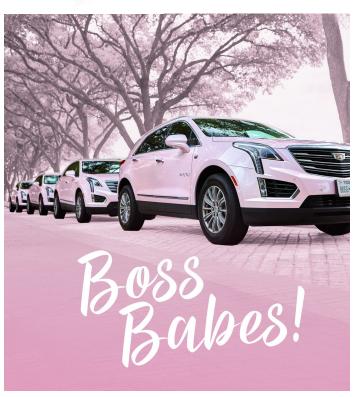
## THE DREAM CALCULATOR

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

MARY KAY

\$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

## One SHOW per week HOBBY LEVEL 3 hours work!

\$300 x 1 =	\$300 weekly sales
\$300 x 50 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 =

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?





Average annual income at 1 show per week

\$18,975

X's the number of shows you're willing to hold = Your potential annual profit

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

SATURDAY (SÁBADO)																	
RIDAY (VIERNES)																	
THURSDAY (IUEVES)																	
WEDNESDAY (MIÉRCOLES)																	
TUESDAY (MARTES)																	
MONDAY (LUNES)																	
SUNDAY (DOMINGO)																	
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