



Inventory with **LOW RISK** - \$2400

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 **Premium Package** of \$2400 wholesale or (\$4800 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 25 customers. Let me show you how the LOW Risk Guarantee works:

| | | |
|---|--|--------------------------|
| \$2400 | Beginning Wholesale investment-\$4800 retail | |
| - 250 | Less wholesale inventory depleted from sales at the five classes (or after you have sold \$500 retail.) | |
| \$2150 | Wholesale balance of inventory on hand after your first \$500 in retail sales | |
| -1935 | Less 90% Buy-back Guarantee from Mary Kay Cosmetics (explained on Beauty Consultant Agreement) | |
| \$ 215 | Not refunded by Mary Kay | |
| Retail sales from your first 5 classes | | \$ 500 |
| Less the 10% not refunded by Mary Kay | | - 215 |
| Less cost of your Showcase (which you keep and use) | | - 100 |
| You are AHEAD! | | \$ 185 |
| Plus your New Consultant Bonuses (which you keep) (Approx.) | | \$ 502 Subject to Change |
| Mary Kay's thanks just for giving it a try! | | \$ 687 |

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 \$502 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!