

*What would you do with an additional
\$35,000 a year from just retail sales?*

3 Classes/Parties/Shows/Events/per week = 10—12 Hours per week

\$200/class x 3 classes =

\$ 600 weekly sales

\$600 x 50 weeks =

\$30,000 annual retail sales

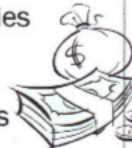
200 new Skin Care Customers

200 re-orders x \$200/year

+\$40,000 annual re-orders

=\$70,000 total annual sales

= \$35,000 profit (50% retail sales)



2 Classes/Parties/Shows/Events/per week = 8—10 Hours per week

\$200/class x 2 classes =

\$ 400 weekly sales

\$400 x 50 weeks =

\$20,000 annual retail sales

150 new Skin Care Customers

150 re-orders x \$200/year

+\$30,000 annual re-orders

=\$50,000 total annual sales

= \$25,000 profit (50% retail sales)



1 Class/Party/Show/Event/per week = 2—3 Hours per week

\$200/class x 1 class =

\$ 200 weekly sales

\$200 x 50 weeks =

\$10,000 annual retail sales

100 new Skin Care Customers

100 re-orders x \$200/year

+\$20,000 annual re-orders

=\$30,000 total annual sales

= \$15,000 profit (50% retail sales)

