

How to Replace your income

MY STORY:

EXAMPLE

WRITE DOWN YOUR YEARLY SALARY

\$22,000

SUBTRACT OUT DAYCARE EXPENSES FOR THE YEAR

$\$22,000 - \$12,000 = 10,000$

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.)

\$5,200

THIS NEW TOTAL IS WHAT YOU WOULD NEED TO MAKE IN ORDER TO REPLACE YOUR INCOME FROM YOUR JOB. WRITE IT HERE AGAIN.

NET TOTAL SALARY
\$11,480

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.

IF UNSURE USE THE COMPANY AVERAGE OF \$84/FACE (\$250 CLASS DIVIDED BY 3))

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.

137 FACES

KEEP IN MIND THAT WE NEED TO DOUBLE THE AMOUNT IN #6 BECAUSE YOU NEED TO REINVEST $\frac{1}{2}$ OF WHAT YOU SELL TO KEEP YOUR INVENTORY FULL. SO, YOU NEED TO MULTIPLY YOUR NUMBER OF FACES TIMES 2.
#OFFACESX2.

$137 \times 2 = 274$ FACES

TAKE YOUR NUMBER OF FACES IN #7 AND DIVIDE BY 52 WEEKS. THIS IS HOW MANY FACES YOU WOULD NEED TO SEE PER WEEK TO REPLACE YOUR INCOME.
#OFFACESX2.

$274 \text{ DIVIDED BY } 52 = 5.3$ FACES

IN THE EXAMPLE ABOVE, YOU WOULD NEED TO SEE SIX FACES PER WEEK IN ORDER TO REPLACE YOUR TAKE-HOME SALARY OF \$11,480. DO YOU THINK YOU COULD DO SIX FACES PER WEEK AND WORK A TOTAL OF ABOUT 6 TO 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'RE WORRIED ABOUT YOUR HEALTH INSURANCE, I WANT YOU TO START CALLING HEALTH INSURANCE COMPANIES AND GETTING QUOTES FOR YOUR FAMILY. FACTOR THE PRICE PER MONTH AS THE NUMBER OF FACES YOU WOULD NEED TO FACIAL IN ORDER TO PAY FOR YOUR INSURANCE! OR BETTER YET, YOU'RE RECRUITING COMMISSIONS COULD 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 CONSULTANT AND THEN SALES DIRECTOR!!