

RESIN PROFIT LAB · FIRST PIECE

YOUR FIRST PIECE TO SELL



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The 12-inch ocean tray: **about $10 of materials, a $95 price**, and the piece that turns "I'm learning resin" into "I'm taking orders". Pour it on Day 2, offer it on Day 3.

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$10.50	1.4 h	$95
materials and mold share	of your hands	minimum price

THE ONE RULE OF THIS GUIDE

Make one, photograph it, offer it. Don't wait to make five perfect trays. Your first tray is your sample: it brings the orders for the next ones.

WHY THIS PIECE

The money is not in the keychain

The keychain taught you the whole process. There is nothing wrong with it: **the margin is fine. It's just not where the money is.** Your first sale should be a piece people want in their home.

	KEYCHAIN	12-INCH TRAY
Hands-on time	5 minutes	about 1.4 hours
Materials	about $0.50	about $10.50
Minimum price	$5	**$95**
Stays with you	$4.50	**about $84**
To keep $1,000	222 keychains	**12 trays**



Your first tray, styled with a candle and perfume bottles.

1 It looks like a boutique piece

Teal waves, white foam, gold sand. **People see it and want it.**

2 It sells as a gift

Birthdays, hostesses, Mother's Day. **Most of my first trays were gifts.**

3 It opens the door

Who buys a tray asks about **the coasters, the clock, the sink**. One piece brings the next.

◆ EMMA'S TIP

Every tray you make **uses the same $10 mold again**. The first one pays for the mold. Every one after that is almost all yours.

PIECE 1

YOUR FIRST PIECE TO SELL

The 12-inch Ocean Tray

HANDS-ON	CURE	RESIN	PRICE
1.4 h	24 to 48 h	12 oz	from $95

WHAT YOU NEED

MATERIAL	HOW MUCH	COST
Resin, 1:1	about 12 oz (6 + 6)	$7 to $12
Mica: teal, navy, white, gold	a pinch of each	about $1
Gold leaf flakes	a sprinkle on the sand	about $1
Liquid gold paint	the rim, 2 thin coats	about $0.50
Mold share	$10 mold ÷ 20 pours	$0.50

About $10.50 with resin bought by the gallon. With the 16 oz starter kit, your first tray costs about $15.

THE MOLD

A 12-inch round silicone tray mold with a raised rim, glossy inside. About $10. With care it gives you **20 pours or more**.



TOOLS ON THE TABLE

- 4 small mixing cups and sticks
- Black nitrile gloves
- Craft heat gun
- Fine sandpaper: 220, 400, 800
- A small flat brush
- A clear bin to cover it

◆ EMMA'S TIP

Mix **14 oz instead of 12** the first time. The extra goes into a keychain mold.

COST	PRICE	STAYS WITH YOU
about $10.50	from $95	about $84 per tray

STEPS 1 TO 4 · THE OCEAN POUR

Sand, water, foam

The whole pour takes about **25 minutes**. Work in this order and don't stir the colors together in the mold: **let them meet**.







1 Prepare

Warm the bottles 10 minutes in warm water. Level the mold. **Mix 12 oz: 6 + 6, for 3 slow minutes.** Split into 4 cups: clear with gold mica (3 oz), teal (3 oz), navy (4 oz), white (2 oz).

2 The sand

Pour the **gold cup on one third** of the mold, from the edge inward. Sprinkle gold leaf flakes on it.

3 The water

Pour **teal right next to the sand**, then navy on the far side. Let them touch in a soft diagonal wave.

4 The lace

Pour a **thin line of white** where teal meets sand. Heat gun 6 inches above, moving: the white opens into lace. Repeat 2 or 3 lines.

