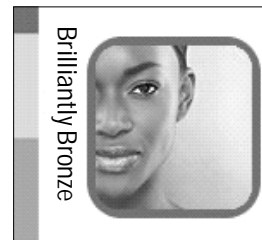
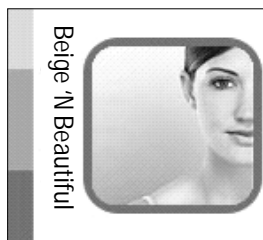
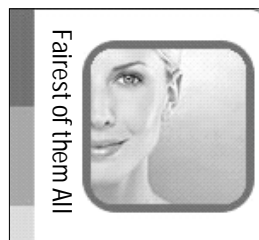
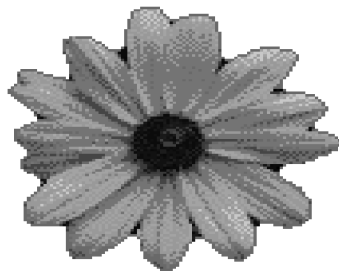


Color Certification Portfolio



It's a new year! And that means fresh possibilities.
So pursue your dreams. And greet each day with
the confident look of being the best you can be —
this year, and always.



Winter 2003

Color Certification Requirements

Color Certification is a program for Independent Mary Kay Beauty Consultants to develop skill and knowledge with our palette of colors on a variety of faces. It is also a way to build a strong marketing tool with a Before and After Portfolio.

HOW DO YOU CERTIFY?

- Prepare a complete three-ring binder with page protectors for the Before & After looks.
- Work with your Independent Sales Director to do your own designed Look. Wear a new Look as often as possible especially on Meeting Night. Let's all talk the Color Certification lingo. "I'm wearing the Red Salsa Look."
- Bring 29 models to wear the established Color Certification looks.
- You can complete your looks at other appointments however you must bring the completed color look with Before and After photos and a Lipstick Marketing Profile for your Independent Sales Director to sign off on for it to count.

PLEASE PACK LIGHTLY

No Starter Kits please! Some suggestions for eliminating too many showcases in the room are:

- Put all the samples needed for the Look in a zip-lock bag for each model. Include a Beauty Book, Profile, sales slips, and an agreement.
- OR, Put all your flat products in each clam shell mirror.
- OR, Pack everything you need in your "On the Go" bag with the brochure display and your models complete set up inside.

TIMING

- 6:30 Open
- 6:15 Welcome-Match Foundation
- 6:35 Doors shut and the class begins. You will be able to observe in the meeting room with your Model if you are late.
- 7:30 Models join our meeting for introductions, fun & recognition
- 8:00 Meeting close and guests hear Lipstick Marketing or Food, Fun, Facts.

OTHER RESPONSIBILITIES: You must RSVP your guest to your director by Wednesday at 9 PM. A confirmed guest is one that your director has her name, cell phone or work phone, home and/or email.

COME PREPARED

You will be responsible for your own Before & After pictures. So bring your own camera. You can use a disposable camera.

If you are a new consultant and do not have your Starter Kit yet, see your Recruiter or Independent Sales Director for the supplies you will need.

Please bring all your supplies needed to complete the facial and the Look. It's not fair, and it's distracting to the instructors and other consultants to borrow color, powder, face clothes, mascara, etc.

All CONFIRMED guests that attend will receive gift from director.

The instructor will introduce your model for you with her Color Certification Look.

WHAT WILL COLOR CERTIFICATION DO FOR YOU? YOU WILL...

- Learn a lot about color combinations and the array of our color palette on a variety of skin tones.
- Feel confident when you do a makeover on your customers especially with the unusual colors.
- Have a full Color Portfolio that you can show to customers to help them get excited.
- Receive Color Certificate, signifying that you have completed the Color Certification Program when you complete 30 or more faces.
- Receive the featured charm for completing 30 faces in the calendar month.
- Receive your choice of fashion rings when completing portfolio because guests will review Lipstick Marketing.

Color Certification Script Ideas

KEY SCRIPT POINTS

- Be excited
- Mention Color Certification and tell her why you thought of her.
- Give details of model criteria
- Give details of FREE lipcolor
- Mention inviting friends and the additional discount offer
- Confirm with her what you agreed on.

