

# Two Incomes and Still Broke

By Linda Kelly

Annual Salary	\$10,000	\$20,000	\$31,200	\$52,000	\$78,800
	Monthly Value	Monthly Value	Monthly Value	Monthly Value	Monthly Value
<b>Monthly Salary</b>	<b>\$867</b>	<b>\$1733</b>	<b>\$2600</b>	<b>\$4333</b>	<b>\$6067</b>
Child care	-300	-400	-500	-700	-900
Personal upkeep	-50	-100	-150	-250	-350
Transportation + lunches	-50	-100	-150	-250	-350
Time savers	-120	-160	-200	-280	-360
Rush shopping	-100	-150	-200	-300	-400
Rewards	-100	-150	-200	-300	-400
Federal taxes	-183	-405	-648	-1133	-1801
State taxes	-26	-52	-78	-130	-182
Social Security	-66	-133	-199	-331	-441
Job expenses	-30	-40	-50	-70	-90
What else?	-20	-30	-40	-60	-80
<b>Bottom line: Real monthly income</b>	<b>(\$178)</b>	<b>\$13</b>	<b>\$185</b>	<b>\$529</b>	<b>\$713</b>

## Key to terms:

Personal upkeep: hairstyling, clothes, manicures

Time savers: takeout food, hiring house and yard keepers

Rush shopping: no time to shop for sales

Reward: an evening out or 'getting away' because you're 'earned it,' guilt gifts for kids

State taxes: 3%. Federal taxes: 28%, except 31% @ \$72,000. Taxes have been reduced by child care credit

Job expenses: dues, required business lunches or dinners, employee gifting, education

What else? miscellaneous (i.e. more long distance calls to family and friends, massages or otc medication for stress, headaches)

## Mary Kay Advantages

Income: increase at will, no limit!. Advancement is your choice and within your control

Child Care: part time hours instead of full time, plus much work can be done at home

Personal upkeep: Same, but cosmetics and toiletries at wholesale!

Transportation: Business mileage deductible, can earn the use of a car with most insurance paid!

Lunches: Tax deductible if doing Mary Kay business (interviewing someone or booking the waitress!)

Time Savers: You've GOT time! Enjoy not working 40-60 or more hours!

Rush shopping: Take your time and warm chatter book!

Rewards: Mary Kay and your Director will give you lots of rewards: prizes, diamonds, cars, recognition

Taxes: Owning your own business provides *many* tax deductions not available to employees. SAVE on taxes!

Social Security: You will pay only on net income after all the business deductions on Schedule C.

Job Expenses: Training is free, business meals are tax deductible.

What Else? Instead of more expenses, we have more advantages: self-improvement, personal growth, friends, travel, recognition, advancements, and total job security!