

**MONTH - October**

Tax is always taken on the final Retail amount. If Sally buys Repair set - tax is on \$205. If you give Sally \$10 off her Repair set - tax is on \$9!  
**Personal Use product is paid for from YOUR profit. Demos can be paid for from your 10% Business Acct.**

DATE	CLIENT	COST (FULL RETAIL)	DISCOUNT	TAX	MK 50%	PROFIT 40%	BUSINESS 10%
CORRECT WAY	Miracle Set + Free Charcoal Mask	134	24	8.36	67	29.6	13.4
WRONG WAY	Miracle Set + Free Charcoal Mask	110		8.36	55	44	11
20-Oct	Sherri - (Half off 3D Foundation)	25	12.5	0.95	12.5	-2.5	2.5
29-Oct	Susie - (2 CC Creams)	44		3.34	22	17.6	4.4
29-Oct	Sally - (Skinvigorate Sonic -\$10 off)	100	10	6.84	50	30	10
31-Oct	Personal Use (Repair Set)	205	102.5	15.58	102.5	PD FOR FROM PROFIT ACCT	
31-Oct	Demos (Eye Makeup Remover)	17	8.5	1.3	8.5		PD FOR FROM BUSINESS ACCT
	At the end of the week, bi-week or month total up all of your numbers in each column. Write in your totals in the boxes below. After ALL of your money has						
	been deposited into your MK Checking acct - then you can divide your accounts evenly into your MK Checking, Personal Checking & Business Acct.						
	PAY YOURSELF ONCE A WEEK, BIWEEKLY or MONTHLY and NOT until you have sat down to do proper money management!						
		Total Retail: \$635	Discounts: \$157.5		Reorder: \$317.5	My Profit: \$118.7	Business: \$41.30

IF NO DISCOUNT IS GIVEN =  $\text{COST} \times .50 = \text{MK } 50\%$      $\text{COST} \times .40 = \text{PROFIT } 40\%$      $\text{COST} \times .10 = \text{BUSINESS } 10\%$

IF DISCOUNT IS GIVEN =  $\text{COST} \times .50 = \text{MK } 50\%$      $\text{COST} \times .40 = \text{PROFIT } 40\%$      $\text{PROFIT } 40\% - \text{DISCOUNT} = \text{ACTUAL PROFIT}$      $\text{COST} \times .10 = \text{BUSINESS } 10\%$