GUIDELINE SCRIPT

"Hi_____. This is _____ with Mary Kay. Do you have just a minute? Well, I'm really excited! I have signed up for the Mary Kay Color Certification Program to get my professional training and I need models to wear the Looks. I've been asked to bring sharp, friendly women who are willing to play so I immediately thought of you. Is there any reason why you couldn't be a part of my Certification Model Portfolio? (Wait)

Great! The workshops are at our Training Studio on (___day) (at ___time) . You will be with other models and I will be with you. We'll take your Before and After picture, and I'll have a surprise gift for you too. So tell me, what do you think? (Wait)

Oh, and there's more! There will be a FREE lipcolor for you as my guest., You'll hear a little about what I'm doing and you'll be a part of our training and recognition as we introduce the Looks to other consultants. And of course you have no obligation to purchase anything but if you decide you want some goodies, I'll give you a special discount that night.

You know the other thing is that you can always take advantage of my referral bonus program and earn free product by asking a friend or two to come along. Then for helping me get to my 30 faces we could put together a special package for you if you decided you want some of the colors you try.

REVIEW & CONFIRM:

Thanks so much! So, I'll pick you up on_____, at _____. I'll be wearing a jacket and skirt as will most of the consultants, but come in what you will feel comfortable in. I can't wait, we are going to have so much fun! My director will also be following up with you so

that she can be better prepared!

SCRIPT IDEA FOR MEETING PEOPLE

"Hi. My name is _____ and I'm an Independent Mary Kay Beauty Consultant. I am currently enrolled in a Color Certification Course to develop my Professional Expertise and have very specific model looks to create for my Before & After portfolio."

"There's a couple of Looks that I think you would be great for and I was wondering if you would consider coming to be my model at my Certification Class?"

Then continue on to give her the same details as the previous conversation.

RSVP TO YOUR DIRECTOR

It is important to RSVP to your Director by 9 pm by Wednesday prior to the event. Your model's name and phone number are required to allow us to be fully set up for the right numbers.

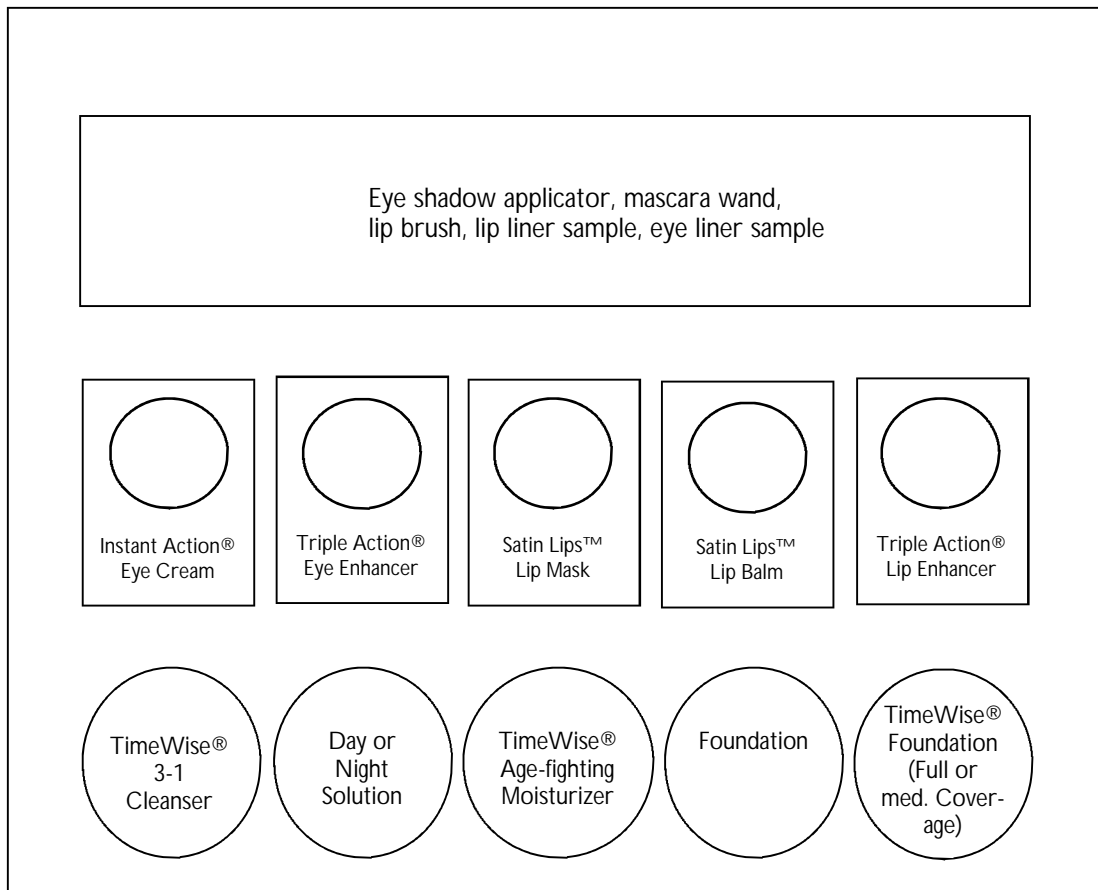
For your key prospects, your Director can then call and confirm. She will say, "Hi_____, this is_____. I am _____'s Independent Mary Kay Sales Director. I understand that you will be helping her with her Color Certification training and I just wanted to thank you in advance for coming tomorrow night. She is so excited and I look forward to meeting you. Do you have any questions? Great, we'll see you tomorrow night!"

MODEL PROTOCOL

Always introduce your models to your Director when they come in and take them to say goodbye to her when you leave. Every bit of layering helps.

Make sure your Director has the Lipstick Profile filled out completely. This will allow your Director or Recruiter to follow-up for you.

Color Certification Set-up & Supplies



ITEMS TO BRING FOR EACH GUEST

You will be responsible for bringing all supplies necessary for your model's facial and Certification Look for that evening. Some suggestions to reduce the number of bags in the classroom are:

- Profile card
- Sales Ticket
- Beauty Book
- Independent Beauty Consultant Agreement
- Face Case
- Styrofoam Insert
- Disposable Face Cloth
- Head band or clips
- Eye-Liner demo for hand
- Oil-Free Eye Make-up Remover
- Instant Action® Eye Cream
- Triple Action® Eye Enhancer
- Satin Lips™ Set
- Triple Action® Lip Enhancer
- TimeWise® & Velocity® Demo Tubes
- Day/Night Solution
- Foundation
Choose Creme-To-Powder® if not yet matched
- TimeWise® Dual Coverage Powder Sample
- Certification Look supplies & Colors
- Mascara
- Q-Tips
- Cotton Balls & pads
- Applicators
- "Something More" Cassette

Color Certification Class Agenda

Models get set up with skin care, color and profiles

Welcome

Independent Sales Director & Recruiter Introductions

Model Introductions

Independent Sales Director or Star Recruiter Reviews Agenda

Doors Close and Class Begins

Demonstrate on Back of Hands and have models read

Pg 2-5 Company Information

Pg 6-7 X on Back of Hand with Eye Liner. Have them wipe off with
Oil-Free Eye Makeup Remover

Apply TimeWise® 3-1 Cleanser & Age-Fighting Moisturizer

Pg 6-7 Day/Night Solution & Foundation

Now do it on the Face—3-in-1 Cleanser and Age-fighting Moisturizer
TAKE BEFORE PHOTO (or have each model take each others head shot)

Pg 12-13 Ask people about what they would like to improve or change
about their skin. Have them circle the appropriate product on
the supplements page.

Have them sample the supplement products on the tray

Instant Action® Eye Cream

Triple Action® Eye Enhancer

Satin Lips™ Lip Mask

Satin Lips™ Lip Balm

Triple Action® Lip Enhancer

Then have them apply their foundation & powder

Pg 12-13 Talk about being able to personalize and customize to get their
products just right

Mention Velocity® (Pg 8-9)

Pg 14-15 Color Time

Flip to the PAGE 16-17 Close—Present the Sets and Romance and remind them

Buy the Beauty Essentials Collection receive the travel roll-up for free. Total cost of roll up over
\$400...purchased at one time only \$365...like \$1 a day for beauty!

Lipstick Marketing or Food Fun Facts

Color Certification Beauty Book Class

6:15 Models get set up with skin care, color and profiles

"I'm so glad you're here tonight. I'm planning on this being relaxing and fun so let's get your foundation and powder matched so you'll be all ready to go. Thanks for being brave and coming as your consultants Color Certification model. This is such a wonderful training program and we are so grateful for your faces.. So don't worry, we'll make sure you look good!!!"

