

General Spending Plan

for Consultant Business Overhead

Prepared by Ind. Sales Director Elisa Rowland

VARIABLE EXPENSES:

Paid From Sales Income

- 50% to restock product/Wholesale Order from Mary Kay
- 5% set aside for Preferred Customer Program (PCP)
- 5% set aside for Section 2 products & hostess gifts
- 40% Profit

FIXED EXPENSES:

Paid From 40% Profit

Beauty Consultant Expenses	New Consultant	Estimated Annual Cost	My Average Monthly Cost
Personal Website Subscription	1/2 Price	\$50	4.25
Business Kit/Cards (based on sharing 5/day/5 days/wk/50 wks/yr)		\$50	4.25
Copies/Laminating		\$50	4.25
Success Event Center Dues/Rent		\$300	25.00
Product Protection Insurance		\$55	4.50
Business Supplies (folders, paper clips, etc.)		\$333	27.25
Continuing Education Travel Expenses (Seminar, Advance, Jump Start, Career Conference, Workshops)		\$1500	125.00
ProPay Credit Card Processing (optional) (\$39.95 set up + transaction fees at 1 per week to transfer \$)	Reimbursable, based on usage	\$60	5.00
Business Loan Payment (depends on how you financed inventory)	Interest is Tax-deductible		(avg \$100-200)
TOTALS		\$2398+	\$200+ loan

- Be sure to keep track of all receipts of expenses associated with your business, as they may be tax-deductible.
- Tally and categorize your receipts by month to track your Spending Plan and to keep records that make filling out your "Schedule C" easier at tax time.

Business Tracking Register

Month of _____

SALES

WEEKLY SALES INCOME (less tax)	50% for Wholesale Order	5% for Section 2 Items	5% for PCP Mail- ers	40% Profit

EXPENSES — Paid from your 40% Profit



Expense Type	Actual Spent	Amount Planned	+ / - for month	\$
Personal Website Subscription				
Business Cards				
Copies/Laminating				
Success Event Center Dues/Rent				
Product Protection Insurance				
Business Supplies				
Travel Expenses				
ProPay Fees				
Business Loan Payment				
Other Expenses				
			Income	\$