, your reorder business will be greater and your total sales will increase!