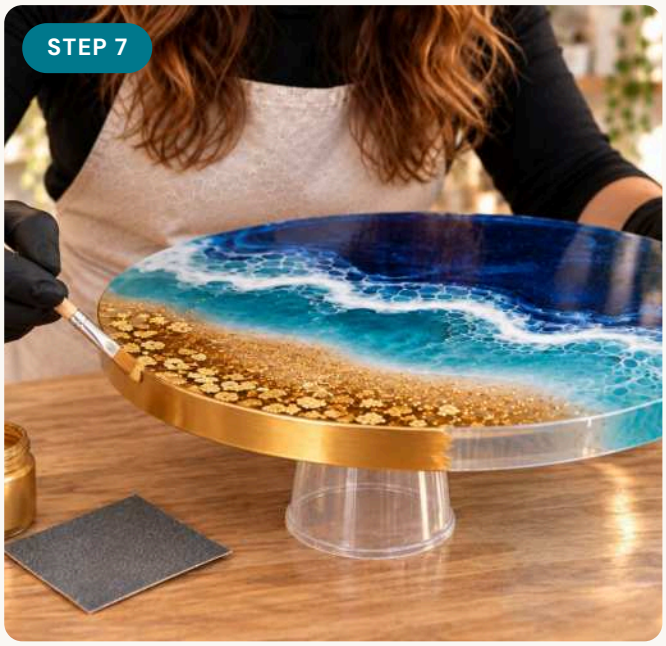
◆ EMMA'S TIP

Less white is more. **Thin lines make lace, thick lines make a white blob.** Start with a line as thin as a pencil and add a second one if you want more foam.

From mold to boutique piece



Bend the silicone back. The tray is rigid and shiny.



The gold rim, raised on a cup so the edge is free.

5 Cure

Pop the last bubbles, cover with a clear bin and go to bed. **24 to 48 hours at 75 to 85 °F.**

6 Demold

When it is hard, not just dry, **bend the silicone away from the edge** all the way around and lift the tray out.

7 Finish the edge

Wet sand the edge: 220, then 400, then 800. Paint the rim with **2 thin coats of liquid gold**, 1 hour apart.

YOUR SIGNAL IT'S READY

Tap it with a fingernail: a hard, clear "tick". Press the bottom: no fingerprint stays.

◆ EMMA'S TIP

Want the glass look of a store piece? After 72 hours, add a **thin top coat** of resin. It hides tiny dust spots and doubles the shine in photos.

DAY 3

Price it, photograph it, offer it

WHO BUYS IT	WHAT FOR	YOUR MOVE
Gift for a friend or a hostess	Birthdays, housewarmings, thank-yous	Offer gift wrap
Bathroom vanity tray	Perfume, soap, jewelry	Match her bathroom colors
Coffee table tray	Candles, books, a plant	Bigger size, higher price
Holidays	Mother's Day, Christmas, teacher gifts	Open orders 3 weeks before
Weddings and showers	Bride's gift, ring tray, guest of honor	Offer initials in gold

SAME TRAY, THREE SIZES

SIZE	PRICE	
12 in	$95	your first piece
16 in	$160	same pour, more resin
18 in	$280	the tray from my student's story

YOUR POST

I made this ocean tray at my kitchen table, with real gold! **I'm taking 5 custom orders this month**: your colors, 12, 16 or 18 inches. Message me to save a spot.



Wrapped in kraft and twine: ready for pickup.

◆ EMMA'S TIP

Photograph it **the same day you finish it**, by a window, on a white board. The 5 photos and every reply you need are in The Order Queue Playbook.

BEFORE YOU CLOSE THIS GUIDE

Your first tray is your sample

- [ ] I made my **practice keychain**
- [ ] I poured my **12-inch ocean tray**
- [ ] I demolded, sanded and painted the **gold rim**
- [ ] I took **5 photos** by a window
- [ ] I posted and messaged **3 people**
- [ ] I know my price: **from $95**

◆ A NOTE FROM EMMA

If your piece came out like the one in the lesson, it is already at the standard people pay for. That is the whole point of the mold. Put a price on it and offer it today. It doesn't have to be perfect. It has to be sold.

Emma Miller



Next: The Order Queue Method. Where your customers come from, what to reply and how to take your first deposit.