

| CURRENT COMMISSION EARNINGS                                                                                   |             | COMMISSION EARNINGS at JAMES OLIN                                                                                                |             | JAMES OLIN SALON RENTAL EARNINGS                                                                              |             |
|---------------------------------------------------------------------------------------------------------------|-------------|----------------------------------------------------------------------------------------------------------------------------------|-------------|---------------------------------------------------------------------------------------------------------------|-------------|
| Gross weekly service total**                                                                                  | \$1,800.00  | Gross weekly service total**                                                                                                     | \$1,800.00  | Gross weekly Service total**                                                                                  | \$1,800.00  |
| Salon % subtracted for product cost of the top**                                                              | 6.00%       | Salon % subtracted for product cost of the top                                                                                   | 0%          | Weekly Rent** (2024 rate)                                                                                     | \$175.00    |
| Total deducted for product cost of the top                                                                    | \$108.00    | Total deducted for product cost of the top                                                                                       | \$0.00      | Weekly product usage expenses (about 10%)                                                                     | \$180.00    |
| Average % Commission on service total**                                                                       | 46.00%      | % Commission on Service total                                                                                                    | 50.00%      | Service total earnings                                                                                        | \$1,445.00  |
| Service revenue earnings                                                                                      | \$778.32    | Service revenue earnings                                                                                                         | \$900.00    | Weekly product sales in-house**                                                                               | \$100.00    |
| Amount of service total kept by salon                                                                         | \$1,021.68  | Amount of service total kept by salon                                                                                            | \$900.00    | Weekly product sales in-house earned 10%                                                                      | \$10.00     |
| Weekly product sales**                                                                                        | \$100.00    | Weekly product sales**                                                                                                           | \$100.00    | Your personal weekly product sales**                                                                          | \$100.00    |
| % Commission on product sales                                                                                 | 10.00%      | % Commission on product sales                                                                                                    | 10.00%      | 50% Commission on personal product sales                                                                      | \$50.00     |
| Product sales earnings                                                                                        | \$10.00     | Product sales earnings                                                                                                           | \$10.00     | Product sales earnings                                                                                        | \$60.00     |
| Weekly gross income                                                                                           | \$788.32    | Weekly gross income                                                                                                              | \$910.00    | Weekly gross income                                                                                           | \$1,505.00  |
| Your Gross Annual Income                                                                                      | \$40,992.64 | Your Gross Annual Income                                                                                                         | \$47,320.00 | Your Gross Annual Income                                                                                      | \$78,260.00 |
| (weekly gross x's 52 weeks (does not include vacation time off, or ss, medicare & aditional tax deductions.)) |             | (weekly gross x's 52 weeks (does not include vacation time off, or ss, medicare & aditional tax deductions.))                    |             | (weekly gross x's 52 weeks (does not include vacation time off, or ss, medicare & aditional tax deductions.)) |             |
| Net Pay Estimate (-25% tax)                                                                                   | \$30,744.48 | Net Pay Estimate (-25% tax)                                                                                                      | \$35,490.00 | Net Pay Estimate (-25% tax)                                                                                   | \$58,695.00 |
| How much more will you make?                                                                                  |             | <div>MYB PLANNER<br/>MIND YOUR BUSINESS</div> |             |                                                                                                               |             |
| Current vs James Olin Commission                                                                              | \$4,745.52  |                                                                                                                                  |             |                                                                                                               |             |
| Current vs Salon Rental at James Olin                                                                         | \$27,950.52 |                                                                                                                                  |             |                                                                                                               |             |
| *note: these figures do not include tips                                                                      |             |                                                                                                                                  |             |                                                                                                               |             |