

Ready Set Sell **BONUS** for New Consultants!

WHOLESALE ORDER	DEPARTMENTS & RETAIL VALUE	COLOR 101 GIFT	READY SET SELL BONUS BUNDLES	BizBUILDER BUCKS CREDIT	TOTAL FREE PRODUCT & CREDIT	TOTAL RETAIL ORDER	TOTAL INVESTMENT
Emerald \$4200	FULL Store \$8400	(Must be placed w/in 1 st 15 days) \$121	6 \$642 Retail Value	(credit redeemed on next order) \$125	\$888	\$9163	\$5000 <small>(figures include avg. interest/taxes/shipping)</small>
Emerald \$3600	6 Departments \$7200	\$121	6 \$642 Retail Value	\$125	\$888	\$7963	\$4400
Diamond \$3000	5 Departments \$6000	\$121	5 \$546 Retail Value	\$100	\$767	\$6667	\$3600
Ruby \$2400	4 Departments \$4800	\$121	4 \$450 Retail Value	\$80	\$651	\$5371	\$3000
Sapphire \$1800	3 Departments \$3600	\$121	3 \$354 Retail Value	\$50	\$525	\$4075	\$2300
\$1200	\$2400	\$121	2 \$223 Retail Value	\$35	\$379	\$2744	\$1600
\$600	\$1200	\$121	1 \$117 Retail Value	\$15	\$253	\$1438	\$800

Product Bundles



TimeWise[®] Skin Care Bundle



TimeWise Repair™ Volu-Firm™ Foaming Cleanser & Night Treatment Bundle



TimeWise Repair™ Volu-Firm™ Day Cream & Eye Renewal Cream Bundle



Mary Kay[®] Color Bundle



Mary Kay[®] Favorites Bundle



Botanicals Cleanse & Hydrate Skin Care Bundle























Botanicals Freshen & Mask Skin Care Bundle

a *115 value - yours free!



Color 101

Inventory Planning

LEVEL of INVENTORY	Number of DEPARTMENTS	Skin Care & Color Lines			Specialty Line Products			
		SKIN CARE	SUPPLEMENTS	COLOR	FRAGRANCE	BODY CARE	MEN'S	LIMITED EDITION
Emerald \$4200	FULL Store	FULL Department	FULL Department	FULL Department				
Emerald \$3600	6	FULL Department	FULL Department	FULL Department				
Diamond \$3000	5	FULL Department	FULL Department	FULL Department				
Ruby \$2400	4	FULL Department	FULL Department	Most Popular Colors				
Sapphire \$1800	3	FULL Department	FULL Department	Limited Colors				

Benefits of an Inventory






On the spot delivery provides customers with instant buying gratification.

Product availability provides a higher level of customer service and promotes a greater depth of customer loyalty.

A full stock of inventory provides a consultant with an ideal selling environment and an immediate paycheck.

Inventory on your shelf supports effective time management.

Explanation of Each Store Level

 Emerald	FULL Store	A Full Store provides you with multiples of all skin care & color giving you the opportunity to do multiple appointments without reordering each time. You will be able to complete the skin care & supplement lines that did not come with the basic set in your starter kit. Both formulas of foundation to demo & multiples of each color in stock to sell. All shades of full size mineral eye shadows & blushes – lip glosses – brush sets – compacts - fragrances to demo & sell help you look more professional & save money in the long run on samples & sell more when customers see full size product available that day.
\$4200	\$8400	
 Emerald	6 Departments	Choosing an Emerald store will provide you with the same variety of product as a full store but without the ability to have all of the full size product to demonstrate & sell at multiple appointments without restocking after every party.
\$3600	\$7200	
 Diamond	5 Departments	The Diamond store will provide you with all of the skin care & popular supplements – mineral colors – foundation shades. But you won't have every single full size product available to demo at your appointments & will most likely need to restock after each party.
\$3000	\$6000	
 Ruby	4 Departments	The Ruby level will give you all of the skin care you need & at least one of each foundation shade & two of the most popular ones. You will most likely have to restock right away after each party. The mineral color selection will be limited to the most popular shades.
\$2400	\$4800	
 Sapphire	3 Departments	The Sapphire level includes all of the skin care but only one of each foundation shade. You will be restocking after every appointment & most likely not having the ability to fill each order at a party if more than one woman needs the same shade. It will include one of each mineral color shade but only the popular liners & lip products.
\$1800	\$3600	
\$1200	\$2400	This level only provides you with a sampling of the most popular skin care & foundation shades to demo. It allows a very limited supply of the most popular skin care to sell.
\$600	\$1200	The 600 level will give you personally some of your favorite products to use & finish filling your kit with the main products that you would like to demo at a party but doesn't provide any product on hand to sell which will most likely result in women not purchasing as much product as they would if you had it with you at their appointment.

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