

NEW INDEPENDENT BEAUTY CONSULTANT PRODUCT PLANNING WORKSHEET

Complete this planning worksheet with your Independent Sales Director or recruiter to help decide how much product is right for you as you start your business!

1. WHAT ARE YOUR MARY KAY BUSINESS GOALS?

CHECK THE ANSWERS THAT BEST APPLY TO YOU.

A DESIRED MONTHLY EARNINGS**

\$1,200+ = 4 POINTS

\$800 - \$1,199 = 3 POINTS

\$400 - \$799 = 2 POINTS

\$100 - \$399 = 1 POINT

B SELLING APPOINTMENTS

3+ appointments per week = 4 POINTS

1 - 2 appointments per week = 3 POINTS

2 - 3 appointments per month = 2 POINTS

1 appointment per month = 1 POINT

C SUCCESS MEETINGS

I am committed to attending success meetings each week. = 3 POINTS

I am committed to attending success meetings twice per month. = 2 POINTS

I am committed to attending success meetings when they fit into my schedule. = 1 POINT

D GOALS CHECK ALL THAT APPLY.

I would like to build a SOLID CUSTOMER BASE. = 2 POINTS

I would like to earn FABULOUS PRIZES AND RECOGNITION. = 2 POINTS

I would like to become an INDEPENDENT SALES DIRECTOR. = 2 POINTS

I would like to earn a little EXTRA INCOME. = 1 POINT

2. CALCULATE YOUR POINTS TO DETERMINE AN INVENTORY***

CATEGORY FOR YOUR SELLING GOALS. CHECK THE BOX THAT BEST APPLIES TO YOUR TOTAL

TOTAL POINTS	POINTS	INVENTORY CATEGORY (WHOLESALE COST)
<input type="checkbox"/>	13+ POINTS	\$3,600+ wholesale
<input type="checkbox"/>	12 POINTS	\$3,000 wholesale
<input type="checkbox"/>	11 POINTS	\$2,400 wholesale
<input type="checkbox"/>	8 - 10 POINTS	\$1,800 wholesale
<input type="checkbox"/>	5 - 7 POINTS	\$1,200 wholesale
<input type="checkbox"/>	2 - 4 POINTS	\$600 wholesale

NAME: _____

Access the digital version of the *Great Start™* brochure and Product Planning Worksheet on the *Mary Kay Great Start®* App.

*Independent Beauty Consultants are eligible to earn a free color look with a single initial order of \$600 or more in wholesale Section 1 products within 15 days of when their Agreements are received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift. Suggested retail values can be found on the *Mary Kay InTouch™* website. The Company reserves the right to change or update products and packaging. Please go to the *Mary Kay InTouch™* website for the most up-to-date information.

†You are eligible to earn up to a total of six Ultimate Product Bonus Bundles. The actual total value of the bonuses earned will depend on the suggested retail values of the product bonus bundle(s) selected and is subject to any required tax obligations. See Page 8 for full details about the free limited-time Ultimate Product Bonus Bundles. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundle(s).

**Gross monthly income goals do not take into consideration taxes and business expenses.

***Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost, original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.