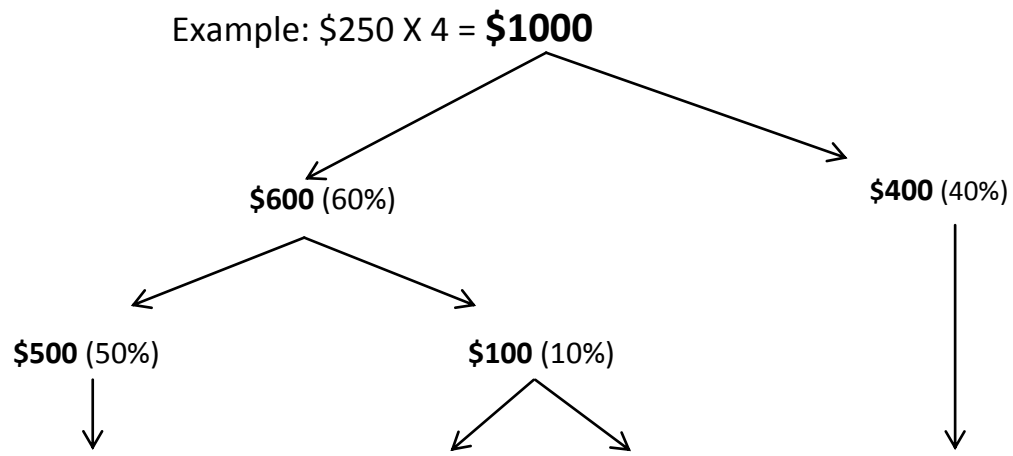


# Mary Kay Ash's **60/40** Method of Money Management



<b>50%</b>	<b>5%</b>	<b>5%</b>	<b>40%</b>
<p><b>\$500</b> Reorders</p> <p>(1) Replace product that was sold or came off your shelf</p> <p>(2) Section 1 (Skin care 1<sup>ST</sup>)</p>	<p><b>\$50</b> Sales Aides</p> <p>(1) Section 2 supplies</p> <p>(2) Website, ProPay, Business Cards</p> <p>(3) Dollar Store, Staples, etc.</p> <p>(4) <a href="http://www.mygirlfriendshouse.com">www.mygirlfriendshouse.com</a></p>	<p><b>\$50</b> Mailing Costs</p> <p>(1) S&amp;H \$9.35</p> <p>(2) PCP* gift w/ purchase= \$4 <small>*Preferred Customer Program</small></p> <p>(3) PCP Mailing =\$.70 per customer</p> <p>(4) C.D.S.= \$5.75 (Customer Delivery Service)</p> <p>(5) Personal Mailings</p>	<p><b>\$400</b> Paycheck</p> <p>\$400 -<u>\$100</u> loan payment \$300 Free &amp; Clear</p>

Notes: