



Sell Better With Sales Aids

Section 2 Catalog

JULY 2008 EDITION
MARY KAY®



TIPS for using your Section 2 Sales Aid Catalog

This catalog features all available product samplers and sales aid tools included in the Consultant Order Sheet. It provides description and information on how to use them, to help increase your sales. Items in this catalog can be ordered by marking in the name, part number and price in the Section 2 Sales Aid of the Consultant Order Sheet.

Example:

MARY KAY [®] MARY KAY PHILIPPINES, INC.		CONSULTANT ORDER SHEET Effective July 1, 2008			
SECTION 2		SALES AIDS			
TIMEWISE	PART NO.	QTY	PRICE	TOTAL AMT	
3-in-1 Cleanser/Moisturizer Samplers (6 pairs)					
Combination to Oily (6 pairs)	10-862700		125.00		
Normal to Dry (6 pairs)	10-862900		125.00		
Microdermabrasion set samplers (6 pairs)	10-000177		150.00		

table of contents

- 3 Product Samplers**
 - TimeWise[®] Skin Care samplers • Foundation samplers
 - Color samplers • Body Care samplers
 - Fragrance samplers
- 5 Product Presentation Tools**
- 6 Business Supplies**
 - Skin Care Class Tools • Career Tools
 - Education Materials • Mary Kay Books • Hostess Incentive Program
 - Mary Kay Business cards
- 8 Product Packaging**
 - Plastic bag • Paper bag

product samplers

Product Samplers are perfect for your **On-the-Go** appointments. For customers who have no time for a facial, give them samplers to try together with your business card. You can also use these as a **demonstration tool** during skin care class. **Cross-selling** is one way to increase your sales; use these samplers. Let your customers and guests try and experience, share it and they will love it!

TimeWise® Skin Care Samplers

a. 3-in-1 Cleanser/Moisturizer samplers (6 pairs)
 Combination to Oily 10-862700 P125.00
 Normal to Dry 10-862900 P125.00

b. Microdermabrasion set samplers (6 pairs)
 10-000177 | P150.00

c. Age-Fighting Eye Cream samplers (pk/6)
 10-715500 | P75.00

d. Targeted-Action Line Reducer samplers (pk/6)
 10-012742 | P75.00



Foundation Samplers

Mary Kay® Foundation Samplers (6 strips)

Ivory 200	10-880300	P75.00
Beige 300	10-880500	P75.00
Beige 302	10-880600	P75.00
Beige 400	10-881500	P75.00

Color Samplers

Conduct Color 101 class and do your own make over with the new **Mary Kay Crème Lipstick, Mineral Eye Color** and **Mineral Cheek Color** samplers. It can also be used for your on the go appointment. 13 new and exciting lipstick shades, 12 trendy eye color and 3 fabulous cheek color shades for you to choose from.



a. Mary Kay Crème Lipstick samplers

(strip/6 with applicator)

Apple Berry	10-014330	P100.00
Apricot Glaze	10-014354	P100.00
Bronzed	10-015587	P100.00
Dusty Rose	10-014378	P100.00
Garnetfrost	10-014348	P100.00
Hibiscus	10-014387	P100.00
Pink Melon	10-014375	P100.00
Pink Satin	10-014384	P100.00
Red	10-014399	P100.00
Sunset	10-014390	P100.00
Sunburst	10-014396	P100.00
Shell	10-014366	P100.00
Toffee	10-014363	P100.00

b. Mary Kay Mineral Eye Color samplers (sheet of 18)

Amber Blaze	10-013008	P100.00
Blue Metal	10-013050	P100.00
Coal	10-013026	P100.00
Crystalline	10-013044	P100.00
Dusty Lilac	10-013053	P100.00
Espresso	10-013047	P100.00
Golden Olive	10-013029	P100.00
Hazelnut	10-013068	P100.00
Honey Spice	10-013032	P100.00
Steel	10-013011	P100.00
Sweet Cream	10-013020	P100.00
Sweet Plum	10-013101	P100.00

c. Mary Kay Mineral Cheek Color samplers (sheet of 18)

Pin Petals	10-012959	P100.00
Shy Blush	10-012974	P100.00
Sunny Spice	10-016243	P100.00

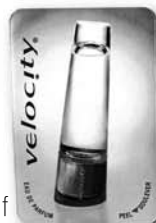


Body Care Samplers (pk/6)

Mary Kay Red Tea & Fig/Lotus & Bamboo Nourishing Body Lotion
10-000747 | P130.00

Fragrance Towelette Samplers (pk/6)

- a. Affection EDP 10-007426 P150.00
- b. Journey EDP 10-000003 P150.00
- c. Domain Cologne 10- 000005 P150.00
- d. Belara EDP 10-000002 P150.00
- e. Bella Belara EDP 10-012995 P150.00
- f. Velocity for Him 10-853400 P150.00
- g. Velocity for Her 10-861400 P150.00



product presentation tools

Display products – the Mary Kay way... Use these tools for a more presentable look. This will also add glamour to your presentation.

Show your Mineral Color Collection. This tray carries all your 12 shades of eye color, 3 cheek colors, highlighting and bronzing powders plus your mineral sheer pressed powder. Perfect for your color application class.

- a. **Cosmetic Display Tray** 10-017364 | P250.00
(limited edition)

Show lipstick shade to your customers. This lipstick caddy can hold 10 lipsticks or lip glosses.

- b. **Lipstick Caddy** 10-901300 | P200.00

A perfect bag to organize and carry your products and bring skin care class appointments.

- c. **Travel Roll-up Bag** 10-532100 | P450.00



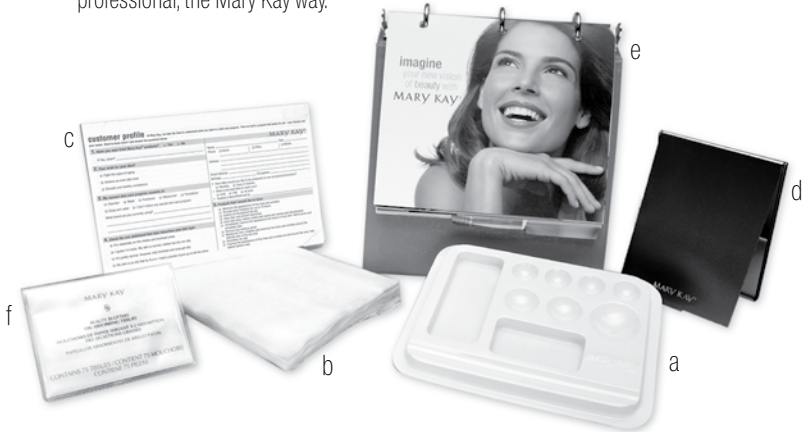
* Lipsticks, make-up and skin care products used in the images above are for presentation purposes only.

business tools

Skin Care Class Tools

"Must have" tools in your skin care class. Do not forget to bring these tools with you all the time to make your skin care classes successful and more professional, the Mary Kay way.

a. Skin Care Class Trays (pk/5)	36-225363	P75.00
b. Disposable Facial Cloth (pk/30)	10-019452	P150.00
c. Personal Skin Profile (pk/10)	36-226663	P10.00
d. Mirror	36-203763	P60.00
e. Flip Chart	36-227563	P250.00
f. Beauty Blotters	10-013151	P75.00



Career Tools

Get more bookings and skin care class! Have these tools with you all the time. It will make recruiting easy for you. Show the catalog and the video; this will encourage them to join Mary Kay.

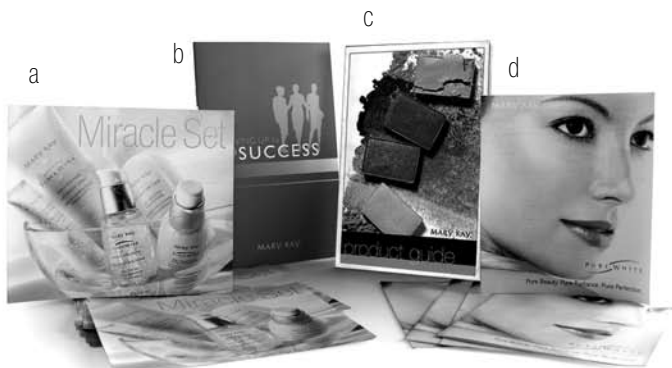
- a. Color Insider Book (available Sept)
10-010689 | P400.00
- b. Color Insider DVD (available Sept)
10-020363 | P80.00
- c. Date Book
36-225463 | P 60.00
- d. Customer Order Form (pad/10)
36-226763 | P10.00
- e. Recruiting Flyer (pad/20)
36-226363 | P15.00
- f. The Look (July08) 1pc
10-026057 | P40.00
- g. The Look (July08) pk/5
10-026058 | P180.00
- h. The World of Mary Kay: An Opportunity of a Lifetime DVD
36-227063 | P50.00



Please check your nearest Beauty Center for a complete list.

Educational Materials

Education is a foundation to success. These materials will help you in doing your Mary Kay business. So, bring it all the time, this is your guide to success!



- a. TimeWise Miracle Set Brochure** (pk/10)
36-218663 | P70.00
- b. Moving Up to Success**
36-226463 | P35.00
- c. Product Guide**
36-228563 | TBD
- d. PureWhite Brochure** (pk/5)
36-222063 | P45.00

Mary Kay Books

Know about Mary Kay! Get all or any one of these books from Mary Kay and be enlightened and inspired by her words.

- a. Miracles Happen**
10-300400 | P350.00
- b. Paychecks of the Heart**
10-565400 | P1690.00
- c. Mary Kay Autobiography**
10-046900 | P350.00



Hostess Incentive Program

Avail of the hostess gifts and tokens and conduct skin care classes through a hostess. More hostesses, more classes, more bookings, more sales.

To know our latest Hostess gift and tokens, please check our latest Applause or visit our website at www.marykay.com.ph.



Your
**Hostess
& You**
Hostess Incentive program

Prices may change without prior notice.

Mary Kay Business Cards

Beauty Consultants may now order their business cards through our Customer Service Department. Choose from Option 1 (ordinary business card) or Option 2 (business card with customer information card; printed as spread --no folding and no perforation). Each calling card options are available in 4 designs:



Mary Kay Woman



Mary Kay TimeWise



Option 2 design



Mary Kay Botanical



Mary Kay Colors



Option 1:
P250.00/50 pcs
P500.00/100 pcs

Option 2:
P350.00/50 pcs
P700.00/100 pcs

*Orders may be claimed after 7 working days for Makati, 10 working days for Quezon City, and 12 working days for Cebu, Davao, Zamboanga, and Bicol areas.

product packaging

Carry one, carry all! These Mary Kay plastic bag and paper bag can be used as a container for products or as a gift packaging for all occasions. Present Mary Kay products in these nice bags for a more professional look.

- a. Mary Kay Plastic bag (pk/5) – large
12-025631 | P25.00
- b. Mary Kay Plastic bag (pk/5) – small
12-025632 | P7.50
- c. MK Paper Bag (pk/4) – medium
36-213963 | P100.00
- d. MK Paper Bag (pk/4) – small
36-213863 | P50.00
- e. PureWhite Paper Bag (pk/5)
36-223663 | P100.00



While the desire to provide opportunities for women is admirable, it's not enough by itself to start a business.

A product that fills the need of consumers is critical. - Mary Kay Ash

MARY KAY®

Visit our website : www.marykay.com.ph

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Fax No: (02) 371-8322

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Fax No: (082) 224-5955

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Comm. Complex
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Bgy. Camputhaw, Cebu City
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Fax No: (032) 253-4661

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