

Money Management

Successful business practices start with a smart approach to Money Management. **It's very important to treat your Mary Kay Career as a business.** Proper money management is essential to any business. You cannot be a success if you mismanage you money.

- Suggested accounts for your Mary Kay business
 - Money Market Account – earns interest
 - This account used for product replacement
 - Deposit 60% of total sales each week
 - Checking Account (business) –MK Connections is recommended for advertising. Label this account: special account; business account, cosmetic account, etc.
 - This account used to pay business expenses.
 - Deposit 40% of total sales each week
 - Credit Card—Used for registrations, product orders (for convenience – each order paid in full when statement arrives)
 - Check Card – If available to you. Can be used in place of credit card. Work with your bank on the daily limit if you intend to use this card to place orders
- Develop a budget for your business. As with any business you will have expenses. You need to be aware of income vs. expenses on a monthly basis.
 - Deposit **all** funds collected
 - Divide 60%/40% into specified accounts
 - Pay bills on time. Meet the due date for each one. Maintain an impeccable credit standing for your Mary Kay Business.
 - Be aware that **all** expenses are paid from the 40%. That is why consistency is the key to your business. **Never** take business expenses from the 60% account. If you do you are embezzling and your business will decline and most likely die!

It is important to understand that in order for your business to be profitable, you must have enough inventory on your shelves to give your customers the service they deserve. Until you are fully stocked, more than likely you will find it necessary to reinvest 100%. The general rule is that \$3,600 wholesale on your shelves is a comfortable profit level.

Notes:
