

## Formula for SUCCESS Based on the 100 Face Portfolio

Read carefully the following information. Many women in our business are experiencing EXPEDENTIAL GROWTH based on the following as a projection model.

Suppose you broke the 100 Face Portfolio into 35 faces over a 3 month period. These 35 faces could be at a Skin Care Class, Facial or Event. Read on . . .

### Month 1

#### ACTIVITY

35 Personal Faces x \$100 = \$3500 retail sales  
(\* based on company average of \$100 in sales per facial)

35 Personal Faces = 35 Interviews

35 Interviews = 3 New team members

3 New Team Members x \$1000 wholesale order = \$3000  
(\*based on company average of \$1000 New Consultant Initial Inventory Order)

#### PRODUCTION

\$1750 wholesale order

\$3000 wholesale orders

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\$4750.00 wholesale orders

#### YOUR CHECK

\$3000 x 4% Commission = \$120 + \$1750 from Sale of product = **\$1870**

**3 Team Members—New Red Jacket**

### Month 2

#### ACTIVITY

35 Personal Faces x \$100 = \$3500 retail sales

3 New Team Members x (35 Faces Each)= 105 Faces  
105 Faces x \$100 = \$10,500 retail sales

35 Personal Interviews = 3 New Team Members

3 New Team Members x \$1000 wholesale order = \$3000

#### PRODUCTION

\$ 1750 wholesale order

\$ 5250 wholesale orders

~~\$ 3000 wholesale orders~~

\$10,000 wholesale orders

#### YOUR CHECK

\$3000 x 13% Commission = \$390 + \$150 Team Building Bonus + \$1750 from Sale of product =  
**\$2290**

**Team Leader— 6 Qualified TM**

**On Target for Car**

**Diamond Star Consultant**

**Month 3**

**ACTIVITY**

**PRODUCTION**

35 Personal Faces x \$100 = \$3500 retail sales

\$ 1750 wholesale order

35 Faces x 6 Team Members = 210 Faces  
210 Faces x \$100 = \$21,000 retail sales

\$10,500 wholesale orders

35 Personal Interviews = 3 New Team Members  
3 New Team Members x \$1000 wholesale order = \$3000

\$ 3,000 wholesale orders

\$25,750 wholesale production

**YOUR CHECK**

(\$10,500 + \$3000) x 13% Commission = \$2437.50 + \$150 Team Building Bonus +  
\$1750 from Personal Product Sales = **\$3655**

**Director in Qualification – 9 Qualified TM    On Target for Car    Pearl Star Consultant**

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**Month 4**

**ACTIVITY**

**PRODUCTION**

35 Faces x \$100 = \$3500 retail sales

\$ 1750 wholesale order

35 Faces x 9 Team Members = 315 Faces  
315 Faces x \$100 = \$31,500 retail sales

\$15,750 wholesale orders

35 Personal Interviews = 3 New Team Members  
3 New Team Members x \$1000 wholesale order = \$3000

\$ 3,000 wholesale orders

35 Team Interviews x 9 Team Members = 315 Interviews  
315 Interviews = 31 New Team Members  
31 New Team Members x \$1000 wholesale order = \$31,000

\$31,000 wholesale orders

\$51,500 wholesale production

**YOUR CHECK**

(\$15,750 + \$3000) x 13% Commission = \$2437.50 + \$150 Team Building Bonus +  
\$1750 from Personal Product Sales = **\$4337.50**

**NEW SALES DIRECTOR    12 Personal Qualified Team Members  
NEW GRAND PRIX DRIVER    PEARL STAR CONSULANT++**

## Month 5—First Month as a Sales Director

<u>ACTIVITY</u>	<u>PRODUCTION</u>
35 Faces x \$100 = \$3500 retail sales	\$ 1750 wholesale order
35 Faces x 12 Personal Team Members = 420 Faces 420 Faces x \$100 = \$42,000 retail sales	\$ 21,000 wholesale production
35 Faces x 31 Unit Team Members = 1085 Faces 1085 Faces x \$100 = \$108,500 retail sales	\$ 54,250 wholesale production
35 Personal Interviews = 3 New Team Members 3 New Team Members x \$1000 wholesale order = \$3000	\$ 3,000 wholesale production
35 Unit Interviews x 31 Team Members = 1085 Interviews 1085 Interviews = 108 New Team Members 108 New Team Members x \$1000 wholesale order = \$108,000	\$108,000 wholesale production
	<hr/> \$188,000 wholesale unit production

### YOUR CHECK

#### Your Personal Sales

**\$1750**

#### Your Personal Production

**(\$21,000 + 3000) x 13% = \$3120**

#### Your Unit Production

**\$188,000 x 13% = \$24,440**

#### Your Team Building Bonuses

**Personal New Unit Member Bonus (3 x \$100) +  
Unit Team Building Bonus of \$500 = \$800**

#### Your Unit Production Bonus

**\$188,000 x 10% = \$18,800**

**On Write Track and Fabulous 50 Bonuses - \$2000**

**Cadillac Bonus—\$1000**

**TOTAL CHECK for 1 Month = \$51,910**

**FUTURE EXECUTIVE SR. SALES DIRECTOR with 3 Offspring Sales Directors**

**New Cadillac Winner \*\*\*\* Member of the \$350,000 Unit Club**

**15 Personal Qualified Team Members \*\*\*\* PEARL STAR CONSULANT++**