

## Money Management—page 2

If you put your inventory on a charge card, then you might prefer to take the entire 40% and apply it to that credit card so you can pay it off quickly. The KEY factor in doing that is this: you should only use your credit card ONE time and that is for your initial order. After that, all orders are placed out of your debit card account from the deposits you have made. This limits you to ordering only what you have the cash for and not “overstocking” and it prevents you from running up your credit card. If you average \$500 a week in sales, your credit card debt will be eliminated in only six months. After that you will have your inventory completely paid for and the 40% can go to YOU to spend however you want. Whoopeeee!!

### Let's take a look at a few scenarios for paying off your initial inventory loan:

You started with the CAREER INVENTORY STORE of \$3600. Including tax and sales aids you probably have \$4400 on your credit card or loan. If you sell \$500/week (2 skin care classes per week) = \$2,000/month; 40% goes to credit card or loan reduction (\$800) and 60% (\$1,200) goes into restocking. This is how your next six months would look as you reduce your card or loan by \$800 a month:

Month 1 = \$3,600  
Month 2 = \$2,800  
Month 3 = \$2,000  
Month 4 = \$1,200  
Month 5 = \$400  
Month 6 = +400 in your profit account

Now, what if you do not average selling \$500/wk but average \$400/wk? Then it will take you one month longer to pay off your credit card. Example: \$400 X 4 weeks = \$1,600; 40% of \$1,600 is \$640/mo for credit card/loan reduction:

Month 1 = \$3,760  
Month 2 = \$3,120  
Month 3 = \$2,480  
Month 4 = \$1,840  
Month 5 = \$1,200  
Month 6 = \$560  
Month 7 = +80 in your profit account

Obviously the less you sell, the longer it will take to pay off your card or loan. The more you sell the faster you will pay off your card or loan. It is all relative.

Now, what if you didn't start with a career inventory? How does this formula work? You take the appropriate profit % listed on the previous page and work out the same system. If you've started with less than a STAR ORDER, you CANNOT afford to pay yourself a profit. You must reinvest ALL of your sales money into products (with the exception of a minimum payment to your credit card or loan company) until you build up to a profit paying level.

Successful people are  
just ordinary people  
with extraordinary determination  
-Mary Kay Ash-