

6 Month Sales & Team Building Plan



Sales

A class average \$300 to \$500 in retail sales

Using the low average of \$300 x 3 classes per week =
\$900 retail sales per week

4 weeks x \$900 retail sales =
\$3,600 per month

\$3,600 retail sales per month =
\$21,600 in 6 months

\$3,600 retail sales per month =
\$1,800 profit & \$1,800
returns to purchase new inventory

\$1,800 profit in a month x 6 months =
\$10,800 profit on classes



Customers

By holding 3 classes per week, a consultant should
have approximately 9 new customers each week.

9 new customers a week x 4 weeks =
36 new customers in a month

36 new customers in a month x 6 months =
216 new customers in 6 months.

A+ customers

Select 50 customers from the 216 to become your A+ Customers; those who purchase or reorder the majority of the MK line & spend a total of \$1,300 retail per year

\$1300 retail purchases (6 month period) x 50 customers =
\$32,500 retail sales for 6 months

\$32,500 retail sales in 6 months =
\$16,250 gross profit

What about the remaining customers?

Let's call these your "B" customers.
Approximately 80% of the 216 customers=
173 are retained as customers.

After you remove your
50 A+ customers, you have 123 customers left
(these are your "B" customers)
who will order approximately \$263 in 6 months.

123 "B" customers x \$263 =
\$32,349 retail sales for 6 months
\$16,174 gross profit in 6 months



6 Month Plan Working 10 Hours Per Week

Add up the profit from all of your sales

6 months class profit = \$10,800

6 month profit from A+ customer
reorders =
\$16,250

6 month profit from B customers =
\$16,174

Total 6 month profit from classes & reorders =
\$43,224

WOW—following this program means

- National Court of Sales (\$36,000 retail),
 - Royalty Reception at Seminar
 - Top quality prizes
 - Quarterly prizes

By following this plan you will be ordering
\$86,448 retail from MK Inc. each year



Team Building

What is the potential income if a Consultant added team building to their business?

Consultants earn up to 13% of the wholesale amount their personal team member orders from MK Inc.

If you have 1 team member described on the previous page doing:

$\$43,224 \text{ wholesale} \times 13\% = \$5,619 \text{ commission}$
Paid by MK Inc. to the consultant over 6 months

If you have a personal team of 5 women described on the previous page:

$5 \times 43,224 = 216,120.$

$\$216,120 \text{ team wholesale production} \times 13\% =$
 $\$28,095 \text{ commission paid by MK Inc. to the}$
Consultant over 6 months



Let's add it all up

6 month profit from class sales
= \$10,800

6 month profit from sales to A+ customers
= \$16,250

6 month profit from sales to B customers
= \$16,174

6 month 5 member personal team
commissions paid by MK Inc = \$28,095

6 month total profit = \$71,319

These figures do not include bonuses, prizes, and tax advantages.

This plan does not represent potential Director income, does not represent team growth or benefits of the car program.
(a personal team of 12 is needed to earn the car.)

Consistent performance does pay off
in a short time!



- To earn a 13% commission check a consultant must place a personal \$600 wholesale order and have a minimum of 5 active team members placing at least a \$200 wholesale order in the same month. (not including herself)
- In order to hold 3 classes, a consultant usually needs to book 5!
- Don't over estimate the power and lasting results of classes-they are the foundation of a successful business and career!

Thanks to the Kittson National Area!