

FORMULA TO USE WHEN HOSTESS NEEDS HELP CALCULATING FREE VERSUS HALF PRICE JEWELRY

- Calculate their hostess benefits “TOTAL FREE” – including certificates

Then take:

- What they “WANT” – MINUS – what they “GET” (the benefits you calculated above)
- Take that difference and divide by 2.3
- Take that total and times it by 2

That is the TOTAL RETAIL you need to move to ½ price. Find the combination at RETAIL from their “want list” that comes the closest.

NOTE: 2.3 for 30% benefits, 2.4 for 40% benefits, 2.5 for 50% benefits