



How many Miracle Set Customers do you have?  
 How many "Unit Miracle Set Customers" do you have?  
 What is the value of a Miracle Set Customer?

If a Miracle Set Customer spends (approximately) . . . \$40.00 retail per month (average) that means her value to a Beauty Consultant is (approximately) . . . \$20.00 wholesale per month (average).

Therefore; 30 Miracle Set Customers X \$20.00 wholesale should equal . . .  
 approximately \$600.00 wholesale per month.

**\*Sapphire Star Consultant Status**

And; 40 Miracle Set Customers X \$20.00 wholesale should equal . . .  
 approximately \$800.00 wholesale per month.

**\*Ruby Star Consultant Status**

And; 50 Miracle Set Customers X \$20.00 Wholesale should equal . . .  
 approximately \$1000.00 wholesale per month.

**\*Diamond Star Consultant Status**

And; 60 Miracle Set Customers X \$20.00 wholesale should equal . . .  
 approximately \$1200.00 wholesale per month.

**\*Emerald Star Consultant Status**

And; 80 Miracle Set Customers X \$20.00 wholesale should equal . . .  
 approximately \$1600.00 wholesale per month.

**\*Pearl Star Consultant Status**

*\*Naturally, your results will vary depending on how much your Miracle Set Customers spend with you on average, but for demonstration purposes, the following is an EXAMPLE of the value of Miracle Set Customers. This supports the fundamental principle that Mary Kay Ash built her Company on, "...nothing happens until somebody sells something."*