

THERE'S NO BUSINESS LIKE "SHOW" BUSINESS!!! THE "PLAN"

I am so excited about the possibilities that you have when you consistently work your business the Mary Kay way! Your goal is to have 6-10 people at every Show, book 2 new Shows and to interview 3 from each Show (the hostess plus 2 others.) When you do this plan, you will never have snow blindness in your date book and you will be making money, moving up in your career - Star Consultant, Cars, Directorship - whatever you want can be yours. Remember, everything you want in this business comes from the Show!

Month 1:

Hold 4 shows @ \$500 sales @ each show = \$2,000 in sales.
Order \$1,000 wholesale
Profit: \$1,000*
3 Interviews per Show = 12 interviews = 2+ new team members.

\$1,000 profit
+ 40 (4% income from \$500 order (average from each new team member))
\$1,040 profit

Month 2:

Hold 5 shows @ \$500 sales @ each show = \$2500 in sales
Order \$1250 w/s
Profit \$1250*
3 Interviews per Show = 15 interviews = 3+ new team members

\$1250 profit
+ 135 (9% income from new team members - \$500 average each)
\$1385 profit

Month 3:

Hold 6 Shows @ \$500 sales @ each show = \$3,000 in sales
Order \$1,500 w/s
Profit \$1500*
3 Interviews per Show = 18 Interviews = 4+ new team members

\$1,500 profit
+ 260 (13% income from new team members - \$500 average each)
\$1,750 profit

Month 4:

Hold 8 Shows @ \$500 sales @ each show = \$4,000 in sales
Order \$2,000 w/s
Profit \$2,000*
3 Interviews per Show = 24 Interviews = 6+ new team members

\$2,000 profit
+ 390 (13% income from new team members - \$500 average each)
\$ 2,390 profit

*Remember that your expenses for the class (supplies & hostess credit) will come from your profit - about 15-20%.

This is based on new consultants orders each month - it doesn't include what your other team members will order each month after the month they started, and it doesn't include the \$50 Bonus starting with your 4th qualified recruit. I based the new team members new orders on an average of \$500 w/s - it could be much more or it could be less - the goal is to always have them start with \$600 plus so they receive their bonuses! So, this is minimum when you are doing the shows and interviews - WOW, are you excited!! Then, your goal is to always hold 8+ shows every month!!! Think about it - when you are booking 2 new shows from each show - you will have 8+ every month!!!!