

# The Business Power Plan

## You're a brand New Independent Beauty Consultant!!!

Now what? Listen to the INVENTORY OPTIONS CD.

How do I get a quality recording of Inventory Options CD?

New Consultants in the BEE-Liever Unit will receive a copy in their Welcome Packet!

### Step 1 - Who Do You Know . . .

Make a comprehensive list of 30 facial/skin care class hostess prospects. No need to prejudge her response. The only requirement—**she must have skin!** Family, friend, work associate, acquaintance, neighbor. (Also, put an \* by every name you think would be great in this business — **Your** first team members!)

|     |     |     |       |
|-----|-----|-----|-------|
| 1.  | 11. | 21. | _____ |
| 2.  | 12. | 22. | _____ |
| 3.  | 13. | 23. | _____ |
| 4.  | 14. | 24. | _____ |
| 5.  | 15. | 25. | _____ |
| 6.  | 16. | 26. | _____ |
| 7.  | 17. | 27. | _____ |
| 8.  | 18. | 28. | _____ |
| 9.  | 19. | 29. | _____ |
| 10. | 20. | 30. | _____ |

### Step 2 - It's Your Time, Invest It Wisely . . .

#### I. The Skin Care Class

- \$250 average sales
- 3 to 6 people attending
- takes 1 to 2 hours

#### II. The Facial

- \$90 average sale
- 1 to 2 people attending
- takes 45 minutes to an hour

| By Holding Weekly . . . | Gross Profit Weekly | Gross Profit Monthly |
|-------------------------|---------------------|----------------------|
| 1 SCC & 1 Facial        | \$170.00            | \$680.00             |
| 2 SCCs & 1 Facial       | \$295.00            | \$1,180.00           |
| 3 SCCs & 2 Facials      | \$465.00            | \$1,860.00           |
| 3 SCCs & 3 Facials      | \$510.00            | \$2,040.00           |

### Step 3 - How Many Faces . . .

To determine the amount of product you'll want to consider having on your shelf, let's take a look at the number of faces you'll be working with. With your current schedule, if a Class takes 1-2 hours and a Facial takes 45 minutes to an hour, how many are you willing to fit into your week?

|                     |                     |   |  |                   |
|---------------------|---------------------|---|--|-------------------|
| # of Classes weekly | X 4 Faces per Class | = |  | <b>FACES</b>      |
| # of Facials weekly | X 1 Face per Facial | = |  | <b>FACES</b>      |
|                     |                     |   |  | <b>FACES/WEEK</b> |

**Now determine how many faces you will be putting the product on MONTHLY?**

|                  |  |           |   |  |                        |
|------------------|--|-----------|---|--|------------------------|
| Total Faces/Week |  | X 4 Weeks | = |  | <b>FACES MONTHLY!!</b> |
|------------------|--|-----------|---|--|------------------------|

### Step 4 - How Much Inventory Do I Need?

Refer to the **Ready, Set, Sell Brochure**. Go through each package highlighting the # of faces each will cover. (With Product on Shelf, Time Management is EFFICIENT and CASH FLOW is **IMMEDIATE!!!**) Based on my projected # of Faces Monthly, I will need to invest in the . . .

Career 3,600 (18)

Premium 2,400 (12)

Enhanced 1,200 (6)

Professional 3,000 (15)

Superior 1,800 (9)

Basic 600 (3)

\* (#) indicates the number of Travel Roll Ups that could be assembled.

DOESN'T IT MAKE SENSE TO BE "**ON PROFIT LEVEL**"?!

### Step 5 - Let's Make It Happen!

1. Review the **Inventory Options CD** again.
2. Inventory Package Needed: \_\_\_\_\_
3. Find Investor Options:
  - (1)
  - (2)
4. Call Billie with YOUR DECISION ASAP and **LET'S GO!**



*“Start writing your own success story today. Set your goals and hang onto them until they are a reality. You’ve got to believe it before you will ever see it. Whatever the mind can perceive and believe, you can achieve!”*

**Mary Kay Ash**