

Red and Blue Accounting System

Let the bank be your bookkeeper! Here's how...

You no doubt have a checking account already. We will refer to it as your *Personal Checking Account*.

Personal Checking Account - Deposits

- ☞ Income from your job, business, investments, etc as needed to pay bills for personal living expenses

Personal Checking Account - Withdrawals

- ☞ House payments or rent
- ☞ Food, Clothing
- ☞ Utilities
- ☞ Insurance
- ☞ Furniture
- ☞ Other personal items not used in your business, etc
- ☞ Shaklee inventory used by you and your family. Pay your blue account.

Now, as an Independent Shaklee Distributor, go to your bank and open two more checking accounts.

Account #1 - Blue Account ***(Product Account)***

Have the checks and book printed in blue. This account will be referred to as the Blue Account.

Blue Account - Deposits

- ☞ Profit from Retail Sales
- ☞ Money from Wholesale Sales
- ☞ Capital investments (money taken from personal accounts or loans) for inventory
- ☞ Subsequent capital investment to expand
- ☞ Repayment for products personally used

Blue Account - Withdrawals

- ☞ Repurchase Shaklee products
- ☞ State Sales Tax
- ☞ Transfer profits as needed to Red Account
- ☞ 16% commissions to Red Account monthly
- ☞ Retail / Wholesale profit in excess of dollars needed to maintain projected business

Account #2 - Red Account ***(Bonus Account)***

Have the checks and book printed in red. This account will be referred to as the Red Account.

Red Account - Deposits

- ☞ Initial capital investment
- ☞ Bonus checks
- ☞ Excess profits from Blue Account

Red Account - Withdrawals

- ☞ Bonus checks you pay out to your members
- ☞ Each month reimburse your personal checking account for any legal, allowable, expenses that you paid for with cash or from your personal checking account. such as long distance calls, business luncheons, dinners, travel, etc.
- ☞ Reimburse your Blue Account for any product given, such as Top 21, etc
- ☞ Freight, UPS
- ☞ Postage
- ☞ Office supplies
- ☞ Utilities, etc. / Rent
- ☞ Meeting expenses
- ☞ Travel / Automobile
- ☞ Telephone
- ☞ Printing
- ☞ Any other legal expenses
- ☞ Income after expenses may be transferred to personal checking, savings, or investments