

INVESTMENT CALCULATOR

INITIAL INVESTMENT

| | |
|----------------------|-----------------------------------|
| BUSINESS KIT | <input type="text" value="\$85"/> |
| ENROLLMENT PURCHASE* | <input type="text" value="\$"/> |
| BUSINESS AIDS | <input type="text" value="\$"/> |
| TOTAL | <input type="text" value="\$"/> |

EARN IT BACK

Earn back your investment quickly. Enter your total investment in the first box and multiply it by four (you earn 25% commission from Client and Member orders): the total is your sales goal.

| | | | | |
|------------------------|---|--------------------------------|---|-------------------|
| <i>Your Investment</i> | X | <input type="text" value="4"/> | = | <i>Sales Goal</i> |
|------------------------|---|--------------------------------|---|-------------------|

On average, a Client or Member will place an order for \$110, and sales at Socials average about \$550. With this in mind, determine how many individual orders and Socials you need to achieve your sales goal and earn your investment back.

| | AVERAGE SALES | | HOW MANY DO I NEED TO ACHIEVE MY GOAL? | = | POTENTIAL SALES TOTAL |
|---------------------------|------------------------------------|---|--|---|---------------------------------|
| ORDERS | <input type="text" value="\$110"/> | X | <input type="text"/> | = | <input type="text" value="\$"/> |
| SOCIALS | <input type="text" value="\$550"/> | X | <input type="text"/> | = | <input type="text" value="\$"/> |
| POTENTIAL PERSONAL VOLUME | | | | | <input type="text"/> |

Now, calculate your commissions and compare them to your initial investment amount.

| | | | | |
|----------------------------------|---|-----------------------------------|---|-------------------------|
| <i>Potential Personal Volume</i> | X | <input type="text" value="0.25"/> | = | <i>Your Commissions</i> |
|----------------------------------|---|-----------------------------------|---|-------------------------|

Now decide how many orders and Socials you want to aim to have each month to earn back your investment. Remember, this is your business: you determine how many months you need to earn it back.

ORDERS

SOCIALS

Depending on your PV each month, you may be eligible for the personal sales bonus! Calculate your bonus below. Remember, this is based on your PV for each month.

| | | | | | |
|--|---------------------------------|--|---------------------------------|--|----------------------------------|
| <input type="text" value="\$750 - \$1,499"/> | <input type="text" value="5%"/> | <input type="text" value="\$1,500 - \$2,999"/> | <input type="text" value="7%"/> | <input ">\$3,000"="" type="text" value=""/> | <input type="text" value="10%"/> |
|--|---------------------------------|--|---------------------------------|--|----------------------------------|

| | | | | |
|----------------------|---|--------------------------------------|---|-------------------|
| <i>PV (By Month)</i> | X | <input type="text" value="Bonus %"/> | = | <i>Your Bonus</i> |
|----------------------|---|--------------------------------------|---|-------------------|

EARNINGS TOTAL W/ BONUS**

*PV from starter Sets and/or products purchased during your new Consultant enrollment does count toward Personal Sales Bonus qualification and payout. **This is a hypothetical example intended only to illustrate how income is earned and calculated. It is not a representation of results you should expect. Beautycounter makes no guarantee that you will earn an income or be successful.



INVESTMENT CALCULATOR

Here is an example of how to fill out the Investment Calculator:

INITIAL INVESTMENT

| | | |
|----------------------|---|--|
| BUSINESS KIT | <input type="text" value="\$85"/> | |
| ENROLLMENT PURCHASE* | <input type="text" value="\$449"/> | Consultant picks Essentials Head to Toe Starter Set. |
| BUSINESS AIDS | <input type="text" value="\$75"/> | Consultant orders sample sets and lookbooks. |
| TOTAL | <input type="text" value="\$609"/> | |

EARN IT BACK

Earn back your investment quickly. Enter your total investment in the first box and multiply it by four (you earn 25% commission from Client and Member orders): the total is your sales goal.

| | | | | |
|------------------------------------|---|--------------------------------|---|--------------------------------------|
| <input type="text" value="\$609"/> | X | <input type="text" value="4"/> | = | <input type="text" value="\$2,436"/> |
|------------------------------------|---|--------------------------------|---|--------------------------------------|

On average, a Client or Member will place an order for \$110, and sales at Socials average about \$550. With this in mind, determine how many individual orders and Socials you need to achieve your sales goal and earn your investment back.

| | AVERAGE SALES | X | HOW MANY DO I NEED TO ACHIEVE MY GOAL? | = | POTENTIAL SALES TOTAL |
|----------------------------------|------------------------------------|---|--|---|---|
| ORDERS | <input type="text" value="\$110"/> | | <input type="text" value="3"/> | | <input type="text" value="\$330"/> |
| SOCIALS | <input type="text" value="\$550"/> | | <input type="text" value="4"/> | | <input type="text" value="\$2200"/> |
| POTENTIAL PERSONAL VOLUME | | | | | <input type="text" value="\$2,530"/> |

Now, calculate your commissions and compare them to your initial investment amount.

| | | | | |
|--------------------------------------|---|-----------------------------------|---|---------------------------------------|
| <input type="text" value="\$2,530"/> | X | <input type="text" value="0.25"/> | = | <input type="text" value="\$632.50"/> |
|--------------------------------------|---|-----------------------------------|---|---------------------------------------|

Now decide how many orders and Socials you want to aim to have each month to earn back your investment. Remember, this is your business: you determine how many months you need to earn it back.

| | |
|---------|--------------------------------|
| ORDERS | <input type="text" value="3"/> |
| SOCIALS | <input type="text" value="4"/> |

Depending on your PV each month, you may be eligible for the personal sales bonus! Calculate your bonus below. Remember, this is based on your PV for each month.

| | | | | | |
|--|---------------------------------|--|---------------------------------|--|----------------------------------|
| <input type="text" value="\$750 - \$1,499"/> | <input type="text" value="5%"/> | <input type="text" value="\$1,500 - \$2,999"/> | <input type="text" value="7%"/> | <input type="text" value=">\$3,000"/> | <input type="text" value="10%"/> |
|--|---------------------------------|--|---------------------------------|--|----------------------------------|

| | | | | |
|--------------------------------------|---|----------------------------------|---|---------------------------------------|
| <input type="text" value="\$2,530"/> | X | <input type="text" value=".07"/> | = | <input type="text" value="\$177.10"/> |
|--------------------------------------|---|----------------------------------|---|---------------------------------------|

EARNINGS TOTAL W/ BONUS**

Be sure to check out the Start Counting goals!

*PV from starter Sets and/or products purchased during your new Consultant enrollment does count toward Personal Sales Bonus qualification and payout. **This is a hypothetical example intended only to illustrate how income is earned and calculated. It is not a representation of results you should expect. Beautycounter makes no guarantee that you will earn an income or be successful.