



## Inventory with **LOW RISK**

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 \_\_\_\_\_ **Package** of \$ \_\_\_\_\_ wholesale or (\$\_\_\_\_\_retail). You will have enough product to service about \_\_\_\_\_ customers. With this amount of inventory, you will either: 1) be on profit level *OR* 2) If you are serious about **YOUR** business, you will need to re-invest sales to build to a full store (full inventory). Let me show you how the **LOW Risk** Inventory works:

\$ \_\_\_\_\_ Beginning Wholesale investment-\$\_\_\_\_\_ retail  
 - 250 Less wholesale inventory depleted from sales at the five classes  
 (or after you have sold \$500 retail.)

\$ \_\_\_\_\_ Wholesale balance of inventory on hand after your first \$500 in retail sales  
 - \_\_\_\_\_ Less 90% Buy-back Guarantee from Mary Kay Cosmetics  
 (explained on Beauty Consultant Agreement)

\$ \_\_\_\_\_ Not refunded by Mary Kay

Retail sales from your first 5 classes \$ 500

Less the 10% not refunded by Mary Kay - \_\_\_\_\_

Less cost of your Showcase (which you keep and use) - 100

You are **AHEAD!** \$ \_\_\_\_\_

Plus your New Consultant Bonuses (which you keep) (Approx.) \$ \_\_\_\_\_ Subject to Change

*Mary Kay's thanks just for giving it a try!* \$ \_\_\_\_\_

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 \$\_\_\_\_\_ 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!