

**INCOME OR LOSS FROM MARY KAY COSMETICS**

When did this business start? \_\_\_\_\_ # of months operated in 2023 \_\_\_\_\_

**INCOME:**

Gross Product Sales at retail (including sales taxes!)

\$ \_\_\_\_\_

(This is the total money collected by you from the sale of cosmetics to your customers)

Director's & Recruiting Commissions \$ \_\_\_\_\_  
(Attach Mary Kay 1099M, 1099K & income advisory statement)

Prizes and Awards (attach Mary Kay 1099 & income advisory statement) \$ \_\_\_\_\_

Other Income \$ \_\_\_\_\_

**EXPENSES:**

Section 1 Inventory in your possession @ 12/31/22 (WHOLESALE) \$ \_\_\_\_\_

Total Section 1 Purchases in 2023 (WHOLESALE) \_\_\_\_\_

Total Section 2 Purchases in 2023 \_\_\_\_\_

Total Sales Taxes paid on Section 1 & 2 in 2023 \_\_\_\_\_

Total Freight & Handling paid on Sections 1 & 2 orders in 2022 \_\_\_\_\_

Section 1 Inventory in your possession @ 12/31/23 (WHOLESALE) \_\_\_\_\_

**AUTO: (Following information required for EACH car you used in your business).**

Date Acquired \_\_\_\_\_ Cost (if purchased) \$ \_\_\_\_\_ Type of Car \_\_\_\_\_

Total of miles vehicle driven in 2023 \_\_\_\_\_

Mary Kay miles driven in 2023 \_\_\_\_\_

Commuting miles driven in 2023 \_\_\_\_\_

Gas \_\_\_\_\_ Loan Interest \_\_\_\_\_

Repairs & Maintenance \_\_\_\_\_ Lease Payments \_\_\_\_\_

Insurance \_\_\_\_\_ License & Inspection \_\_\_\_\_

Other \_\_\_\_\_

(please attach your Income Advisory Statement)

**OFFICE IN THE HOME:**

Date Residence Acquired \_\_\_\_\_ Cost (if purchased) \$ \_\_\_\_\_

Number of Rooms in Residence \_\_\_\_\_ Mary Kay rooms \_\_\_\_\_

Square Footage in Residence \_\_\_\_\_ Mary Kay Square Footage \_\_\_\_\_

Interest on Mortgage \$ \_\_\_\_\_ Utilities \$ \_\_\_\_\_

Rent paid \$ \_\_\_\_\_ Insurance \$ \_\_\_\_\_

Taxes paid \$ \_\_\_\_\_ Repairs \$ \_\_\_\_\_

**INCOME OR LOSS FROM MARY KAY COSMETICS (continued)**

Improvements \_\_\_\_\_ (Date bought) \_\_\_\_\_

Homeowners Association Dues \_\_\_\_\_

**FURNISHINGS & EQUIPMENT:**

Description \_\_\_\_\_ \$ \_\_\_\_\_ (Date bought) \_\_\_\_\_

Description \_\_\_\_\_ \$ \_\_\_\_\_ (Date bought) \_\_\_\_\_

Description \_\_\_\_\_ \$ \_\_\_\_\_ (Date bought) \_\_\_\_\_

**OTHER EXPENSES:**

Advertising/Website \_\_\_\_\_ Rent (Meeting Rooms, etc.) \_\_\_\_\_

(After reimbursements)

Returns & Allowances \_\_\_\_\_ Repairs \_\_\_\_\_

Commissions Paid \_\_\_\_\_ Contract Labor \_\_\_\_\_

Preferred Customer Program \_\_\_\_\_ Supplies \_\_\_\_\_

Insurance (Product) \_\_\_\_\_ SE Health INS Premium Pay \_\_\_\_\_

Interest (Credit Cards and bank loans – business only) \_\_\_\_\_

Legal & Accounting \_\_\_\_\_ Travel (out of town) \_\_\_\_\_

Meeting Costs \_\_\_\_\_ Meals & Entertainment \_\_\_\_\_

(After reimbursements)

Office Expenses \_\_\_\_\_ Wages & Salaries \_\_\_\_\_

Contract Labor \_\_\_\_\_ Hostess Credits (Section 1 wholesale) \_\_\_\_\_

Long Distance Phone \_\_\_\_\_ Client Gifts (Section 1 wholesale) \_\_\_\_\_

Business Phone \_\_\_\_\_ Personal Use (Section 1 wholesale) \_\_\_\_\_

Cellular Phone \_\_\_\_\_ Demo's and Supplies (Section 1 wholesale) \_\_\_\_\_

Fax Line \_\_\_\_\_ Obsolescence (Section 1 wholesale) \_\_\_\_\_

Postage \_\_\_\_\_ Online Software Fees \_\_\_\_\_

Tolls and Parking \_\_\_\_\_ Bank Fees \_\_\_\_\_

Uniforms and Cleaning \_\_\_\_\_ Merchant/CC Fees \_\_\_\_\_

Internet Carrier Expense \_\_\_\_\_ Unit Prizes and Awards \_\_\_\_\_

Leadership Conference \_\_\_\_\_ Training Costs \_\_\_\_\_

Career Conference \_\_\_\_\_ Seminar \_\_\_\_\_

Career Breakfasts \_\_\_\_\_ Printing & Reproduction \_\_\_\_\_

Miscellaneous & Other \_\_\_\_\_

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