**DREAM NUMBER**

1. **Your Dream...**It must be something that is not related in any way to things you can earn from MK at any time. For example, "My dream is to take my family to Disney World at a cost of $5000." OR "My dream is to pay my child's $10,000 private school tuition." Anything that you can earn from MK (like a car, star consultant prize, directorship...) is not a dream, it is simply the rewards of your work.

**My dream to make come true is:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**My goal date to have my dream come true by is: ­**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Total dollar amount needed to make my dream come true:** $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 2. **Calculating your Dream Number...**Use the formula below to determine your Dream number:

***Example:*** Your **Dream** is to have $9000 profit in 12 months to remodel your kitchen.
$9000 divided by 12 (months) =  $750 (a)
$750 (a) divided by .4 (60-40 split) =  $1875 (b)
$1875 (b) divided by 4 (weeks in a month) = $468.75

Your **Dream Number** is $468.75. That's what you need to sell each week to pay for your DREAM and still be able to replenish your inventory & keep 10% back for business expenses.

$\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ divided by \_\_\_\_ months = $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_(a)

$\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (a) divided by .4 = $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (b)

$\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_(b) divided by 4 weeks = $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_= your Dream Number

My Dream Number is $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_!
Now call your Sales Director and/or Recruiter and we will coach you on a strategy that will help you reach your Dream Number Sales each and every week!

You are on your way to making you dream a reality! Dream HUGE, Leading Ladies! Mary Kay is in the business of making women’s dreams come true all over the world… and it’s time for your dream to come true today! *“God would never give you a dream in your heart without giving you the ability to achieve it!”*