## Mary Kay \& MONEY

| Weekly profit | \# of parties | Weekly <br> Sales from Parties | Weekly Hours worked | Monthly <br> Sales | Monthy Profit on Sales (40\%) | Recruits w/600 | Percent \% | Commission | Bonus | TOTAL INCOME for MONTH | ANNUAL INCOME (48 weeks) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$100 | 1 | \$250 | 3 | \$1,000 | \$400 | 1 | 4\% | \$24 |  | \$424 | \$5,088 |
| \$200 | 2 | \$500 | 6 | \$2,000 | \$800 | 2 | 4\% | \$48 |  | \$848 | \$10,176 |
| \$300 | 3 | \$750 | 9 | \$3,000 | \$1,200 | 3 | 4\% | \$72 |  | \$1,272 | \$15,264 |
| \$400 | 4 | \$1,000 | 12 | \$4,000 | \$1,600 | 4 | 4\% | \$96 | \$50 | \$1,746 | \$20,952 |
| \$500 | 5 | \$1,250 | 15 | \$5,000 | \$2,000 | 5 | 13\% | \$390 | \$100 | \$2,490 | \$29,880 |
|  |  |  |  |  |  |  |  |  |  |  | on target ca |
| \$600 | 6 | \$1,500 | 18 | \$6,000 | \$2,400 | 6 | 13\% | \$468 | \$150 | \$3,018 | \$36,216 |
|  |  |  |  | \$0 |  |  |  |  |  |  |  |
| \$700 | 7 | \$1,750 | 21 | \$7,000 | \$2,800 | 7 | 13\% | \$546 | \$200 | \$3,546 | \$42,552 |
| \$800 | 8 | \$2,000 | 24 | \$8,000 | \$3,200 | 8 | 13\% | \$624 | \$250 | \$4,074 | \$48,888 |
| \$900 | 9 | \$2,250 | 27 | \$9,000 | \$3,600 | 9 | 13\% | \$702 | \$300 | \$4,602 | \$55,224 |
| \$1,000 | 10 | \$2,500 | 30 | \$10,000 | \$4,000 | 10 | 13\% | \$780 | \$350 | \$5,130 | \$61,560 |

