

# DO YOU WANT A \$29,250 PER YEAR INCOME?

Take a look at these numbers! Breaking things down really does make a difference, doesn't it? Even working on a very part time basis (only one skin care class per week), you can achieve good income. The company average sales at one skin care class is \$200 per class, so let's just be conservative and base everything at \$150 per class. That's selling only two basic skin care sets and miscellaneous glamour. Then we'll base the reorder business on the assumption that your customers will reorder an average of only \$10 per month – very conservative, right?!

## 3 Classes Per Week / 6 - 8 Hours

\$150 x 3 =	\$450.00 Weekly Sales
\$450 x 50 weeks =	\$22,500 Annual Retail Sales
300 New Basic Customers	
300 Reorders x \$120 per year =	\$36,000 Annual Reorders
	\$58,500 Total Annual Sales

**\*\*\* \$29,250.00 PROFIT \*\*\***

## 2 Classes Per Week / 4 - 6 Hours

\$150 x 2 =	\$300.00 Weekly Sales
\$300 x 50 weeks =	\$15,000 Annual Retail Sales
200 New Basic Customers	
200 Reorders x \$120 per year =	\$24,000 Annual Reorders
	\$39,000 Total Annual Sales

**\*\*\* \$19,500.00 PROFIT \*\*\***

## 1 Class Per Week / 2 - 3 Hours

\$150 x 1 =	\$150.00 Weekly Sales
\$150 x 50 weeks =	\$7,500 Annual Retail Sales
100 New Basic Customers	
100 Reorders x \$120 per year =	\$12,000 Annual Reorders
	\$19,500 Total Annual Sales

**\*\*\* \$9,750.00 PROFIT \*\*\***