

# HOW MUCH *Money* CAN I EARN Selling **CARLISLE**?

The number of appointments booked has a direct impact on your **potential earnings**.

Income Goal Per Year	\$30,000	\$50,000	\$75,000	\$100,000	\$150,000	\$200,000
Net Retail Sales Per Year	\$120,000	\$200,000	\$300,000	\$400,000	\$600,000	\$800,000
Gross Retail Sales @ 15% Returns	\$138,000	\$235,294	\$352,941	\$470,588	\$705,882	\$941,176
Average Unit Retail Price	\$350	\$350	\$350	\$350	\$350	\$350
Units Sold Per Show	91	168	252	337	505	673
Units Purchased Per Buyer	3.25	4.5	5.0	5.5	6.5	6.5
Number of Buyers	28	45	61	73	93	124
Number of Appointment Needed	35	50	67	81	103	138

**The following assumptions were used and are representative of a typical Carlisle Consultant.**

15% Return Rate

5% Cancellation Rate

95% Attendees are Buyers

Units per Buyer increases from 3.25 to 6.5 as sales rise



**CARLISLE**

[www.carlislecollection.com](http://www.carlislecollection.com)