



# Christmas Club Program

## Just for Christmas

The Pilot program is for women who are not sure a Mary Kay career would be right for them on a full time or part time basis:

**Devote:** 2 hours of every week to teach/show product  
**Example of a class @ \$400 & \$100 reorder sales = \$500 in sales - 50% (discount of product = \$250 per week)**

**Invest:** \$100 (plus tax) for showcase—Valued at over \$410 Retail

**Profit:** October, November & December  
 12 weeks X \$250 = \$3000 profit!

Plan for \$10,000 in Sales

1. 2 open houses averaging \$500	\$1000
2. 10 husbands / boyfriends at \$100 each	\$1000
3. 7 Holiday coffees or gift shows at \$300 each	\$2100
4. 1 beauty show per week for 10 weeks at \$300 each	\$3000
5. Customer service and PCP follow up: 25 at \$40 each	\$1000
6. Contacting businesses: 30 gifts at \$35 each	\$1050
7. Last minute gifts	\$850
<b>Total Sales</b>	<b><u>\$10,000</u></b>
<b>Total Profit</b>	<b>\$5000</b>



At the end of the season, reassess the 12 weeks. If you have not had lots of fun, made an excellent hourly income, and let others have fun at the same time, return any unsold product and Mary Kay will refund 90% of what you paid. NO strings attached!

A totally Risk Free Opportunity.