

## ***What You Can Expect From Your Mary Kay Classes & Reorder Business After 1 Year***

*At each skin care class, there ranges 3 to 6 people (an average of 4). The average sales are \$250 per class. We retain 85% of our customers. The average reorder per customer each year is \$200 when they are introduced to additional products to sample. The below figures are based on a \$175 class and \$125 reorders. They are figured **below** the national average!*

<b><u>5 Classes Per Week</u></b>	=	<b>452 Customers at the end of the First Year</b>
Profit from Classes	=	\$21,875 (\$1,820/mo.)
Profit from Reorders	=	\$26,562 (\$2,213/mo.)



**Total Profit = \$48,437 per Year**

<b><u>4 Classes Per Week</u></b>	=	<b>340 Customers at the end of the First Year</b>
Profit from Classes	=	\$17,500 (\$1,456/mo.)
Profit from Reorders	=	\$15,936 (\$1,786/mo.)



**Total Profit = \$38,748 per Year**

<b><u>3 Classes Per Week</u></b>	=	<b>255 Customers at the end of the First Year</b>
Profit from Classes	=	\$15,936 (\$1,092/mo.)
Profit from Reorders	=	\$13,125 (\$1,326/mo.)



**Total Profit = \$29,061 per Year**

<b><u>2 Classes Per Week</u></b>	=	<b>170 Customers at the end of the First Year</b>
Profit from Classes	=	\$10,625 (\$728/mo.)
Profit from Reorders	=	\$ 8,750 (\$885/mo.)



**Total Profit = \$19,375 per Year**

<b><u>1 Class Per Week</u></b>	=	<b>85 Customers at the end of the First Year</b>
Profit from Classes	=	\$5,312 (\$364/mo.)
Profit from Reorders	=	\$4,374 (442/mo.)



**Total Profit = \$ 9,687 per Year**

*\* The above figures are based upon 50 weeks in a year. Class times average between 2 - 2 ½ hours.)*      **—**