

# INCOME OR LOSS FROM MARY KAY COSMETICS

*Also complet Mileage / Office Use of the Home Worksheet*

When did you start this business? \_\_\_\_\_ Number of Months Operated this Year \_\_\_\_\_

## INCOME

Gross Sales at Retail \$ \_\_\_\_\_  
*This is the total money including sales taxes collected by you from the sale of cosmetics to your customer.*  
 Returns & Refunds \$ \_\_\_\_\_  
 Director & Recruiting Commissions \$ \_\_\_\_\_  
*Attach Mary Kay 1099 & Income Advisory Statement.*  
 Prizes & Awards \$ \_\_\_\_\_  
*Attach Mary Kay 1099 & Income Advisory Statement.*  
 Training Expense Reimbursements \$ \_\_\_\_\_  
*Amount from cost-sharing with other directors*  
 Other Mary Kay Income \$ \_\_\_\_\_

## SECTION I INVENTORY

### Use Wholesale Values – DO NOT include Sales Tax

In your Possession January 1, 2015 \$ \_\_\_\_\_  
 In your Possession December 31, 2015 \$ \_\_\_\_\_  
 Purchase of Section 1 Product \$ \_\_\_\_\_  
 Demos & Samples \$ \_\_\_\_\_  
 Hostess Credits \$ \_\_\_\_\_  
 Clients Gifts \$ \_\_\_\_\_  
 Personal Use \$ \_\_\_\_\_  
 Obsolescence \$ \_\_\_\_\_

## Mary Kay SPECIFIC EXPENSES

Sales Aids Purchased \$ _____	Meeting Costs \$ _____
Sales Tax Paid On Section 1 & 2 \$ _____	Preferred Customer Program \$ _____
Freight & Handling on Section 1 & 2 \$ _____	Product Insurance \$ _____
Start-Up Kit \$ _____	Rent (Meeting Rooms, etc.) \$ _____
Career Breakfasts \$ _____	Seminar \$ _____
Career Conference \$ _____	Training Costs \$ _____
Leadership Conference \$ _____	Unit Prizes & Awards \$ _____

Advertising \$ _____	Postage \$ _____
Bank Charges \$ _____	Repairs \$ _____
Credit Card & Propay Fees \$ _____	Supplies \$ _____
Commission Paid \$ _____	Travel, Hotels, & Cabs \$ _____
Due & Subscriptions \$ _____	Tolls & Parking \$ _____
Health Insurance \$ _____	Uniforms & Cleaning \$ _____
Interest \$ _____	Cell Phone (Business Portion) \$ _____
<i>Business Credit Cards &amp; Business Loans Only</i>	
Legal & Accounting Fees \$ _____	Long Distance Service \$ _____
Meals & Entertainment \$ _____	Fax Line \$ _____
Office Expense \$ _____	Exclusively Business Phone \$ _____
Internet Access \$ _____	Website \$ _____
Outside Services / Contract Labor \$ _____	

Check if you gave an employee or assistant a W-2 or 1099 Misc. (for contract labor) and attaché a copy

Other (Describe) \_\_\_\_\_ \$ \_\_\_\_\_