



THE DREAM CALCULATOR

What is your DREAM? If ANYTHING were possible, what would you want? _____

We are all given 168 hours per week. Are you using your precious time to make YOUR DREAMS come true, or someone else's?



Hours spent on...	Example:	
Sleeping	56	
Getting ready	7	
Going to church	2	
Cleaning & shopping	10	
Family time	35	
Work	40	
Personal time	7	
Other	*	
TOTAL	157	
Subtract from 168	11	

THE PROVEN MARY KAY STATISTICS

\$30 average sale on-the-go (Mascara, Remover)

\$79 average sale on-the-face (Basic + Mascara)

5 people at an average show = \$595 sales

85% reorders every 3 months, \$450 annually

1 out of 5 career chats result in 1 new team member

4-13% paid on team commissions

Out of the time you have left over, how many 2 hour appointments would you be willing to hold to make your DREAMS come true?

One SHOW per week HOBBY LEVEL 3 hours work!

$\$300 \times 1 =$	→	\$300 weekly sales
$\$300 \times 50 \text{ weeks} =$	→	\$15,000 annual retail sales at 50% = \$7500 profit
1 show x 5 guests x 3 month rotation = 60 customers	→	60 customers x 85% = 51 Customers x \$450 = \$22,950
\$22,950 reorders @ 50% = \$11,475 profit	→	\$7500 initial sales profit + \$11,475 from reorders =



Average annual income at 1 show per week

X's the number of shows you're willing to hold

= Your potential annual profit

\$18,975

Write out your schedule and color code it with highlighters: **BLUE** Other job **YELLOW** Personal time

ORANGE Family time **GREEN** When you can hold appts **PINK** Mary Kay training time

	SUNDAY (DOMINGO)	MONDAY (LUNES)	TUESDAY (MARTES)	WEDNESDAY (MIÉRCOLES)	THURSDAY (JUEVES)	FRIDAY (VIERNES)	SATURDAY (SÁBADO)
6:00							
7:00							
8:00							
9:00							
10:00							
11:00							
12:00							
1:00							
2:00							
3:00							
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