Working Full Circle

**Facial Girl**
- 30 Faces /
  - $1500 re-tail

**Party Girl**
- 30 Faces /
  - $1500 re-tail

Now let’s break this sales total down…

How much will you need to order to replace what you just sold?  $750

How much Profit does this leave for you?  $750

Great!

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Now Facial Girl you did all your 30 faces one by one.  If each facial took 1 hour, how many hours
this month did you invest in earning your $1500?  30 hours

How many leads did you average from each of your facials?  1 per face…30 New names.

How many were you able to share the opportunity with?  1 out of 5 so 6 total

If one out of every 3 booked a party with you for next month in the leads that you received, how
many appts do you have for next month?  10!

Now Party Girl you did all your 30 faces at your 6 parties.  There were 5 ladies at each party.  If
each of your parties took 2 hours to hold, how many hours this month did you invest in earning your
$1500?  12 Hours

How many leads did you average from each of your parties?  15 per party 90 leads.

Recruiting opportunities?  Minimum of 2 at every party 12 or more!

If one out of every 3 booked a party with you for next month in the leads that you received, plus
you had 1 booking from every party how many appts do you have for next month?  36!

This is why they say FAST is Easy and SLOW IS HARD!