

NEW INDEPENDENT BEAUTY CONSULTANT PRODUCT PLANNING WORKSHEET

Before reviewing the ordering options featured in this brochure, you may want to complete this product planning worksheet with your Independent Sales Director or recruiter. The worksheet is designed to help you decide how much product is right for you.

1. What are your Mary Kay 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 the use of a MARY KAY CAREER CAR.* = 2 POINTS
- I would like to become an INDEPENDENT SALES DIRECTOR.* = 2 POINTS
- I would like to earn a little EXTRA CASH.* = 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	WHOLESALE CATEGORY
<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:

*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.