



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!*


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

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


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

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


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

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

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

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

1 Class Per Week = **85 Customers at the end of the First Year**
 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.)* **—**