



## Inventory with **LOW RISK** - \$1800

Assume you hold your five Perfect Start Skin care classes with a conservative class sales average of \$100 sales per class

**5 Classes X \$100 sales per class =\$500**

Let's suppose you start with the **Superior Package** of \$1800 wholesale or (\$3600 retail.). You will have Basics & Color and an assortment of all our product line. If you are serious about **YOUR** business, you will need to reinvest your sales to build the quantity of products in each department (product line) of your store (inventory) and be on a profit level. You will have enough products to service approximately 18 customers. Let me show you how the LOW Risk Guarantee works:

\$1800	Beginning Wholesale investment-\$3600 retail		
- 250	Less wholesale inventory depleted from sales at the five classes (or after you have sold \$500 retail.)		
\$1550	Wholesale balance of inventory on hand after your first \$500 in retail sales		
-1395	Less 90% Buy-back Guarantee from Mary Kay Cosmetics (explained on Beauty Consultant Agreement)		
\$ 155	Not refunded by Mary Kay		
Retail sales from your first 5 classes		\$ 500	
Less the 10% not refunded by Mary Kay		- 155	
Less cost of your Showcase (which you keep and use)		- 100	
You are <b>AHEAD!</b>		\$ 245	
Plus your New Consultant Bonuses (which you keep)	(Approx.)	\$ 402	Subject to Change
<b><i>Mary Kay's thanks just for giving it a try!</i></b>		<b>\$ 647</b>	

You will have invested about 12-15 hours of work time in doing your first five skin care classes. You will have earned approximately \$20 per hour plus the bonuses of approximately \$402 just for trying this business- even if you decide to quit at this point! These figures are minimal – if your sales exceeded \$500, then of course the benefit to you would increase proportionately!!

### Food For Thought!

If you invest \$1000 in Mary Kay inventory, you can double your \$1000 within weeks!

If you invest \$1000 in a savings account at 4% interest it will not double for 18 years!