

# *What would you do with an Additional \$37,500 a year?*

## **3 Classes / week = 10-12 Hours per week**

\$200/Class x 3 classes = \$600 weekly sales  
\$600 x 50 weeks = \$30,000 Annual retail sales



300 New Basic Skin Care Customers  
300 Customers x \$150/year reorders = \$45,000 in Annual Re-orders  
\$75,000 Total Annual Sales = **\$37,500 Profit**

## **2 Classes / week = 8-10 Hours per week**

\$200/Class x 2 classes = \$400 weekly sales  
\$400 x 50 weeks = \$20,000 Annual retail sales



200 New Basic Skin Care Customers  
200 Customers x \$150/year reorders = \$30,000 in Annual Re-orders  
\$50,000 Total Annual Sales = **\$25,000 Profit**

## **1 Class / week = 5 Hours per week**

\$200/Class x 1 classes = \$200 weekly sales  
\$200 x 50 weeks = \$10,000 Annual retail sales



100 New Basic Skin Care Customers  
100 Customers x \$150/year reorders = \$15,000 in Annual Re-orders  
\$25,000 Total Annual Sales = **\$12,500 Profit**