

My Mary Kay Business Plan

PRODUCT SALES BUSINESS PLAN

1. My desired monthly income is \$ _____
Multiply that number by 2.5 to get your monthly retail sales amount.
 $\$ \text{_____} \times 2.5 = \$ \text{_____}$ monthly retail sales
2. My monthly retail sales goal is \$ _____
Divide your monthly retail sales amount by 4 to get your weekly retail sales amount.
 $\$ \text{_____} \div 4 = \$ \text{_____}$ weekly retail sales
My weekly retail sales goal is \$ _____
3. Divide your weekly retail sales amount by \$200 in sales per class.
 $\$ \text{_____} \div 200 = \text{_____}$ classes held each week.
My weekly goal for classes held is _____
4. Since you have to book 2 classes for every one that you want to hold multiply your weekly class goal by 2 to get the number of classes you want scheduled each week.
 $\text{_____} \times 2 = \text{_____}$ classes booked per week
My goal for classes booked each week is _____

TEAM BUILDING BUSINESS PLAN

- My desired position is _____
- How many team members do you have at that position? _____
1. Multiply that number by 4 to get the number of Marketing Surveys needed to reach that position
 $\text{_____} \times 4 = \text{_____}$ total Marketing Surveys
 2. Multiply the number of Marketing Surveys by 4 to get the number of faces you need to put the product on to get your needed number of Marketing Surveys
 $\text{_____} \times 4 = \text{_____}$ total faces
 3. When do you want to be in that position? _____
How many months between now and that date? _____
 4. Divide your number of faces by how many months you have to reach your desired position
 $\text{_____} \div \text{_____} = \text{_____}$ faces per month
My monthly goal for faces is _____
 5. Divide the number of faces per month by 4 to get your number of faces per week
 $\text{_____} \div 4 = \text{_____}$ faces per week
My weekly goal for faces is _____
- Choose the Hostess plus one plan and reach your goal in half the time!

Consultant Name _____ Date _____