

Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
Time Involved	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
Weekly Sales	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
Annual New Sales	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
Total Weekly Customers	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
Annual Reorder Amount	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
Total Annual Retail Sales	\$110,475/year	\$88,380/year	\$66,285/year	\$44,190/year	\$22,095/year
Your Total Annual Profit	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
Interview 2 at each class =	10 interviews/week= 2.5 team members/week 10 team members/month	8 interviews/week= 2 team members/week 8 team members/month	6 interviews/week= 1.5 team members/week 6 team members/month	4 interviews/week= 1 team members/week 4 team members/month	2 interviews/week= .5 team members/week 2 team members/month
After 1 month you will...	Be a DIQ & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!