

New Independent Beauty Consultant

Inventory Worksheet

Before reviewing the ordering options featured in this brochure, you may want to complete this inventory worksheet with your Independent Sales Director or recruiter. The worksheet is designed to assist you in determining your ideal inventory investment.

1. What are your Mary Kay goals? Check the answers that best apply to you:

Desired Monthly Earnings

- _____ \$1,200+ = 4 points
- _____ \$800 to \$1,199 = 3 points
- _____ \$400 to \$799 = 2 points
- _____ \$100 to \$399 = 1 point

Selling Appointments

- _____ 3 or more appointments per week = 4 points
- _____ 1 to 2 appointments per week = 3 points
- _____ 2 to 3 appointments per month = 2 points
- _____ 1 appointment per month = 1 point

Success Meetings

- _____ I am committed to attending success meetings each week. = 3 points
- _____ I plan to attend success meetings twice a month. = 2 points
- _____ I plan to attend success meetings when they fit into my schedule. = 1 point

Goals (check all that apply)

- _____ I would like to build a solid base of customers. = 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 replace my full-time income. = 2 points
- _____ I would like to have a little extra spending cash. = 1 point

2. Calculate your points to see the suggested inventory category for you.*

- | | |
|--------------------|------------------------------------|
| 13 points or more: | \$3,600 wholesale category or more |
| 12 points: | \$3,000 wholesale category |
| 11 points: | \$2,400 wholesale category |
| 8 to 10 points: | \$1,800 wholesale category |
| 5 to 7 points: | \$1,200 wholesale category |
| 2 to 4 points: | \$600 wholesale category |

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.