6:30 Welcome

Model Introductions

"O.K. you've heard a little about me, now I'd like to know a little about you. Why don't you tell me your name, who invited you and one thing that you would like to learn tonight."

Director or Star Recruiter Reviews Agenda

"In a nutshell, here's what we're going to do tonight... We're going to treat you to skin care so your face feels healthy and then we're going to frost you with color. I'll tell you a little about the company and give you a chance to win prizes, see some of our fun & recognition and then you'll have some time to shop. Does that sound like fun?"

6:45 Doors Close and Class Begins
Page 2-5

"Are you ready to get started?" Let's go ahead and open the Beauty Books to the first pages 2 & 3 and find out a little about Mary Kay the company.

Customer reads. "Could you _____ read from Page 2?"

You read Page 5 and then say "Watch what I do tonight and see if this is something you'd like to know more about for either yourself or someone you know...because you just never know." Mary Kay always said there was one new consultant at every skin care class.

Page 6-7 "Are you ready to try the product?????" Let's do this. Turn to pages 6 & 7

We used to do half the face, but now we demonstrate on the back of the hands first so let me walk you through it.

"First I'm going to put an 'X' on the back of your hand. Note that the eye liner pencil is waterproof. Try to rub it off a little. See how well it works?"

Now, the lava lamp product. Notice how gently the Oil-Free Eye Make-up Remover takes your makeup off?

Color Certification Beauty Book Class

Now the fun part. See the little blue and green beads? The blue beads do the magic with all the goodies and the green beads do the gentle scrubbing. This is the 3-in-1 Cleanser.

_____ Would you read the paragraph on the 3-in-1 Cleanser in the book.?

Next comes Age-Fighting Moisturizer. _____ Could you read about this while I squirt.

Now I want you to compare your hands. Doesn't the treated one feel good? Look at the results. Impressive numbers aren't they?

Page 6-7

Now I want to introduce Dynamic Duo—Day/Night Solution. This isn't the exact order you'd use, but I want you to see the difference between the basic TimeWise and the Miracle Set.

_____ Can you read "THE WINNING COMBINATION" while I squirt? Now compare your hands again. "Better yet?" Look at those numbers at the bottom right of the page.

O.K. now to Page 11 and our Foundations. Are you in for a treat. Now for the sake of example I'm going to use a color that will obviously not be your shade, but it will totally clarify the importance of the few steps you've just completed.

I'm going to put a little on your treated hand and a little on your untreated hand and I want you to see if you notice a difference. While I'm squirting let me tell you a little about your options. We have 5 formulas of Foundation.

Cream for dry skin

Liquid for Normal skin

Oil-free with oil absorbers for oily skin

Creme-To-Powder for a one step luxury cover look and our newest the TimeWise® Dual Coverage Powder Foundation.

When you are meeting with your consultant she can help you pick the best one.

Now I want you to compare your hands. Do you notice a difference? You've now experienced the power of a simple but comprehensive skin care routine. Cleanse, exfoliate and freshen in one step. Super charge once in the morning and once at night. Moisturize of course and Protect.

What do you think? Are you ready to get it on your face?

Color Certification Beauty Book Class

Page 12-13 "Time to turn to pages 12-13 for our Supplements."
"Who has something they'd like to improve or change about their skin?"
Let them go around the table and tell you. As they mention something have them star the appropriate product.

"Let's try some our most popular supplements."

Instant Action® Eye Cream
Triple Action® Eye Enhancer
Satin Lips™ Lip Mask
Satin Lips™ Lip Balm
Triple Action® Lip Enhancer

"Now let's get that foundation on. I think you'll love how smoothly it goes on. Remember how nice it looked on your treated hand?"

Page 12-13 O.K. We're just about ready for color. On page 12-13, I'd just like to remind you that you'll be able to totally customize your skin care routine when you meet later with your consultant. We have everything you need to fall in love with your skin.

Some of you may have tried Velocity® (page 9) tonight. It is also one of our 3-in-1 cleanser concepts for younger skin. If any of you have daughters or younger sisters you may want to mention these products to them.

Page 14-15 Let's flip again. Are you ready for the magic of color?
Instruct them on their color basic color application.

"O.K. Compliment time. Take a look around the table. Doesn't everyone look great. Now I know you came as a model for a specific look, just let your consultant know if she needs to tweak it so you love it.

Are you ready for some preview shopping?

