

The Advantages of Having Inventory

A Businesswoman's View

I can't STRESS enough the value of having your inventory, your store, fully stocked with lots of choices or how many new customers I kept over the years because I can service them on the spot. I can't tell you how much more in sales I have because of impulse buying, they see it, they like it, they buy it.

A few weeks ago, I was doing an order for a new consultant, she was going to invest over \$50,000 in a new business, so I didn't limit her order to just \$3600, I decided to order what I really thought she needed on her shelf to run her business. The shelf with 2 of some things, but 3-4-5-6 of popular colors. I stopped at \$5000 wholesale but could have used more. I currently have an inventory of around \$7000-8000 wholesale. I'm sure that that is not even a lot to most of the court winners every year.

One consultant feels she needs to get to profit level and get serious before she invests the money. The problem is that she won't get serious, she doesn't need to. If she invested the money and had to make a payment, she would get real serious. So many of you are thinking the same way.

I pray for you to turn over a new thought about your inventory. Get it up to profit level, star level, with up to \$854 in FREE PRODUCT, is a perfect time to invest in yourself. Mary Kay always taught us to take action when the MOST is being given away. This offsets interest on a loan and gives you an opportunity to really make money.

Think different abundance thoughts so you can have an abundant life. God does want you to step out of your comfort zone, grow, rely on HIM. Small thoughts, actions, plans, produce small results. BIG thoughts, actions and plans, produce BIG results. It is a choice. How are you going to choose today!!!!

Here is a true N.S.D. story about vision: One day a N.S.D.'s husband said "I meant to tell you; I invested \$10,000 dollars in (whatever) and we will make 7% interest on the money in 7 years." She said, "Oh, really?" He said, "What's wrong?" She said, "Nothing." He said, "I know something is wrong; what is it?" She said, "Well, I was thinking that if you had invested the \$10,000 in Mary Kay products, I would have received 13% (her Unit Commission) on \$10,000 immediately - that would be \$1,300, some gorgeous prizes, probably a TOP TRIP with Mary Kay and 50% on the \$10,000 - that would be \$10,000, when I sold it! And it wouldn't take me 7 years to sell it! That would be \$11,300 plus we would make on our \$10,000. How many of us look at our Mary Kay inventory this way? Or do we look at it as something we hope we can sell.

What are you making on your Money Market Account? 4%, 5%? What are you making on your savings account? 2 1/2%? What are you making on your CD's? 5%?. How about the stock market? If you are doing GREAT you may make 15%. Or you may lose it all! We have looked into different plans and found that we could buy an annuity and make 7% if we invested \$15,000 and left it there for 10 years. Or we could buy bonds and make 4% or 5% if interest rates were high. But interest rates are low so that won't work. I have money in an IRA. That's good. However, I am past the age where I can add to it and if I take it out I am taxed on the full amount THIS YEAR.. Everyone is telling you to plan for your retirement. We are going to live a long time. So, I do believe that you need to start some kind of retirement account RIGHT NOW! Oh, you aren't making enough money to save any? Work your Mary Kay (along with your regular job) and put every bit of profit you make into a retirement account. You say you don't have time to do anymore than you are doing now? Sure you do. You better, if you want any money when you're 65, 70, 75, years old or older! Do you get tax benefits at your other job? What if you can't sell it? The only reason you wouldn't be able to sell it would be if you never told anyone that you were a Consultant.

The best interest you can get on your money RIGHT NOW is to invest in your Mary Kay inventory and learn to be the best Mary Kay Consultant in the business. What do you listen to when you get in your car? I hope it is motivational tapes. Other consultants are doing it. Find out how.

What about the interest on the loan? When you are working a profitable business, you are making a lot of money and you need tax benefits. Besides the free product you would get between now and Tuesday will come very close to paying the interest and you still get the deduction for the interest.

I didn't understand that what ever I was making, I needed to get my TAXABLE INCOME down to zero or as close to zero as I could. Say you are making \$40,000 at your job. You want enough tax shelter to get \$40,000 down to zero or as close to zero as you can. You probably don't have ANY tax shelter working for someone else. With Mary Kay you do!

Maybe you do want to quit your job but you say, "The Company pays for my insurance". That is not true! The Company doesn't pay for your insurance, you do! They just don't pay you what you are worth because they are using the money they should pay you to pay for your insurance. If you allow yourself to earn more money it is easy to pay for your own insurance.

**DREAM BIG!!! THINK BIG!!! BELIEVE BIG!!
YOU DESERVE IT ALL!!**