

## Formula to Use When Hostess Needs Help Calculating Free Versus Half-Price Jewelry

- Calculate their hostess perks “TOTAL FREE”

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 multiply it by 2

This 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, and 2.5 for 50% benefits