

100 CUSTOMERS = 100% SUCCESS!

What would 100 'Preferred' Customers this year do for you?

A 'Preferred' Customer uses the MIRACLE SET PLUS COLOR.

Look as this example:

Miracle Set Initial Purchase		\$110.00
Miracle Set Reorders	1.5 x 110.00	165.00
Oil-Free Eye Makeup Remover	3 x 15.00	45.00
Firming Eye Cream	2 x 32.00	64.00
Filled Custom Compact	1 x 70.00	70.00
Lip Gloss	1 x 14.00	14.00
Mascara	3 x 15.00	45.00
Lip Protector	1 x 8.00	8.00

TOTAL SALES FOR THE YEAR (includes initial purchase) = \$521.00

100 Customers spending \$500 each = \$52,100 Retail

GROSS PROFIT FOR YOU = \$26,050

Less 10% Expenses - 2,605

NET PROFIT = \$23,445

BREAKDOWN:

25 New Customers per Quarter

8 New Customers per Month

Must hold 4-8 Classes per Month

10-20% are Recruitable

Pearl Star each Quarter

Queen's Court of Sales (could be Top 20)

BASED ON WHERE YOU ARE NOW:

25 Preferred Customers = \$ 5,861.25 Net Profit

50 Preferred Customers = \$11,722.50

75 Preferred Customers = \$17,583.75 * (Queen's Court of Sales)

150 Preferred Customers = \$35,167.50

200 Preferred Customers = \$46,890.00

A Mary Kay Unit of 100 Consultants who each developed 100 Preferred Customers this year @ \$500 each would generate \$5 MILLION in sales!

THERE HAS NOT YET BEEN A \$5 MILLION UNIT!