



# TIME STUDY

We all are given **168 hours per week**. What determines our effectiveness is how we use those precious hours. Let's see how you are spending your time and very importantly, is it taking you where you want to go?

*What would you do if you had more time and money to devote to the things that matter most to you.*



How many hours per week do you spend on each:	Example:	
Sleep	56	
Personal time (getting ready, hair, makeup, etc.)	7	
Church	2	
Cleaning & shopping	10	
Family, social, me time	35	
Work	40	
Me time (exercising, prayer, quiet time, journaling, etc.)	7	
Other	*	
<b>TOTAL</b>	<b>157</b>	<b>***</b>
<b>Subtract from 168 hours</b>	<b>11</b>	

## MARY KAY ISN'T MAGICAL, IT'S MATHEMATICAL!!!

- Each MARY KAY show has an average of 3-4 people and takes about 2 hours.
- Average sale per customer is **\$79** (Basic Set \$64 + \$15 Mascara)
- Average show is **\$200-\$300** in sales.
- We retain 85% of our customers. Average reorder is **\$450** per year.  
(Average woman spends \$1200 per year on personal care items.)



1 show per week average	(Hobby 3hrs)
<b>\$200 x 1</b>	= \$200 weekly sales
\$200 X 50 weeks	\$10,000 annual retail sales at 50% = <b>\$5000 annual profit</b>
1 show (3 customers ea) x 50 weeks	= 150 Customers x 85% = 127 Loyal Customers
127 Customers x \$450 per year = \$53,340 at 50% profit =	<b>\$26,670 from reorders + \$5000 initial sales = \$31,600</b>

# Wow!!!

Average annual income at 1 show per week      X's the number of shows you're willing to hold      Your potential profit

**\$31,600**

