

Work It!

You were not created to just survive or endure or get through or simply manage your life. You are meant for something much greater.

You already have everything you need to be enormously successful. The *only* thing that holds you back is...you. Not your husband or your friends or your location or your kids or your job.

Just you.

A year from now, you could be driving the same car, working the same job, making the same money, living in the same house and nothing has changed.

Or you can take action...right now.
Pick up the phone, book a class, call your customers, talk to strangers.
Which is truly more frightening - today's action or next year's vision?

So you get to choose.

Will you choose what you want *now*?
Or what you want *most*?

But...
the kids' have soccer practice
company is coming
I just had a baby, got married, moved
the baby is fussy
the tires need to be rotated
I need a better computer
I have a dental appointment
my back hurts
the kids need me
my husband doesn't approve
the library books are overdue
my office needs to be organized
I have to plan my son's birthday party
swim lessons start next week
I don't have enough time, money, energy

There will always be a reason *not* to work your business.

Work it anyway.

You can choose to give power to your circumstances or you can choose to be successful in spite of them. The choice is truly yours.

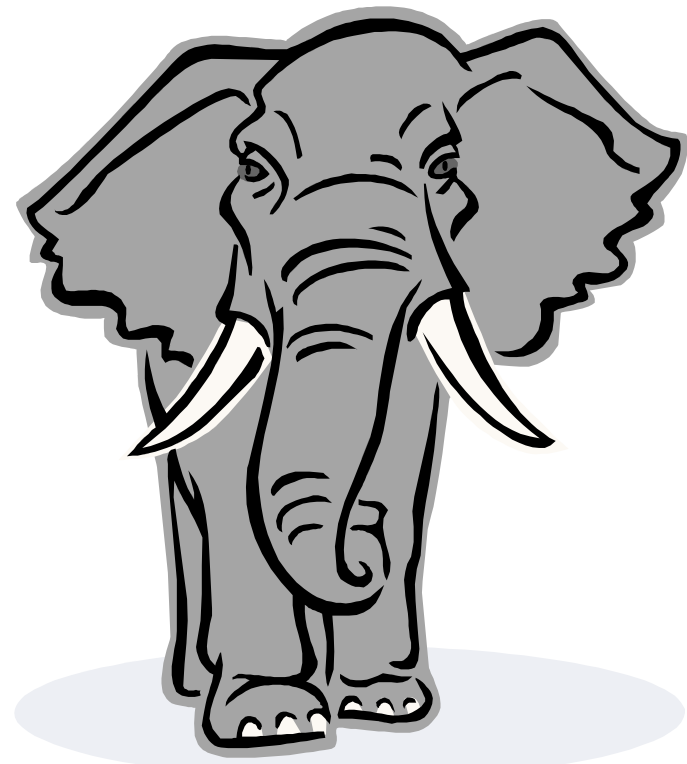
Choose well.

100 FACES

___/___/___ - ___/___/___

13 Weeks or 91 Days

How to Eat this Elephant!



Created by the LaPrade Area Braintree Directors

Activity Level

2 guests at each meeting	x 13 Weeks	=	26
1 class of 5 guests each week	x 13 Weeks	=	65
9 Facials in three months		=	<u>9</u>
Total Faces			<u><u>100</u></u>

Hours of Work

2 guests at each meeting	x 2 hrs/wk	=	26
1 class of 5 guests each week	x 3 hrs/wk	=	39
9 Facials in three months	x 1 hour ea.	=	9
Phone time	x 2 hrs/wk	=	<u>26</u>
Total Hours			<u><u>100</u></u>

Total Working Hours per week = 7.7 (100 Hrs/13 Wks)

Total Hours out of house per week = 5.7 (74 Hrs/13 Wks)

Total Business Benefit

Future Bookings (1 new class for every 5 faces)	=	20
Interviews (half of original 100 faces)	=	50
New Team Members (1 in 5 interviewed will sign)	=	10
Your Star Consultant Level (Wholesale + Recruits)	=	Pearl
You will be on Target for a Vibe and will be a DIQ!!!		

The CASH

Sales:

100 faces * \$50 per face	= \$	5,000
Profit	x 40%	= \$ 2,000

Recruiting:

10 New team Members from above	x 1,000	<i>Avg. New Order</i>
Total Three month's Production	=	10,000
Team Leader Commission	x 9%	= 900
Bonuses on recruits 4 - 10	x 50	= 350
Red Jacket Rebate		= <u>50</u>
Total Profit & Commission for three months		<u>\$ 3,300</u>

Profit per Month \$ 1,100

YOUR EARNINGS

Average Weekly Mary Kay Earnings \$ 253.85

Average Mary Kay \$\$/hr Total \$ 33.00

Average Mary Kay \$\$/hr out of house \$ 44.59

Average hrs/wk PT job @ \$10/hr = 25 hrs/week

Average hrs/wk PT job @ \$8/hr = 32 hrs/week

Average Time Saved per week = 20.87 hrs/week!!!

Average Time Saved per month = 83.46 hrs/month!!!