

# HOW TO QUIT YOUR JOB AND /OR REPLACE YOUR INCOME

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|  | <i>Example</i>   |
| 1. Write down your yearly salary   | \$ _____ \$22,000  |
| 2. Subtract out daycare expenses for the year  | - \$ _____ \$10,000  |
|  | <b>Total</b> \$ _____ \$12,000   |
|  |  |
| 3. Subtract out other expenses that you would not need, to pay if you were able to stay at home (dry cleaning, gas driving to and from work, eating out for lunch, etc.)   | - \$ _____ \$520   |
|  | <b>Net Total Salary</b> \$ _____ \$11,480                                      |
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| 4. This new total is what you would need to make in order to replace your income from your job. Write here again \$ _____  | <i>\$11,480</i>  |
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| 5. Figure out what your average per face is. Take all your sales from facials and skin care classes and add them up. Then add up how many total faces those sales came from. That will be your average per face. Write that dollar amount here. \$ _____ | <b>Using the Company Average of \$66/face (\$200 class divided by 3 women)</b> |
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| 6. Divide your Net Total Salary by your average per face. This will equal the number of faces you would need to see in order to replace your income. _____   | <i>174 faces</i>   |
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| 7. Keep in mind that we need to double the amount in #6 because you need to reinvest 1 of what you sell to keep your inventory at full inventory. So, you need to multiply your number of faces X 2. # of faces X 2 = _____                              | <i>174 X 2 = 348 faces</i>   |
|  |  |
| 8. Take your number of faces in #7 and divide by 52 weeks. This is how many faces you would need to see per week and replace your income!! _____   | <i>368/52= 6.69 faces</i>  |

In the example on the right you would need to see 7 faces per week in order to replace your take home salary of \$11,480. Do you think you could do 7 faces per week and work a total of about 6-8 hours doing so? It really makes you think about how easy it can be to replace your income in a fraction of the hours that,~you give to your job.

Keep in mind that this formula ONLY takes into consideration new faces. You will also be receiving reorders and recruiting commissions that are not factored in!

If you are worried about your health insurance, I want you to start calling Health Insurance companies and getting quotes for your family. On average it is about \$400 per month for health insurance. To pay \$400 a month you would need to do an extra 6 faces per month to pay for your insurance! Or better yet, your recruiting commissions would pay for your insurance each month.

I hope this helps you see how easy it can be to replace your income and become a full-time Mary Kay consultant and then Sales Director.