



Money Management

Successful business practices start with a smart approach to Money Management. It's very important to treat your Mary Kay Career as a business. Proper money management is essential to any business. You cannot be a success if you mismanage your money.

I. Suggested accounts for your Mary Kay Business.

A. Checking Account #1

1. This account is used for product replacement
2. Deposit 60% of total sales each week

B. Checking Account #2

1. This account is used to pay for business expenses, loan for inventory, etc
2. Deposit 40% of total sales each week

C. Debit Card for Accounts # 1 & # 2

You will not go into debt using only the funds available from your sales!

II. Develop a budget for your business.

A. Deposit ALL funds collected.

B. Divided 60% / 40% in to specified accounts.

C. Pay bills on time. Avoid finance charges. Maintain an impeccable credit standing for your Mary Kay business.

D. Be aware that ALL expenses are paid from the 40% account.

Consistency is the key to your business. NEVER take business expenses from the 60% account. If you do, you are embezzling and your business will decline and most likely die!



It is important to understand that in order for your business to be profitable, you must have enough inventory on your shelves to give your customers the service they deserve. Until you are fully stocked, more than likely, you will find it necessary to re-invest 100%. The general rule is that \$3,600 wholesale on your shelves is a comfortable profit level. Until you reach that level, it is difficult to divide 60% / 40%. You are earning a profit; however, it is wise to re-invest your profit until you reach \$3,600. When that level is reached, it is essential that you continue to maintain the 60% / 40% split.

Understanding that you are building a business is important. Mary Kay is not a "get rich quick scheme", however, you are in control of your activity. You can make as much money as you want to make, based on the activity you are willing to maintain.

Using more than one avenue of income will increase your profits. Recruiting commissions will increase profit immediately as it is deposited into your 40% account.

You have opened the door to a multi-million dollar business if that is what you desire. The growth and productivity of your business is up to you. You are the President, Secretary and Treasurer at this point. Treat your business as a business, develop good habits from the beginning and give your business a chance to grow and develop into what you want it to be! Remember YOU control the income by the action you take daily!