

The background of the page is decorated with several large, vibrant pink roses and numerous scattered pink petals. The roses are in various stages of bloom, showing detailed petal textures. The petals are scattered across the white background, some showing a slight yellow-orange tint at the base. The overall aesthetic is soft and feminine.

# GET THE PARTY STARTED!

**To begin your party setup, flip the page.**

The Before-the-Party Checklist should face you and the  
*Satin Hands®* Pampering Set photo should face the guests.

MARY KAY®



PAMPERING  
AND MARY KAY  
**GO HAND  
IN HAND.**



**Tip:** As you set up for the Skin Care Class, place this flip chart so this side is facing you. Then, as you flip forward, your guests will see beautiful pictures and you will see the dialogue page.

## Set Up & Welcoming Guests

1. **Set up the table** with Miracle Set, CC cream, Cleansing Brush, mirrors, trays, washcloths or the cloths in the MK Starter Kit and profile cards.
2. **Set up your “1-on-1 office”** away from the table for individual closing consultations– money bag, calendar, sales tickets, calculator & product.
3. **Greet each guest** as she arrives with a hand shake and repeat her name.
4. **Demo Satin Hands** on each guest as they arrive, smile, massage their hands and get to know them a little. Or, you may have them try microdermabrasion on the back of the hand, explaining it as they sample it. This gives you a chance to really connect with each person.
5. After guests experience Satin Hands or Microdermabrasion, have **guests fill out customer profile cards.**



# LET'S PARTY!



# Welcome & Introductions

**Hi everyone, my name is \_\_\_\_\_.** Thanks so much for being here today! First, I want to say thank you to \_\_\_\_\_(the hostess)\_\_\_\_\_. I love \_\_\_\_ (something you love about her)\_\_\_\_\_. I have a big goal of \_\_\_\_\_ and she has agreed to help me with that. I'm so thankful for your support (look at her).

**How do your hands feel?** Incredible, right?

Well now we're going to make your face feel as good as your hands, but before we start, **I would love to meet everyone!** Let's go around the table do quick introductions – tell me your name, and what makes you awesome in this world (and you can't say your kids...all moms are automatically awesome)!



GET READY FOR SOME FUN!

# Our Agenda for Today

Ok I want to share with you what we are going to be doing today/tonight.

- **First, I am going to tell you a little about me**
- **Next, a little about Mary Kay, the company**
- **Then you are going to try AND fall madly in love with our skin care. In Mary Kay we do everything in 2 appointments: skin care and then a fabulous customized follow up color appointment.** We do this for 2 reasons, 1. If I tried to show you skin care AND color in one appointment, it would take 27 and a half hours. 2. What makes makeup look great is great skin! Doesn't matter what you are using, if your skin looks bad, your makeup won't look as good. Plus if you decide to start on our skin care, I check back to make sure you are having awesome results.
- **Then I will give you the chance to earn a little free product...**
- **Next I will tell you about the Mary Kay opportunity and**
- **Finally, I will meet with each of you one on one** right over there to write down your favs you tried today, to show you how you too can get a TON of free products right over there and book your customized follow up appointment.

Fast, fun and easy!



“IF YOU THINK YOU CAN,  
**YOU CAN.**  
AND IF YOU THINK YOU CAN'T,  
**YOU'RE RIGHT.**”

- MARY KAY ASH

#MyMKLife



# Very Quick I Story About You

2-5 minutes MAX. Practice and time yourself.

## Sample

I have been building my business for \_\_\_\_\_ (if under a year say “less than a year”) Before MK (a line or two about your life before) – show a picture of you before MK. I never saw myself doing Mary Kay because \_\_\_\_\_ But the more I learned about the business, I was attracted to Mary Kay because \_\_\_\_\_ What I have enjoyed the most (or accomplished) is \_\_\_\_\_ The reason I work my MK business is (THE WHY) \_\_\_\_\_ & my current goal is \_\_\_\_\_

**Write yours out and just tape in over this section.**

(This part of the Mary Kay party is probably the most important part. Sharing WHY you chose MK is critical to the connection you have with those at the table. Practice this part with your Recruiter or Sales Director prior to your party if possible. Think about why you would be in Mary Kay for life. Make them laugh, make them cry.)



# MARY KAY IS...

- #1 SKIN CARE & COLOR COSMETICS BRAND, #5 SKINCARE IN THE WORLD



- DEBT FREE
- NO ANIMAL TESTING



- USA MADE
- GOD 1ST, FAMILY 2ND, CAREER 3RD

# About the Company

Can anyone here guess how old Mary Kay, the company is? (Go around and get a guess from every person, give the winner a little sample or candy). We are in our 55th year!

Mary Kay was a real person, a woman before her time.

We are still a family owned company but have grown to be a multi BILLION DOLLAR COMPANY in almost 40 countries around the world.

#1 skin care and color cosmetics brand in the United States today and #5 skincare brand in the WORLD in direct sales.

Debt free with the priorities of God 1st, family 2nd, career 3rd.

