



Distributor Price List

Revised - 3/12/2022 - (Prices Subject to Change without Notice)

Item No.	Product Description (Must be 180 pounds or more)	#1 Number in Case	#2 Distrib. Price Per Item	#3 Distrib. Case Price	#4 Consultant Per-Item Price	#5 Consult. Case Price	#6 Retail Price
P-004-C-DIST	Salon Aloe Botanical Shampoo - Concentrate/8oz	12	\$ 6.40	\$ 76.83	\$ 8.37	\$ 85.37	\$ 13.95
P-006-C-DIST	Green Tea Botanical Shampoo - Concentrate/8oz	12	\$ 6.40	\$ 76.83	\$ 8.37	\$ 85.37	\$ 13.95
P-1009-C-DIST	Starter Shampoo - NOT Concentrated - 8oz.	12	\$ 6.86	\$ 82.34	\$ 8.97	\$ 91.49	\$ 14.95
P-1050-C-DIST	Reconstructor / Conditioner - 8oz.	12	\$ 5.49	\$ 65.82	\$ 7.17	\$ 73.13	\$ 11.95
P-1060-C-DIST	Moisture Treatment - 8oz.	12	\$ 5.49	\$ 65.82	\$ 7.17	\$ 73.13	\$ 11.95
P-066-C-DIST	Herbal Spray Moisturizer (with Lecithin)	12	\$ 5.49	\$ 65.82	\$ 7.17	\$ 73.13	\$ 11.95
P-101-C-DIST	Cust. Starter Kits (Active Consult/Train - NO clients)	10	\$ 6.84	\$ 68.40	\$ 8.95	\$ 76.00	N/A
P-980-C-DIST	Dandruff Shampoo (Concentrated)	12	\$ 6.86	\$ 82.34	\$ 8.97	\$ 91.49	\$ 14.95
P-983-C-DIST	Strong Hold Styling Spray	12	\$ 5.49	\$ 65.82	\$ 7.17	\$ 73.13	\$ 11.95
P-984-C-DIST	Setting Lotion	12	\$ 4.57	\$ 54.81	\$ 5.97	\$ 60.89	\$ 9.95

Rows: #1 = Number of items in each case. **#2** = Your per-item price when you purchase at the Distributor level. Notice, this breaks down to roughly 20% below the per-item price that normal Consultants pay. **#3** = Distributor Case Price. **#4** = The MINIMUM individual item price you should charge Consultants and Trainees when you sell directly to them. Your mark-up is between 20-25%. **#5** = Consultant Case Price: We do not recommend selling cases to Consultants and Trainees because your mark-up is very small - around 10% - and that is without counting the shipping costs you pay. **#6** = The MINIMUM per-item price you should charge to Retail Customers. This is where your biggest mark-up is - around 110%. NOTE: Some Distributors add a per-item "Convenience Fee" as a way of recovering shipping costs. Typically, this is 50-75 cents per item.