

Holding Shows - Operation Profit from Liz Daniels

Consultants I know many of you are working to build your inventory and a nice customer base. Thought you would enjoy some of Liz's blogging that she has done this month in making her \$1285 house payment NOT from her nice Cadillac, \$500,000, unit club Director check but from her sales without recruiting commission.

If you were at our Monday Night meeting last week, you heard my passion on the topic of seeing a profit in your business. In light of what each person is working for (I challenged every Consultant to decide on a profit amount you want weekly with your business and then decide what you are going to do with the money!), I have decided to let you gals take a peek at my profit for the month of July. I announced to the group that my goal is to have the profit from my sales and pay my mortgage for my August 1st payment! **My payment is \$1285 and here is how things are going:**

5 classes held so far: \$1275 Reorders: \$338 Faces: 33 (not counting any at events for Consultants)
Hours: 13 Total Sales: \$1613 Reorder Total: \$900 Profit: \$645 (yippee! half of my house payment)
Income per hour: \$49.60 an hour

Today is the 19th and I have 4 possibly 5 more classes on my books for July. This business does work when it is worked!

Just a side note to how I have arrived with 10 classes on my date book in July. In April, the only thing I focused on was a power start - 30 faces. At each appointment, my goal was to get 2 bookings. My face total in April was 24! In May, again my only focus was to do 30 faces and 2 bookings from each class. I did 32 faces! June, what a lovely month! I did 65 faces and held 10 classes. My sales were over \$4000! Again, this business works when it is worked! Rome was not built in a day! I built upon my April activity to make my power start a power zoom! Now I stand in July with 10 classes on my books and 6 already on my books for August! My only complaint is that I am having to hire more help! What an excellent problem to have! I made a decision. What is yours? What type of weekly profit do you want or need for your family? Are you scratching your head right now wandering about how you are going to buy school clothes, school supplies? You should see my kids list!? **Don't be starving in an orchard.**

Now let's review the profit on a star week. Choose you this day which profit you want! I know that together, we can make great things happen:

***Keep in mind that there are 12 weeks in a quarter (3 months): Sell \$275 a week to be a Sapphire Star.** Hey Beelievable Achievable! This is only one class per week with reorders. One Consistent class per week - That is \$110 in profit for week and \$440 for the month.

Sell \$350 a week to be a Ruby Star - Hey Girl! That isn't even 2 classes a week and reorders...Go for it! Consistent class per week...That is a profit of \$140 a week and \$560 a month - bill money!

Sell \$500 a week to be a Diamond Star - Diamonds are a girl's best friend! This is 2 classes a week - Consistent classes per week! That is a profit of \$200 a week and \$800 a month...That would be a house payment!

Sell \$600 a week to be an Emerald Star - You are movin' and groovin' now! This is 2 to 3 classes a week and a minimum of \$240 profit a week for an extra \$960 cash a month for your family. That is almost \$1,000 bucks! What would you do with it?

Sell \$750 a week to be a Pearl Star - Holy Smokes! You have arrived at some serious cash! This is 2 to 3 classes per week with a minimum of \$300 profit a week and an extra \$1200 in cash a month for your family! Consistency is the key...bee consistent!

This is not for the chosen few...but the few who choose!