

Mary Kay Cosmetics Avenues of Income

	PROFIT
I. Product Sales	
A. Facials: 1 person = \$100 in one hour/50% = \$50 your commission	\$50
B. Skin Care Classes: 3 people = \$250 in 2 hours/50% = \$125	<u>\$125</u>
3 hours of work for the week:	<u>\$175</u>
\$175 x 4 weeks per month	\$700
C. Reorders: 5 customers per month x \$40—\$200 per month in 3 hrs/50% = \$100	<u>\$100</u>
12 hours of work per month	\$800

II. Recruiting

1. \$1800	Love Check		
2. \$2400	4% = \$168	Love Check	Love Check
3. \$3000		9% = \$810	13% when you place a
4. \$600			\$600 wholesale order
5. <u>\$1200</u>			13% = \$1170
\$9000			

Product Sales (from above)	\$800
13% Love Check	<u>\$1170</u>
Monthly Income/ 12 hours of work	\$1970