

# PRODUCT PROFITABILITY

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SOLUTIONS



## EXAMPLE OF PROFITABILITY FOR 1 SERVICE WITH THE SALE OF A PRODUCT

Treatment	N T	Price per treatment	\$ total	example of product	product cost	retail price	total earning	min. duration/ treatment	Hourly earnings for product
Upper Lip	1	10.00 \$	10.00 \$	Prohibit	9.95 \$	19.95 \$	20.00 \$	10	120.00 \$ 6 treatment/hr
Under Arms	1	15.00 \$	15.00 \$	Exfoliating Salt	9.95 \$	19.95 \$	25.00 \$	15	100.00 \$ 4 Treatment/hr
Regular Bikini	1	20.00 \$	20.00 \$	Exf & Prohibit	19.90 \$	38.00 \$	38.10 \$	20	114.30 \$ 3 Treatment/hr
Full Bikini	1	45.00 \$	45.00 \$	Exf & Prohibit	19.90 \$	38.00 \$	63.10 \$	45	126.20 \$ 2 Treatment/hr
½ Leg	1	25.00 \$	25.00 \$	Vit E cream	7.96 \$	15.90 \$	32.95 \$	30	65.89 \$ 2 Treatment/hr
Complete Leg	1	40.00 \$	40.00 \$	Exf & Vit E	17.90 \$	35.85 \$	57.95 \$	60	57.95 \$ 1 Treatment/hr
Back	1	30.00 \$	30.00 \$	Exf & Prohibit	19.90 \$	39.80 \$	49.90 \$	25	99.80 \$ 2 Treatment/hr
½ Arm	1	20.00 \$	20.00 \$	Carrioff	9.95 \$	19.95 \$	30.00 \$	20	90.00 \$ 3 Treatment/hr



## EXAMPLE OF PROFITABILITY FOR 1 BOLÉRO (20 OUNCES) BY ADDING SALES OF PRODUCTS

Treatment	treatment/ 1 Boléro	Price per treatment	\$ total	example of products	product cost	retail price	total earning for 1 treatment	Total minute	Earnings per Boléro
Upper Lip	32	10.00 \$	320.00 \$	Prohibit	9.95 \$	28.00 \$	28.05 \$	320	897.60\$ / 32 Treatments
Under Arms	6	15.00 \$	90.00 \$	Exfoliating Salt	9.95 \$	16.00 \$	21.05 \$	90	126.30\$ / 6 Treatments
Regular Bikini	4	20.00 \$	80.00 \$	Exf & Prohibit	19.90 \$	44.00 \$	44.10 \$	80	176.40\$ / 4 Treatments
Full Bikini	2	45.00 \$	90.00 \$	Exf & Prohibit	19.90 \$	44.00 \$	69.10 \$	90	138.20\$ / 2 Treatments
½ Leg	2	25.00 \$	50.00 \$	Vit E cream	7.96 \$	32.00 \$	49.05 \$	60	98.09\$ / 2Treatments
Complete Leg	1	40.00 \$	40.00 \$	Exf & Vit E	17.90 \$	48.00 \$	70.10 \$	60	70.10\$ / 1 Treatments
Back	1	30.00 \$	30.00 \$	Exf & Prohibit	19.90 \$	60.00 \$	70.10 \$	25	70.10\$ / 1 Treatments
½ Arm	2	20.00 \$	40.00 \$	Carrioff	9.95 \$	50.00 \$	60.05 \$	40	120.10\$ / 2 Treatments
1 Boléro =	50	Treatments	<b>740.00 \$</b>					765	50 Treat+ Sales <b>1,696.89 \$</b>
		Average /Min:	0.97 \$					Minutes	Average /Min: 2.22 \$
		Average /HR:	58.04 \$					Per Boléro	Average /HR: 133.09 \$