

Court of Sales

July 1, 2014 – June 30, 2015

\$40,000 Personal Retail Sales

(\$20,000 personal wholesale orders)

\$40,000/12 months

You're selling on average \$3,333/mo or \$834/wk

How do I sell \$834/wk?

- 2 parties with 5-6 women each
- 10 facials
- 1 party with catalog sales and reorders
- 10 Miracle Sets
- 4 Timewise Repair Kits

Remember... Mary Kay can't track your sales – only your wholesale orders. For Mary Kay to give you "credit" for selling \$3,333 in one month, your personal wholesale order would need to be half of that – \$1,667.



You order CC Cream for
the wholesale price of **\$10**
↓
You sell CC Cream for
the retail price of **\$20**

Why earn the Court of Sales?

1. Earn \$20,000 profit! What could you do with \$20,000?
2. Build a solid customer base – reorders!
3. Earn diamonds and recognition! You get to choose a beautiful diamond/gemstone ring to pick up when you walk across the stage at Seminar!
4. Build credibility with your customers and teammates!
5. Build your team as you go!