Our products are manufactured in the USA and we do not do any animal testing. We were the 1st cosmetics company to sign with PETA and then: We don't test on animals, we test on people.... like you! (smile and giggle!)

The Mary Kay Foundation supports the fight against cancers that affect women and donates \$20,000 to 150 women's shelters annually. (Check to see if your shelter is a recipient of the grant)

When you shop with us YOU make a big difference in a lot of ways.

At your follow up appointment, I would love to share even more great reasons why women like you LOVE to shop with a company like mine!



DO AN  
ABOUT-FACE!

FIND CUSTOMIZED SOLUTIONS  
FOR YOUR SPECIFIC SKIN NEEDS



*Ok, are you guys ready to get started with some amazing skin care? In Mary Kay we have 4 incredible skin care lines: Botanicals, Clear Proof, our Miracle Set 3D and our Repair Set.*

I want to tell you briefly about each one -

### **Botanicals**

This is our formula for anyone with very sensitive skin and/or for young women who don't need the anti-aging benefits of the Miracle Set or Repair yet but want to start using great skin care. It's our clean and green line.

### **Clear Proof**

This is our incredible acne fighting line. Super powerful but not as drying and harsh as other lines on the market today. Results are fast and amazing!

### **NEW Miracle Set 3D**

Our main age-fighting set, which comes in both normal to dry and combination to oily. This is our most popular line. For women who are starting to see or are wanting to prevent moderate signs of aging. It's what you will have a chance to experience today and at your follow-up appointment, I will either check to see how your Miracle Set is working OR we can try another line if you want!

### **Timewise Repair Volu-firm Set**

This is our prestige line for more advanced signs of aging. This is for women who would like to turn back time, or for those who are just a little more high maintenance. It is the most powerful anti aging product line we have.

No matter what brand you use it is important that you use the entire line, no bits and pieces. Our line is formulated to be most powerful when working together and you can add in pieces from the other lines because they are formulated at the same PH levels and can be "mixed and matched" for the perfect combination for YOU! Ask me if you need further **customization for our follow up appointment.**

Today you are going to be experiencing our best selling, most popular line: the Miracle Set 3D...  
You guys ready for a Miracle?

# ***TIMEWISE® MIRACLE SET 3D™***

BREAKTHROUGH THREE-DIMENSIONAL APPROACH  
TO SKIN AGING

**DEFENDS** against  
age-accelerating free  
radicals on skin.

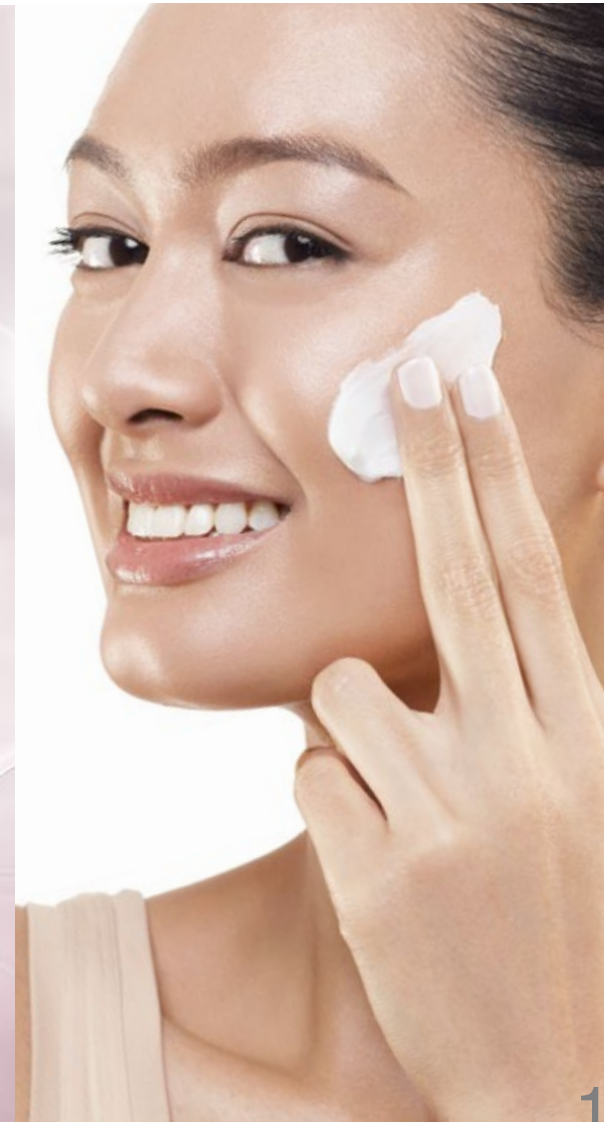


**DELAYS** the look of  
premature skin aging.



**DELIVERS** results in  
**just 4 weeks.\***

\*Results based on a 12-week independent clinical study in which 62 women used the *TimeWise® Miracle Set 3D™* twice a day



## TIMEWISE MIRACLE SET 3D

Let's talk young, beautiful skin. Technology is always advancing and the scientists and dermatologists at Mary Kay have recently discovered the fountain of youth! Has anyone heard of **RESVERATROL** (res-ver-a-trol)? Let's all say it together. **RESVERATROL**. The more you say it, doesn't it sound like REVERSE? That's exactly what it does. Reverses fine lines, sun damage, age spots and more. Simply.... **Resveratrol** is what plants produce when they are injured or damaged... it's how they heal themselves. And now it's one of the main ingredients in our 4 step skin care system. Fun fact. Two other sources of resveratrol can be found in red wine and dark chocolate. Now I've got your attention!

**The 4 step Miracle Set is called 3D because it does 3 main things:**

- **DEFENDS:** against aging free radicals. It defends using antioxidants like a shield!
- **DELAYS:** the look of premature aging with UVA/UVB protection PLUS our friend, resveratrol AND vitamin B3 and peptides. And it
- **DELIVERS:** In just 4 weeks.... You'll see results by getting rid of fine lines, wrinkles and adding resilience, luminosity, smoothness, and softness! Hello!

**Don't believe me? Take a selfie tonight and let's take another one in 4 weeks!**

# ***TIMEWISE<sup>®</sup> AGE-MINIMIZE 3D<sup>™</sup>*** 4-IN-1 CLEANSER

REMOVES  
**IMPURITIES.**  
SKIN FEELS  
**CLEAN.**  
SKIN FEELS  
**EXFOLIATED.**  
SKIN LOOKS  
**BRIGHTER.**



# Let's Get Started

OK, let's get started. First up is our 4-1 Cleanser. It will cleanse, exfoliate, tone AND brighten. 4 things in 1.

Scoop up your cleanser with your fingers and massage it up and out onto your face. Then we'll pass the cleansing brush around and you can use it with your brush head. Then remove your cleanser with your wash cloth. (if you don't have the brush just talk about it until you get one)

## **4-in-1 Cleanser:**

4-in-1 Cleanser comes in 2 formulas normal-to-dry and combo-to-oily.

***And, did you notice that clean, light scent?*** That's not an added fragrance, what you're experiencing is the ingredients including the Resveratrol – so now every time you smell this, you'll get excited knowing you're reversing your signs of aging! Yay!

At your follow up appointments we will make sure you have the right formula for your skin.

# SKINVIGORATE BRUSH



- Removes makeup 85% better than cleansing by hand.
- Boosts the absorption of your next skin care step.
- Starts improving skin's appearance immediately.
- Softens the appearance of lines and wrinkles.



# Skinvigorate Cleansing Brush

*(Have your hostess gather disposable washcloths and Skinvigorate brush heads and get them wet. Ask each guest which formula she'd like to try and squirt cleanser.) Start with a fun question -*

***Did you ever spend the night at your girlfriend's house when you were young and forgot your toothbrush? Then you used your fingers to try to clean your teeth? Well, that's kind of what it is like to clean your face without a cleansing brush!***

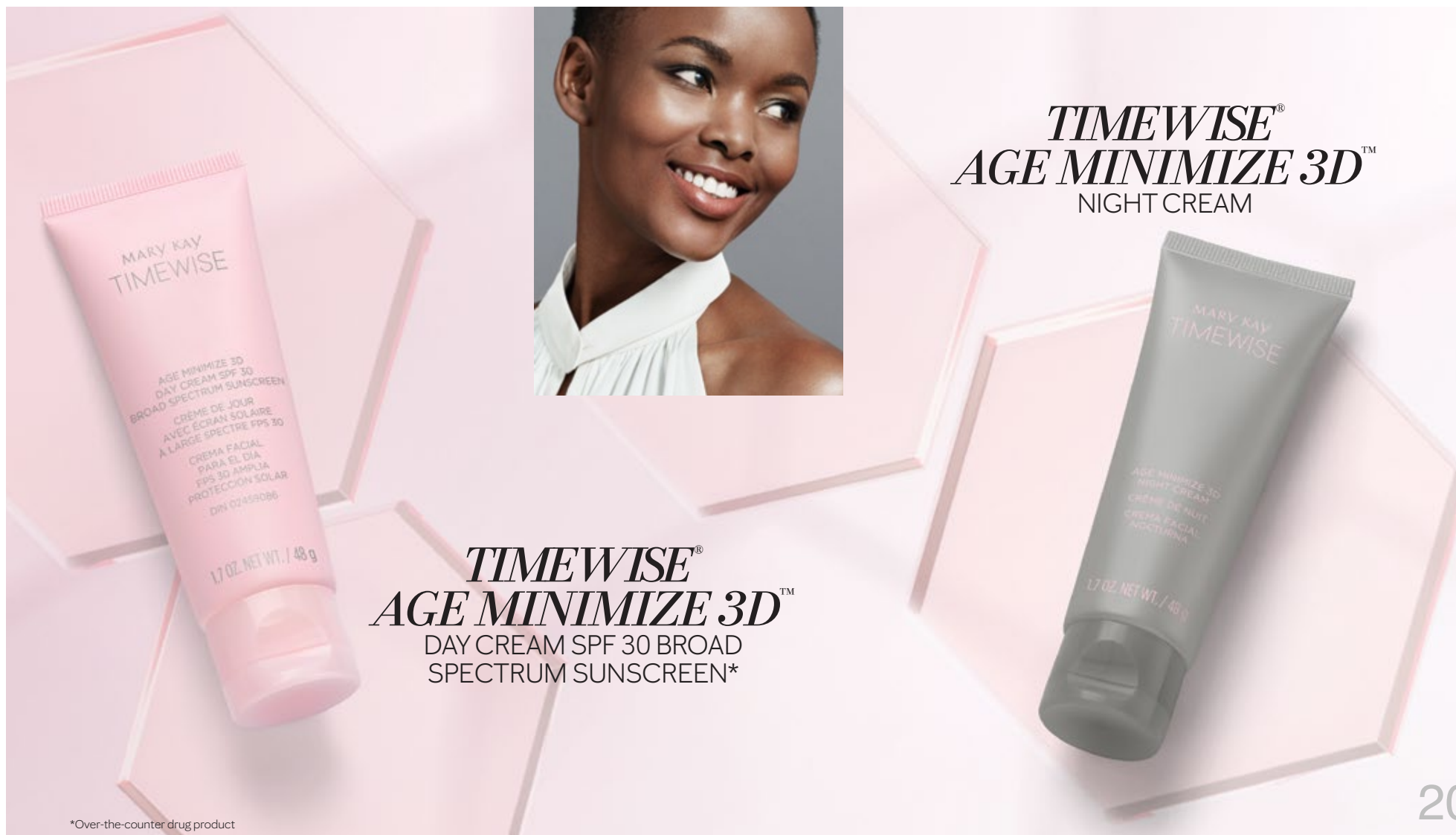
Using a cleansing brush gets your face 85% cleaner than just using your fingers or a washcloth. That's a really big difference.

When you have really powerful cleansing like this, it also allows skin care to penetrate the skin even more.

You can feel an immediate difference.

Now wipe your face with your cloth. Doesn't your skin feel amazing? Keep in mind we have several products for exfoliation and we can discuss those in your follow up appointment.

# GET DAILY **PROTECTION** AND NIGHTTIME **RENEWAL.**



**MARY KAY**  
**TIMEWISE**

AGE MINIMIZE 3D  
DAY CREAM SPF 30  
BROAD SPECTRUM SUNSCREEN  
CRÈME DE JOUR  
AVEC ÉCRAN SOLAIRE  
À LARGE SPECTRE FPS 30  
CREMA FACIAL  
PARA EL DÍA  
FPS 30 AMPLIA  
PROTECCIÓN SOLAR  
DIN 02459086  
1.7 OZ. NET WT. / 48 g

**TIMEWISE**  
**AGE MINIMIZE 3D™**  
DAY CREAM SPF 30 BROAD  
SPECTRUM SUNSCREEN\*

**TIMEWISE**  
**AGE MINIMIZE 3D™**  
NIGHT CREAM

**MARY KAY**  
**TIMEWISE**

AGE MINIMIZE 3D  
NIGHT CREAM  
CRÈME DE NUIT  
CREMA FACIAL  
NOCTURNA  
1.7 OZ. NET WT. / 48 g

\*Over-the-counter drug product

# Day & Night Creams:

The next two products you're going to try are our **Timewise 3D Day Cream and Night Cream**. I like to say these two are married, as they work together to fight the signs of aging. The Day Cream is your Protector and the Night Cream is your Corrector! Which one do you think is the husband and which one is the wife? Giggle!!! *(hold up tubes as you talk about them)*

Go ahead and put the Day Cream on your face and the Night Cream on the back of your hand so you can feel them both. If anyone has a sensitivity to sunscreen, you may want to apply it to the back of your other hand instead or ask me to try the Day Cream without sunscreen. **A little goes a long way.** Start with a small amount, you can always add more.

The Day Cream has an SPF of 30. It is a broad spectrum sunscreen which means it protects from the UVA rays that AGE and the UVB rays that burn. It hydrates for 12 hours.

The Night Cream works while you rest, giving your skin an extra boost of antioxidants. You'll wake up younger every morning! It works for 12 hours too. So with the Day and Night Creams, you're covered 24 hours a day!

Good news! Recognize that scent? Both the Day and Night creams have our new favorite ingredient, **resveratrol**! It's like that dark chocolate, immediate satisfaction morning and night!

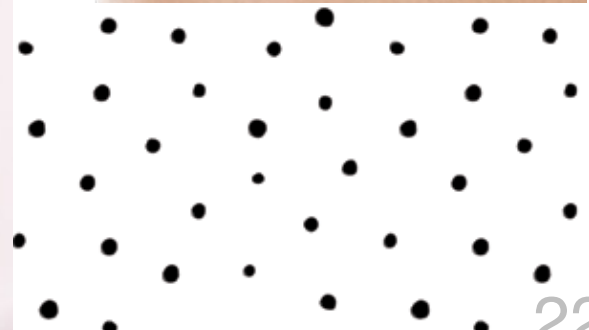
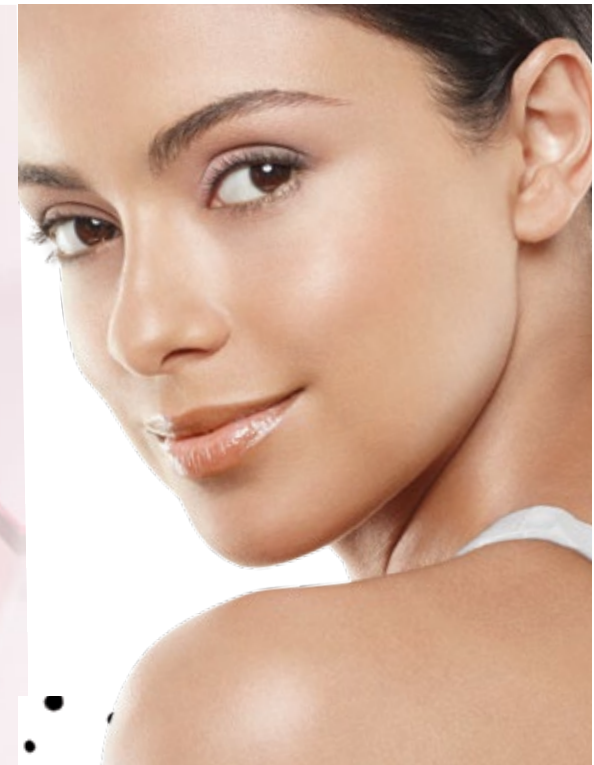
Because both of these come in both formulas, at your follow up appointment, we will make sure you're using the one best for your skin.

# ***TIMEWISE<sup>®</sup> AGE MINIMIZE 3D<sup>™</sup>*** EYE CREAM



MOISTURIZES FOR  
UP TO **12 HOURS**

**IMPROVES VISIBLE  
SIGNS OF AGING:**  
DARK CIRCLES, UNDEREYE  
PUFFINESS, FINE LINES  
AND WRINKLES



# 3D Eye Cream

The next product I want to show you is our TimeWise 3D Eye Cream. Have you ever noticed that the **1st place women will show signs of premature aging is around the eyes?**

- **Skin is thinner (only 1/4 as thick as anywhere else on the face)**
- **Fewer oil glands directly under your eyes (why teens have no acne there)**
- **We retain moisture under the eyes (puffiness)**
- **Facial moisturizers have plumping qualities in them. You don't want that under your eyes. You want a product specifically made for the eye area.**

Use your 3D Eye Cream morning and night. Each time you use it, you get 12 hours of moisture in your eye area. That means, when you use it twice a day, you've got 24 hours of moisturization!

Doesn't your skin feel amazing? (touches face with back of hand). Now imagine how great it will feel 4 weeks from now when your 3D Delivers!

We have 2 other eye creams in our line, so at your follow up appointment, we will make sure you're using the one that's best for you.

# FACE THE WORLD FLAWLESSLY!



# CC Cream

If foundation and moisturizer had a love child, this would be the result...our **Complexion Correction Cream**! It's a perfect combination of a lightweight moisturizer, light coverage foundation, SPF15 and so much more.

It evens out your skin tone, reduces redness, moisturizes and gives you a natural light weight coverage. You will fall in love!

**During our follow up appointment we can really customize a color look for you too.**

For those of you who prefer a more matte look, I have translucent powder to help you set your CC Cream. Just raise your hand!

We have an entire foundation wardrobe, including cream to powder, mineral powder, and liquid, so if you prefer a different coverage or want to get expertly matched with your color, we can do that at your follow up appointment.

# PRODUCT REVIEW



## Review of Products

- Ok lets have a quick review of what we just did.
- Cleanse your face morning and night
- with your incredible Skinvigorate cleansing brush and your 4-in-1 cleanser.
- Add in your Day or Night Cream
- Then don't forget your Eye Cream and add CC Cream if needed. How does your skin look and feel? Pull out your mirrors, hold them up and get a good look at your skin, beautiful isn't it?! Now imagine a couple weeks from now when your Timewise 3D really starts to deliver! We will have so much fun at your follow up oohing and ahing over your gorgeous looking skin.



THE BEAUTY OF  
**FRIENDSHIP**



## Hand Out the “Who Do You Know” Document

(this file is found on [kalibrigham.com](http://kalibrigham.com) under consultants -Skin Care Party.)

Who wants to win some FREEBIES?! The greatest compliment you can give me is to share me with your friends and family. And this is the perfect time because I am starting my new \_\_\_\_\_ (fall/winter/spring/summer) portfolio and I am looking for fresh faces!

These are the types of women I am looking for:

(Hand out referral sheet. Have the women read aloud a few of the descriptions -- they can point out anyone at the table that already fits those!)

Now that you know who I'm looking for, it's time to grab your cell phone and see who fits these descriptions. I will text them with huge compliments from you and will give them a gift certificate to use at their complimentary pampering session -- all as a gift from you!

I am going to set my timer for 3 minutes and play some tunes on my phone. Every who completes her sheet gets a gift from me and the first person done gets two gifts!!!

Ready, Set, Go!

- WE EARN 50% ON EVERYTHING WE SELL. WE BUY FOR \$1, SELL FOR \$2.
- WE MAKE THE MONEY AT THE TIME OF THE SALE, NO MAILINGS A MONTH LATER
- NO TERRITORIES AND NO QUOTAS.
- WE TRAIN YOU EVERY STEP OF THE WAY
- FAIRYTALE PRIZES



# The Mary Kay Opportunity

Now **I want to tell you a little bit about the Mary Kay opportunity.** I think a lot of people understand how doctors and teachers make their money, but very few people understand and know about Mary Kay Cosmetics so I share it with everyone. It may not be for you and that's totally OK, but I love to share the facts about our opportunity

- 1. We earn money 2 ways in MK - 50% on everything we sell. We buy for a dollar, we sell for 2. We can also choose to build a team if we want, and we earn money every single time our team members order!**
- 2. We make the money at the time of the sale. We don't have to wait on our earnings!**
- 3. Consumable products- 80% of 1st time buyers become repeat buyers!**
- 4. No territories and no quotas!**
- 5. Prizes and perks - cars, trips, jewelry and more!**
- 6. We teach you how to do this business step by step, no experience necessary!**

Whether you do this as a hobby, a small business or a big time business. it's ok with us and we love you wherever you are! Why not give it a try, what do you have to lose?

# START SOMETHING

# Beautiful

## YOUR STARTER KIT

**\$394**  
OF FULL SIZE  
PRODUCTS!



**ONLY \$100**

PLUS APPLICABLE TAX & SHIPPING



### RETAIL-SIZED PRODUCTS & SAMPLES

TimeWise® 3D™ 4-in-1 Cleanser (Normal/Dry)  
TimeWise® 3D™ 4-in-1 (Combination/Oily)  
TimeWise® 3D™ Day Cream Sunscreen Broad Spectrum SPF 30\* (Normal/Dry)  
TimeWise® 3D™ Day Cream Sunscreen Broad Spectrum SPF 30\* (Combination/Oily)  
TimeWise® 3D™ Night Cream (Normal/Dry)  
TimeWise® 3D™ Night Cream (Combination/Oily)  
TimeWise® 3D™ Eye Cream  
Mary Kay® Oil-Free Eye Makeup Remover  
Mary Kay® CC Cream SPF 15\* in Very Light  
Mary Kay® CC Cream SPF 15\* in Light-to-Medium  
Mary Kay® CC Cream SPF 15\* in Medium-to-Deep  
Mary Kay® CC Cream SPF 15\* in Deep  
Mary Kay® CC Cream SPF 15\* in Very Deep  
Satin Hands® Pampering Set in White Tea & Citrus  
Mary Kay® Ultimate Mascara™ in Black  
Mary Kay® Translucent Loose Powder  
Blue Eyes Look Cards (10)  
Hazel/Green Look Cards (10)  
Brown Eyes Look Cards (10)

### LITERATURE & EDUCATIONAL ITEMS

Welcome Card  
Starter Kit Bag  
Date Book  
Skin Care Party Flip Chart Pages With Binder  
Laminated Place Cards (4)  
Laminated Satin Hands® Pampering Set  
Instructions for Use Card (1)  
Laminated Place Mats (4)  
Sales Tickets (30)  
Customer Profiles (30)  
Start Something Beautiful® Magazine  
Start Something Beautiful® DVD  
Miracles Happen Book  
Ready, Set, Sell! Inventory Options for New Independent Beauty Consultants Brochure  
Steps to Success Brochure  
The Look Catalog (10)

## BIG REWARDS



### TOOLS

Starter Kit Bag  
Face Cases (4)  
Disposable Trays (30)  
Disposable Facial Cloths (30)  
Dry Erase Markers (4)  
Disposable Mascara Sample Wands (30)  
Disposable Sponge-Tip Applicators (30)



## How Do You Join Mary Kay?

So how do you join? It's just one hundred plus tax and shipping to join Mary Kay. Takes about 3 minutes to sign up and we can do it right now. Join today and in about 2-3 days your starter kit will arrive in a big pink box with this tote and ALL of these incredible items you see here, over \$394. dollars in full size products! It's like the greatest Groupon EVER and includes everything you need to begin your Mary Kay business.

## QUEEN OF EVERYTHING A \$215 VALUE FOR \$189

- 3D Miracle Set
- Skinvigorate Brush
- CC Cream
- Roll Up Bag



DISCOVER  
WHAT YOU  
LOVE!

## THE PRINCESS SET A \$130 VALUE FOR \$115

- 3D Miracle Set
- CC Cream



## BASIC SET A \$88 VALUE FOR \$79

- 3D Cleanser
- 3D Day Cream
- 3D Night Cream



STARTER  
KIT  
\$394 VALUE  
FOR  
\$100

# Our Special Deals for Today

Who loves a great deal? For today only I am offering these fabulous deals just for you! I have 3 special sets for you to choose from.

- **Our 1st set is the QUEEN OF EVERYTHING, a \$215 value for just \$189 including everything you see here PLUS our super fabulous roll up bag.**
- **Our PRINCESS SET is a \$130 value for just \$115 and includes the 3D Miracle set and the CC Cream.**
- **The Basic Set is a \$88 Value for only \$79.**
- **Of course you can always choose to join us for \$100 and receive \$394 in full size products too!**

We accept all visa, MC, Discover, AMX, Checks, cash...and a little mixing it all together if you want too! (make sure you have signed up for Propay to run their credit cards too)



ALL YOU NEED  
IS LOVE  
AND  
*Lipstick!*

MARY KAY®

*Let's  
Shop!  
XO*

## CLOSING YOUR PARTY

And that's it ladies, how do you feel? Are you loving your skin? Thank you so much for being here tonight and helping our hostess earn lots of free products! Make sure you ask me how you can earn yours too.

I am going to go ahead and move over here and meet with whoever needs to leave first. Thanks again for an incredible time!

*Grab the person that wants/needs to go first. Take her to your "1 on 1 office" area to close each guest. Individually use the "how to close your party" questions.*

# CLOSING YOUR PARTY

(Move to an area away from the table)

## Opening Questions:

- Did you have a good time? (smile and nod)
- How does your face feel? (touch face)
- What questions do you have? (address the profile card if needed)

## Booking:

- I'm excited for our 2nd appointment, do you want to focus on doing a customized color appointment or more skin care?! What works best for you, during the week or weekend?  
(continue to offer 2 choices to narrow it down)
- What most do is share their appointment with some friends (hold up referral sheet) should we see which of these people can join us? You can earn free products!
- (Set a time within 48 hours to get remaining guest list and go over party details)

## Selling:

- You know your situation better than I do, which set do you want to splurge on? The Queen, The Princess, The basic or did The Starter Kit sound like the best deal for you? Whatever you want to do is great with me!
- (be quiet and let her purchase)
- Great! What else would you like to add to that?
- (Fill out sales ticket including tax and get payment)

## Sharing:

- (If she doesn't order the starter kit): There's just one more thing, I have been asked to have 5 gals watch a MK video/do a quick sharing call and give me their opinion this week, would you be one of my 5? I'll give you a free gift for saying yes!
- (Text her the video link of your Director/National's video - you can find this on her website or pinned FB post - and set a time to get her opinion and give her her gift)



# EASY *beauty* SOLUTIONS

**BOTANICAL EFFECTS®** SKIN CARE  
FRESH, UNCOMPLICATED SKIN CARE



- Delivers the essentials skin needs year-round, regardless of skin type
- **Infused with simple ingredients** that deliver a wealth of essential benefits

# Botanical Effects® Skin Care

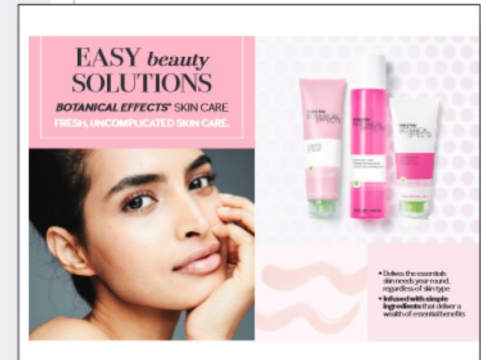
**1** Who says skin care has to be complicated? If you have **simple skin care needs**, then *Botanical Effects*® could be the ideal skin care regimen for you. Every product in the collection is **infused with antioxidants to fight skin-damaging free radicals, to help skin feel nourished and refreshed.**

**2** This line makes it easy to choose your regimen because all products deliver the essentials your skin needs year-round, no matter your skin type. Mary Kay also tested this regimen for skin irritancy and allergy and found it to be gentle and suitable for sensitive skin.

**3** *Botanical Effects*® is super simple to use. Just **cleanse and hydrate** morning and night for fresh, healthy-looking skin. Use the refreshing toner for an added splash of antioxidants and to tighten the appearance of pores, while removing excess oil. You can get all three items for only \$54. You can also add a beautiful boost to your regimen with the invigorating scrub. It exfoliates to remove dead and dull skin, to leave you with a healthy glow. Add this beauty boost for \$18! A choice of products that feel as good *on* your skin as they are *for* your skin.

**4** Plus, **Mary Kay designed the *Botanical Effects*® packaging to be gentle on the planet.** You've got to love a company that not only wants to help women look more beautiful, but genuinely wants to help make the world more beautiful too!

All prices are suggested retail.



