



## Inventory with **LOW RISK** - \$3000 Full Store

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 **Professional Package** of \$3000 wholesale or (\$6000 retail). You are on a profit basis immediately with all departments (product lines) of your store (inventory) open. You will have enough products to service approximately 35 customers, or 3-5 skin classes per week plus reorders. Let me show you how the LOW Risk Guarantee works:

\$3000	Beginning Wholesale investment-\$6000 retail		
- 250	Less wholesale inventory depleted from sales at the five classes (or after you have sold \$500 retail.)		
\$2750	Wholesale balance of inventory on hand after your first \$500 in retail sales		
-2475	Less 90% Buy-back Guarantee from Mary Kay Cosmetics (explained on Beauty Consultant Agreement)		
\$ 275	Not refunded by Mary Kay		
Retail sales from your first 5 classes		\$ 500	
Less the 10% not refunded by Mary Kay		- 275	
Less cost of your Showcase (which you keep and use)		- 100	
You are <b>AHEAD!</b>		\$ 125	
Plus your New Consultant Bonuses (which you keep) (Approx.)		\$ 602	Subject to Change
<b>Mary Kay's thanks just for giving it a try!</b>		\$ 727	

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 \$602 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!