

Which Plan Is For Me

(effective 5/2006)

To help you decide which Athena's business plan will be best for you, we've put together this chart. Review this with your recruiter at your interview meeting. Put a ✓ in the column to the left of the description that best describes how you want to run your business. The business plan with the most checkmarks would most likely be the best fit for you, however, it is up to you to decide which business plan you wish to start with.

TOPIC	✓	FREEDOM BUSINESS PLAN 35-40%	✓	TRADITIONAL BUSINESS PLAN 40/45/50%
PAYOUTS		Pay yourself the night of the party in most cases Can get extra 5% of entire month activity if over \$5000 in one calendar month		Pay yourself the night of the party. Order discounts of 40/45/50% depending on size of order when placed with Athena's for inventory
STOCK AND/ OR SHIPMENT METHODS		Athena's will ship orders individually packaged and sealed then placed in a larger box to the hostess directly from our warehouse Customer can have order shipped directly to their home for a small extra charge		Most or all items taken home by customer the night of the party Any unavailable items would be shipped to each customer by the Goddess
TIME		Party 3-3 ½ hours		Party 4-4 ½ hours
		Processing party 45 minutes Includes after party paperwork and order submission to Athena's		Processing party 1 1/2 hours Includes paperwork, inventory management, and processing and shipping of backorders
BACKORDERS		Athena's will track & ship backorders directly to each customer		Goddess tracks and ships to the customers
COST		Athena's pays for all order packaging supplies and postage. Athena's sets handling fee.		Goddess pays for all order packaging supplies and postage and offsets costs with handling fee collected. Goddess sets own handling fee.
TAX				
SALES TAX		Athena's tracks and submits all sales tax		Athena's tracks and submits all sales tax
INCOME TAX		Athena's provides Goddess with a 1099 report at end of each year stating how much was earned in commissions. Goddess tracks expenses.		Goddess is responsible for tracking income and expenses to determine own year end profit calculation
HOSTESS CREDITS		Athena's pays for all hostess credits		Goddess pays for all hostess credits
BOOKING CREDITS		Athena's pays for all booking credits		Goddess pays for all booking credits
FEEES FOR CREDITS				
HOSTESS BENEFITS (Goddess Pays)		\$12 on parties of \$150 and over Benefits are paid to Hostess by Athena's		Hostess benefits are paid for by the Goddess
BOOKING CREDITS (Goddess Pays)		\$5 per certificate when redeemed with an order (party must hold & qualify for customer to be able to redeem) \$15 certificate is paid to customer by Athena's		Booking credits are paid for by the Goddess (minimum of \$5 for each party booking per contract)
FEEES FOR PROCESSING				
CREDIT CARD		0% to use Athena's service		5% to use Athena's service or Goddess purchases/leases own machine
SUPPLY/INVENTORY ORDERS		5.00 on each supply order placed with AHN		\$5.00 on each inventory order placed with AHN
PARTIES		\$7 party with sales of \$150-\$499		
		\$12 party with sales of \$500 - \$1499		
		\$17 party with sales of \$1500 and up		