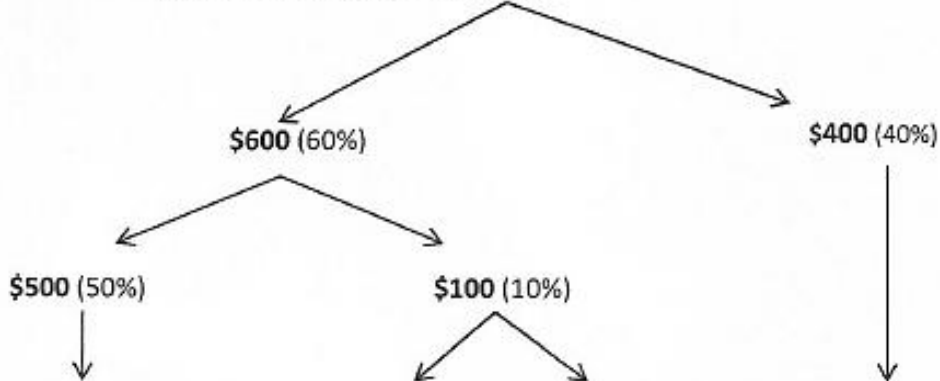


Mary Kay Ash's **60/40** Method of Money Management

Example: $\$250 \times 4 = \1000



50%	5%	5%	40%
<p>\$500 Reorders</p> <p>(1) Replace product that was sold or came off your shelf</p> <p>(2) Section 1 (Skin care 1st)</p>	<p>\$50 Sales Aides</p> <p>(1) Section 2 supplies</p> <p>(2) Website, ProPay, Business Cards</p> <p>(3) Dollar Store, Staples, etc.</p> <p>(4) www.mygirlfriendshouse.com</p>	<p>\$50 Mailing Costs</p> <p>(1) S&H \$9.35</p> <p>(2) PCP* gift w/ purchase = \$4 <small>*Preferred Customer Program</small></p> <p>(3) PCP Mailing = \$.70 per customer</p> <p>(4) C.D.S. = \$5.75 (Customer Delivery Service)</p> <p>(5) Personal Mailings</p>	<p>\$400 Paycheck</p> <p>\$400 -\$100 loan payment \$300 Free & Clear</p>

Notes: