



NEW Consultant Inventory Worksheet



Who do you know? Make a list of 30 facial/skin care class hostess prospects. No needs to prejudge her response. The only requirement is that she has skin – family, friend, work associate, acquaintance, or neighbor. Put an * by everyone you think would be great in this business – you first team members!

1.	2.	3.
4.	5.	6.
7.	8.	9.
10.	11.	12.
13.	14.	15.
16.	17.	18.
19.	20.	21.
22.	23.	24.
25.	26.	27.
28.	29.	30.

Do you have the resources to purchase Mary Kay inventory?

Yes _____ No _____

Resources = Credit Card, Personal Loan, Savings, Loan from family, etc.

WHAT ARE YOUR GOALS? Check (✓) your one best answer from each category below:

APPOINTMENTS *Classes 1-1/2 hrs., 3-6 people, \$200 avg. sales*

Facials 30-45 min., 1-2 people, \$75 avg. sales

- 3 or more appointments per week (7-10 hours per week) _____ (3)
- 1-3 appointments per week (3-6 hours per week) _____ (2)
- 2-3 appointments per month (2-3 hours per week) _____ (2)
- 1-2 appointments per month (1-2 hours per week) _____ (1)

SUCCESS TRAININGS

- I am committed to attend trainings each week _____ (3)
- I plan to attend trainings twice a month _____ (2)
- I plan to attend trainings once a month _____ (1)
- I plan to attend trainings occasionally _____ (0)

LONG RANGE GOALS

- I would like to earn the use of a Mary Kay car or become a Director _____ (3)
- I would like to replace my full-time income _____ (3)
- I would like to build a solid base of customers _____ (2)
- I will mainly use the product for myself, rarely doing appointments _____ (1)

DESIRED MONTHLY PROFIT

- \$1,500 and UP _____ (3)
- \$800 to \$1,499 _____ (2)
- \$100 to \$799 _____ (1)
- Occasionally profit from family and friends _____ (0)

CALCULATE YOUR POINTS TO SEE THE INVENTORY LEVEL SUGGESTED

- 12 Points – Career, Professional or Premium Package _____
- 10-11 Points – Premium or Superior Package _____
- 6-9 Points – Superior or Enhanced Package _____
- 3-5 Points - Basic Package _____
- 0-2 Points – Personal Level (personal use items package) _____

MK Money Management Worksheet

Name: _____

Month of _____

1		2	3	My Profit	4	5	\$ to Re-order with	6
DEMO	Weekly Sales (before tax)	Sales Tax (collected)	Weekly Payment Credit Card/Loan ...\$ from your MK sales (column 1 x ____%)	% based on wholesale Inventory on hand	My Earnings ...guilt free spending money! (column 1 x ____%)	MK Product Order + Shipping Section 1 (column 1 x ____%)	% based on w/s Inv.	Business Expense Section 2 (column 1 x ____%)
	Wholesale Inventory \$3000-3600 (60/40)	How Much Inventory do you have on hand? This will determine your split to take (re-ordering money and profit you can take)	1/2 of Profit goes to loan until it is paid in full	40%	1/2 of Profit is your guilt free spending money. When loan paid off, 100% profit to YOU	55%	60%	5%
	\$2400-2900 (70/30)			30%		65%	70%	5%
	\$1800-2300 (80/20)			20%		75%	80%	5%
	Less than \$1800 (90/10 split)			10%		85%	90%	5%
Weekly Sales Before tax		Tax Collected	Weekly Loan Payment	My Profit \$	My Spending Money	\$ to order Sect 1 with	Re-order \$	\$ to order Section 2 with
Wk 1: 90/10 split	\$400		\$20	\$40	\$20	(85%) \$340	\$360	(5%) \$20
WK 2: 80/20 split	\$400		\$40	\$80	\$40	(75%) \$300	\$320	(5%) \$20
Wk 3: 70/30 split	\$400		\$60	\$120	\$60	(65%) \$260	\$280	(5%) \$20
Wk 4: 60/40 split	\$400		\$80	\$160	\$80	(55%) \$220	\$240	(5%) \$20
Week 5								
The more inventory you have, the more you sell, the faster you pay off your loan and the bigger your check!								
TOTALS								

YOU MUST RUN YOUR MONEY RIGHT! *More women have failed in their business because they didn't respect the money system!*

1. Get your inventory on a **PROFIT LEVEL** (\$3600 w/s)! (this allows you to pay yourself PLUS you are able to pay off your MK loan more quickly)
2. Complete this Money Management Worksheet and the Weekly Summary Sheet **EVERY WEEK!** (watch your profits & sales soar!)
3. **CONSISTENCY** is the key to success! MAKE IT A HABIT!
4. **EVERY WEEK...MAKE YOUR PAYMENT** to your loan or credit card because interest is compounded daily!!!
5. **EVERY MONTH...PLACE YOUR WHOLESALE PRODUCT ORDER!!!** Order smart (\$400-\$600+ gets you FREE product...see Biz Builders)
6. **EVERY WEEK...WRITE YOURSELF A PAYCHECK!!!** (the more inventory you have on hand, the more profit you are able to take right away!)

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