

# DARAS NATIONAL AREA NEW CONSULTANT INVENTORY OPTIONS

## Products & Advantages Cost

**\$3600 wholesale = \$7200 Retail**  
**Emerald Star on Ladder of Success**  
**\$580.50 Total (Sec.1) Bonus Retail**  
**\*See extra benefits in brochure/website**

## Inventory

**\$3600**  
**\$360 @ 10% interest rate**  
**\$360 @ 5% GST**  
 **$\$4320 \div 24 \text{ months} = \$180$**   
**\$180 Total min. payment per month**

**\$3000 wholesale = \$6000 Retail**  
**Diamond Star on Ladder of Success**  
**\$409.00 Total (Sec.1) Bonus Retail**  
**\*See extra benefits in brochure/website**

**\$3000**  
**\$300 @ 10% interest rate**  
**\$300 @ 5% GST**  
 **$\$3600 \div 24 \text{ months} = \$150$**   
**\$150 Total min. payment per month**

**\$2400 wholesale = \$4800 Retail**  
**Ruby Star on Ladder of Success**  
**\$313.00 Total (Sec.1) Bonus Retail**  
**\*See extra benefits in brochure/website**

**\$2400**  
**\$240 @ 10% interest rate**  
**\$240 @ 5% GST**  
 **$\$2880 \div 24 \text{ months} = \$120$**   
**\$120 Total min. payment per month**

**\$1800 wholesale = \$3600 Retail**  
**Sapphire Star on Ladder of Success**  
**\$265.50 Total (Sec.1) Bonus Retail**  
**\*See extra benefits in brochure/website**

**\$1800**  
**\$180 @ 10% interest rate**  
**\$180 @ 5% GST**  
 **$\$2160 \div 24 \text{ months} = \$90$**   
**\$90 Total min. payment per month**

**We suggest to do the above amounts or more.**

## Credit Card Purchase

**\$1200 wholesale = \$2400 Retail**  
**\$236 Total (Sec.1) Bonus Retail**

**\$600 Wholesale = \$1200 Retail**  
**\$92 Total (Sec.1) Bonus Retail**

## OUR 90 % BUY BACK GUARANTEE

**Example of 90% buy back... A consultant begins with \$3000 wholesale. She leaves Mary Kay within the next year. She loses 10% (\$300 on a \$3000 wholesale order) so she receives \$2700 back from the Company (\$3000-300=\$2700)**

**BUT... she received \$409 FREE PRODUCT when she began... she is \$109 ahead by trying!!!**

**The GST (HST in Ontario) is on the retail cost of the product. The consultant receives this back from the customer at the point of purchase.**

**The above are suggested order options and the benefits of having product on your shelf... remember you can not sell out of an empty wagon!**

**Remember that the interest rates on credit cards or line of credit at the bank are tax deductible (for producing income of a business) as you are an Independent Contractor.**

**Sales Tax is required on the suggested retail value of Section 1 Product in the Product Bonus.**