Page 16-17 Let's turn to Page 16. Some of the most favorite and often combined products. And, tonight there is a special offer for you if you decide you do want to take a few things home.

If you buy 2 sets you get the 3rd one for ½ price
If you buy 3 sets you get the 4th one for FREE.
If you buy the Beauty Essentials Collection you receive the travel roll-up for free.

So let me tell you about them.

Color Certification Lipstick Profile

“Listen & Win One” Questionnaire

When you schedule a time tonight to listen to the facts about what Mary Kay has to offer, you will receive a FREE lipstick!

How about the one you tried tonight?

Date: _____

Name: _____

Occupation: _____

Marital Status: Single _____ Married _____

Children/Ages: _____

Address: _____

City: _____

State: _____

Zip: _____

Best Phone: _____

Best time to call: _____

Email: _____

Your Independent Beauty Consultant is:

Reasons that appeal to you the most:

1. _____

2. _____

3. _____

1. Yes, I want to be a part of this awesome company. Sign me up now!

2. I am very interested but need more information. I'd like to discuss this?

3. I can't tonight, but will meet with you on or about _____ (date).

4. No, thank you. I enjoy being a customer.

L Love – We have the time to share Love with our families and friends. Mary Kay stresses God First, Family Second, and Career Third.

I Independent – You can be your own boss! Have flexible hours! Imagine, you can promote yourself!

P Prizes & Recognition – Do you get these on your job? Did you get applauded for coming to work today? Does your company furnish you with a new car to drive, jewelry or trips-FREE?

S Self-Esteem – This is a self-esteem building company. Is that something you'd like to improve?

T Tax-Advantages – There are many tax advantages when you own your own home-based business. Would you like to keep more of what you make?

I Inspiration & Motivation – We praise our people to Success! Are you surrounded by big thinkers?

C Cash – Unlimited income potential! Are you in charge?

K Keys to a FREE Car – Mary Kay offers a Red Grand Am, a White Grand Prix our world famous PINK CADILLAC. Can you get excited about driving a new car for FREE!?



Color 101 Certification Tracking Sheet

To complete this course you must do the looks as presented in order to maintain consistency of the Color Certification Portfolio program. You can modify the colors for your model at a follow-up appointment. These models should attend the class to be counted for Color Certification. However, you can complete your looks at other appointments but you must bring the completed color look with Before and After photos and a Lipstick Marketing Profile for your Independent Sales Director to sign off on for it to count for Color Certification.

Certification Look		Model Name	Phone	Date	Director's Initials
1. My Personal Look		_____	_____	_____	_____
COLOR 101 LOOKS					
2. Caramel	C	_____	_____	_____	_____
3. Downtown Brown	C	_____	_____	_____	_____
4. Hot Fudge	C	_____	_____	_____	_____
5. Black Cherry	B	_____	_____	_____	_____
6. Plum	B	_____	_____	_____	_____
7. Currant	B	_____	_____	_____	_____
8. Redwood	R	_____	_____	_____	_____
9. Rich Red	R	_____	_____	_____	_____
10. Red Salsa	R	_____	_____	_____	_____
11. Cinnamon Twist	N	_____	_____	_____	_____
12. Frosted Rose	N	_____	_____	_____	_____
13. Raisinberry	N	_____	_____	_____	_____
14. Copper Mine	M	_____	_____	_____	_____
15. Gold Dust	M	_____	_____	_____	_____
16. Mocha Freeze	M	_____	_____	_____	_____
17. Dusty Rose	P	_____	_____	_____	_____
18. Pink Shimmer	P	_____	_____	_____	_____
19. Simply Pink	P	_____	_____	_____	_____
20. Cantaloupe	T	_____	_____	_____	_____
21. Sunset	T	_____	_____	_____	_____
22. Orange Crush	T	_____	_____	_____	_____
On Trend Looks Winter 2003					
23. All Dolled Up		_____	_____	_____	_____
24. Star Quality		_____	_____	_____	_____
25. Beautiful Dreamer		_____	_____	_____	_____
26. Sweet Romance		_____	_____	_____	_____
Velocity Girls Winter 2003					
27. Head Over Heels		_____	_____	_____	_____
28. Pump it Up		_____	_____	_____	_____
29. Time to Shine		_____	_____	_____	_____
30. Let Yourself Glow		_____	_____	_____	_____

