



THE TIME STUDY

If you're like most people, you find yourself with a very FULL life! 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?



How many hours per week do you spend on each:	Example:	
Sleep	56	
Getting ready (hair, makeup)	7	
Church	2	
Cleaning & shopping	10	
Family & friends	35	
Work	40	
Me time (exercising, prayer, quiet time, journaling, etc.)	7	
Planning time (meals, vaca, kids activities, financial, etc)	*	
TOTAL	157	***
Subtract from 168 hours	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



1 show per week average	(Hobby 3hrs)
\$300 x 1 =	\$300 weekly sales
\$300 x 50 weeks =	\$15,000 annual retail sales at 50% = \$7500 annual profit
1 show x 5 guests x 3 month rotation = 60 customers	60 guests x 85% = 51 Customers x \$450 = \$22,950
\$22,950 reorders @ 50% = \$11,475 profit	\$7500 initial sales

What could this profit do for you and your family this year? _____

Average annual income at 1 show per week	X's the number of shows you're willing to hold	Your potential profit
\$18,975	x	=