



Inventory with **LOW RISK** - \$3600 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 **Career Package** of \$3600 wholesale or (\$7200 retail). You are on a profit basis and will have a full inventory with all departments (product lines) for an immediate profit as you work the Mary Kay Career Path. You will have enough products to service approximately 40 customers. Let me show you how the LOW Risk Guarantee works:

\$3600	Beginning Wholesale investment-\$7200 retail		
- 250	Less wholesale inventory depleted from sales at the five classes (or after you have sold \$500 retail.)		
\$3350	Wholesale balance of inventory on hand after your first \$500 in retail sales		
-3015	Less 90% Buy-back Guarantee from Mary Kay Cosmetics (explained on Beauty Consultant Agreement)		
\$ 335	Not refunded by Mary Kay		
Retail sales from your first 5 classes		\$ 500	
Less the 10% not refunded by Mary Kay		- 335	
Less cost of your Showcase (which you keep and use)		- 100	
You are AHEAD!		\$ 65	
Plus your New Consultant Bonuses (which you keep) (Approx.)		\$ 702	Subject to Change
<i>Mary Kay's thanks just for giving it a try!</i>		\$ 767	

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 \$702 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!