Color 101 Certification Look

My Personal Look

Before

Name _____

Occupation _____

Product currently using _____

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone _____

Highlighter _____

Accent _____

Eye Liner _____

Mascara _____

Cheeks _____

Lip Liner _____

Lipstick _____

Lip Gloss _____

Color 101 Certification Look

Caramel
Chocolates

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Adobe

Highlighter Moonstone

Accent Truffle

Mascara _____

Cheeks Nutmeg

Lip Liner Chocolate

Lipstick Caramel

Lip Gloss Almond Glaze

Color 101 Certification Look

Downtown Brown
Chocolates

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Whipped Cocoa

Highlighter Copper Beach

Accent Lucky Penny

Eye Liner Charcoal

Mascara _____

Cheeks Maple Walnut

Lip Liner Dark Chocolate

Lipstick Downtown Brown

Lip Gloss Cream & Sugar

Color 101 Certification Look

Simply Smoldering
Chocolates

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Cinnabar

Highlighter Goldenrod

Accent Storm

Eye Liner Charcoal

Mascara _____

Cheeks Brick

Lip Liner Chocolate

Lipstick Chocolate Mousse

Lip Gloss Natural

Color 101 Certification Look

Black Cherry
Berries

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Persian Spice

Highlighter Sheer Pink

Accent Virtual Violet

Eye Liner Charcoal

Mascara _____

Cheeks Sunny Spice

Lip Liner Burgundy

Lipstick Black Cherry

Lip Gloss Berry Smoothie

Color 101 Certification Look

Plum
Berries

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Taupe

Highlighter Moonstone

Accent Cinnabar

Eye Liner Sable

Mascara _____

Cheeks Orchid

Lip Liner Dusty Pink

Lipstick Plum

Lip Gloss Berry Smoothie

Color 101 Certification Look

Currant
Berries

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Persian Spice

Highlighter Sheer Pink

Accent Storm

Eye Liner Charcoal

Mascara _____

Cheeks Eggplant

Lip Liner Burgundy

Lipstick Currant

Lip Gloss Grapefull

Color 101 Certification Look

Redwood
Reds

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Cinnabar

Highlighter Copper Beach

Accent Currant Craze

Eye Liner Steely

Mascara _____

Cheeks Eggplant

Lip Liner Chocolate

Lipstick Redwood

Lip Gloss Grapefull

Color 101 Certification Look

Rich Red
Reds

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Raspberry Rush

Highlighter Sheer Pink

Accent Cranberry Ice

Eye Liner Bronze

Mascara _____

Cheeks Orchid

Lip Liner Dark Red

Lipstick Rich Red

Lip Gloss Natural

Color 101 Certification Look

Red Salsa
Reds

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Adobe

Highlighter Copper Beach

Accent Storm

Eye Liner Charcoal

Mascara _____

Cheeks Desert Bloom

Lip Liner Dark Berry

Lipstick Red Salsa

Lip Gloss Cream & Sugar

Color 101 Certification Look

Cinnamon Twist
Neutrals

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Hazelnut

Highlighter Copper Beach

Accent Safari Sunset (Dark)

Eye Liner Charcoal

Mascara _____

Cheeks Burnished Bronze

Lip Liner Chocolate

Lipstick Cinnamon Twist

Lip Gloss Cream & Sugar

Color 101 Certification Look

Everybody's Sweetheart
Neutrals

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Cotton Candy

Highlighter Sheer Pink

Accent Sugarplum

Eye Liner Bronze

Mascara _____

Cheeks Pink Meringue

Lip Liner Neutral

Lipstick Pink Shimmer

Lip Gloss Cream & Sugar

Color 101 Certification Look

Free Spirit
Neutrals

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Rose Mist

Highlighter Crystalline

Accent Cranberry Ice

Eye Liner Bronze

Mascara _____

Cheeks Apricot Breeze

Lip Liner Burgundy

Lipstick Raisinberry

Lip Gloss Natural

Color 101 Certification Look

Copper Mine
Metals

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Safari Sunset (dark)

Highlighter Copper Beach

Accent Persian Spice

Eye Liner Charcoal

Mascara _____

Cheeks Orchid

Lip Liner Metallic

Lipstick Copper Mine

Lip Gloss Cream & Sugar

Color 101 Certification Look

Gold Dust
Metals

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Vintage Gold

Highlighter Safari Sunset (light)

