

“Money Lessons”

Money, Money, Money!!! I was thinking about money! We have some to invest and I was thinking about the story one NSD told one time. She said that she and her husband were lolling around the pool and he said, “Oh honey, I meant to tell you, I invested \$10,000 in (whatever) & we will make 7% interest on the money in 7 years.”

She said, “Oh really?”

He said, “What’s wrong?”

She said, “Nothing.”

He said, “I know something is wrong. What is it?”

She said, “Nothing. I know you consider yourself a great businessman.”

He said, “I wish you would tell me what’s wrong.”

She said, “Well, I was thinking that if you invested the \$10,000 in Mary Kay products, I would have received 13% (her Unit commission: \$1,300), some gorgeous prizes, probably a TOP TRIP with Mary Kay & 50% sales commission on the retail sale amount: \$10,000 when the product is sold. And it wouldn’t take me 7 years to sell it! That would be \$11,300 we would make on our \$10,000 investment! A consultant with 5 recruits would make the same commission as the NSD!”

How many of us look at our Mary Kay inventory this way? Or do we look at it as something we hope we can sell. What are you making on your money-market account? 4-5%? What are you making on your savings account? 2.5%? What are you making on your CDs? 3-5%? Now, how about the stock market? If you are doing GREAT you may expect to make 15% (or... you may lose it ALL!) We have looked into different plans and found that we could buy an annuity and make approximately 7% if we invested a minimum of \$15,000 and left it there for 10 years. Or, we could buy bonds and make 4-5% IF interest rates were high. But, interest rates have been unusually LOW for years so that won't work. I have money in an IRA. That's good. However, I am past the age where I can contribute to it & if I take it out, I am taxed on the full amount THIS YEAR! Everyone is telling you to plan for retirement. We are going to live a long time. So, I do believe you need to start some kind of retirement account RIGHT NOW!

Oh, you aren't making enough money to save any? Work your Mary Kay business (along with your regular job) and put every bit of profit you make into a retirement account. You say you don't have the time to do any more than you are doing now? Sure you do. You better, if you want any money when you are 65, 70, 75 years old or older!

The best interest you can get on your money RIGHT NOW is to invest in your Mary Kay INVENTORY and learn to be the best Mary Kay Consultant in the business. What do you listen to when you get in your car? I hope it's motivational material. Other Consultants are doing it. Find out how.

Do you get tax benefits at your other job?

What if I can't sell the product? Oh, well, the only reason you wouldn't be able to sell it would be if you never told anyone that you were a Consultant.

What if you send it back to Mary Kay? So what! You had to have sold some of it @ 50% discount. You can't lose any money.

What about the interest on the loan? What about it? When you are working a profitable business, you are making a lot of money and you need tax benefits.

I didn't understand that whatever I was making, I needed to get my taxable income down as close to ZERO as possible. You probably don't have any tax shelter working for someone else. With your Mary Kay business... you DO!

Maybe you do wish to quit your job but you're stuck on "the company pays for my insurance". That is NOT true! That company does NOT pay for your insurance... YOU DO! They just don't pay you what you are worth because they are using the salary money they would have paid you to pay for your insurance.

DID YOU KNOW THAT YOU CAN PAY FOR YOUR OWN HEALTH INSURANCE AND TAKE THE TAX DEDUCTION FOR IT? Think about it!