**TIP:**  
*Both the Botanical Effects® Refreshing Toner carton and bottle are recyclable, which gives them a chance at a new life instead of going into a landfill.*

# SEE CLEARER SKIN

IN 7 DAYS!\*

**Clear Proof®**  
Acne System

**THREE  
OUT OF FOUR**  
people said they would  
switch to **Clear Proof®**  
Acne System!†

**Clears up  
pimples fast!**

That's what 8 out of 10 people said  
about the **Clear Proof®** Acne System in  
an independent consumer study.†



**Here's what else they had to say:†**

**84%** said their complexion looks clearer.

**77%** said it helps clear up pimples better than what they've been using.

**82%** said it reduces the severity of acne blemishes.

**80%** said it fades the look of lingering acne spots.

**85%** said it minimizes the appearance of pores.

\*Based on a 12-week independent clinical study

†Results reflect the percentage of panelists who agreed with the statements during a three-week independent consumer study.

## Clear Proof® Acne System

**1** If you're looking for **an effective yet gentle regimen for treating mild to moderate acne**, the *Clear Proof®* Acne System just might become your new best friend. With *Clear Proof®*, you get an effective regimen clinically shown to provide **clearer skin in just 7 days.\*** Isn't that amazing?

**2** This four-product set uses a **combination of salicylic acid and benzoyl peroxide** to attack the multiple factors that can contribute to acne breakouts. It clears up blemishes without irritation and helps maintain a clear complexion. It unclogs pores, removes excess oil and leaves skin feeling healthier. And it fades the look of lingering acne spots.

**3** Mary Kay asked people from coast to coast to try the *Clear Proof®* Acne System and the results were clear. Three out of four people said they would switch to the *Clear Proof®* Acne System.\*\* Why?

Because they said **it clears up pimples faster than their previous regimens.\*\*** That says a lot, don't you agree?

**4** But it's more than just fast results that makes an acne system worthy of your attention. To truly get your acne under control, it takes a consistent program with results over time. In an extensive 12-week independent clinical study conducted under the supervision of a dermatologist, **people showed continued improvement in their skin during 12 weeks of use.\***

**5** The *Clear Proof®* Acne System includes the **clarifying cleansing gel†**, **blemish control toner†**, **acne treatment gel†** and **oil-free moisturizer for acne-prone skin**. And best of all, this easy-to-use regimen feels soothing to irritated skin as it clears up blemishes and allows skin to heal. You can get the whole system for only \$45, which saves you \$14 from buying the products individually.



### TIP:

*Clear Proof® is great for everyone! The Clear Proof® Acne System is shown effective on teens to 50-year-olds, males and females, and different ethnicities!*

Prices are suggested retail.

\*Based on a 12-week independent clinical study

\*\*Results reflect the percentage of panelists who agreed with the statements during a three-week independent consumer study.

†Over-the-counter drug product

# LIFT AWAY THE YEARS.

## *TimeWise Repair* *Volu-Firm*® Set

### The results<sup>†</sup> speak for themselves:

91% had less noticeable deep lines and wrinkles.

86% had skin that looked lifted.

98% had less undereye puffiness.

93% had skin that looked more even toned.

93% had a significant improvement in overall appearance.



This premium collection is your advanced age-fighting regimen!



<sup>†</sup> Results reflect the percentage of women who showed improvement during a 12-week independent clinical study

## TimeWise Repair® Volu-Firm® Set

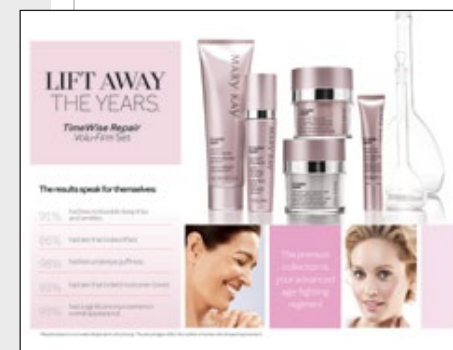
**1** It's never too late to **rescue your skin from the damage of the past** and recapture a vision of youthfulness. And that's thanks to *TimeWise Repair*®! This **premium skin care collection** combines extensive research and innovative ingredients to deliver impressive results as it targets the advanced signs of aging.

**2** Now is the perfect time to discover what *TimeWise Repair*® can do for your skin. With this five-product set, you can not only **target the advanced signs of aging, but also target the multiple reasons why your skin ages**. And women all over are raving about the benefits and the results they're seeing.

**3** The look of deep lines and wrinkles is reduced. Lifted facial contours appear restored. Youthful volume is recaptured. Even skin tone is revealed. And vital moisture is replenished.

**4** And the regimen is so perfectly pampering. The **foaming cleanser** revitalizes, renews and goes beyond cleansing. The **lifting serum** recovers the firmness of youth. The **day cream sunscreen broad spectrum SPF 30\*** resists visible aging like never before. The **night treatment with retinol** reveals youthful-looking skin. And the **eye renewal cream** reawakens tired eyes and gives them a lifted look. You can pamper your skin with this exclusive set for \$205, which saves you \$39 from buying the products individually.

\*Over-the-counter drug product  
All prices are suggested retail.



### TIP:

*Personal testimonials can be so powerful, especially when it comes to premium products. If you have a personal testimonial or even testimonials from customers or other Independent Beauty Consultants, you should consider sharing them with your guests.*