Accent Gold Leaf

Eye Liner Charcoal

Mascara _____

Cheeks Burnished Bronze

Lip Liner Dark Chocolate

Lipstick Gold Dust

Lip Gloss Cream & Sugar

Color 101 Certification Look

Natural Beauty
Metals

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Hazelnut

Highlighter Moonstone

Accent Lucky Penny

Eye Liner Sable

Mascara _____

Cheeks Sunny Spice

Lip Liner Neutral

Lipstick Silver Sand

Lip Gloss Almond Glaze

Color 101 Certification Look

Dusty Rose
Pinks

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Hazelnut

Highlighter White Sand

Accent Cinnabar

Eye Liner Sable

Mascara _____

Cheeks Pink Meringue

Lip Liner Neutral

Lipstick Dusty Rose

Lip Gloss Natural

Color 101 Certification Look

Pink Shimmer
Pinks

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Truffle

Highlighter Spun Silk

Accent Virtual Violet

Eye Liner Violet

Mascara _____

Cheeks Burnished Bronze

Lip Liner Neutral

Lipstick Pink Shimmer

Lip Gloss Almond Glaze

Color 101 Certification Look

Simply Pink
Pinks

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Whipped Cocoa

Highlighter Whisper Pink

Accent Sugarplum

Eye Liner Sable

Mascara _____

Cheeks Winter Rose

Lip Liner Neutral

Lipstick Simply Pink

Lip Gloss Pink Pout

Color 101 Certification Look

Cantaloupe
Tawnies

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Adobe

Highlighter Crystalline

Accent Cinnabar

Eye Liner Bronze

Mascara _____

Cheeks Pink Meringue

Lip Liner Neutral

Lipstick Cantaloupe

Lip Gloss Natural

Color 101 Certification Look

Sunset
Tawnies

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Java (light)

Highlighter Crystalline

Accent Lucky Penny

Eye Liner Bronze

Mascara _____

Cheeks Sunny Spice

Lip Liner Neutral

Lipstick Sunset

Lip Gloss Pink Pout

Color 101 Certification Look

Orange Crush
Tawnies

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Safari Sunset (dark)

Highlighter Copper Beach

Accent Truffle

Eye Liner Bronze

Mascara _____

Cheeks Brick

Lip Liner Chocolate

Lipstick Orange Crush

Lip Gloss Cream & Sugar

Color 101 Certification Look

All Dolled Up
On Trend Look Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Rose Mist

Highlighter Spun Silk

Accent Raspberry Rush

Eye Liner Bronze

Mascara _____

Cheeks Orchid

Lip Liner Neutral

Lipstick Shell

Lip Gloss Natural

Color 101 Certification Look

Star Quality
On Trend Look Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Currant Craze

Highlighter Moonstone

Accent Storm

Eye Liner Charcoal

Mascara _____

Cheeks Winter Rose

Lip Liner Neutral

Lipstick Pink Shimmer

Lip Gloss Almond Glaze

Color 101 Certification Look

Beautiful Dreamer
On Trend Look Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Gold Leaf

Highlighter Goldenrod

Accent Cinnabar

Eye Liner Charcoal

Mascara _____

Cheeks Desert Bloom

Lip Liner Dark Chocolate

Lipstick Copper Mine

Lip Gloss Brownie

Color 101 Certification Look

Sweet Romance
On Trend Look Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Ivy Duet

Highlighter Sheer Pink

Accent Persian Spice

Eye Liner Sable

Mascara _____

Cheeks Sunny Spice

Lip Liner Dusty Pink

Lipstick Dusty Rose

Lip Gloss Cream and Sugar

Color 101 Certification Look

Head Over Heels
Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Bronze Eyesicles®

Highlighter Vanilla Eyesicles

Accent Rose Mist

Eye Liner Cranberry Ice

Mascara _____

Cheeks Highlighters Bronzing Beads

Lip Liner _____

Lipstick _____

Lip Gloss Pink Pout & Almond Glaze

Color 101 Certification Look

Pump it Up
Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Bronze Eyesicles

Highlighter Vanilla Eyesicles

Accent Hazelnut

Eye Liner Raspberry Rush

Mascara _____

Cheeks Apricot Breeze

Lip Liner _____

Lipstick _____

Lip Gloss Pink Pout /Cream & Sugar

Color 101 Certification Look

Time To Shine
Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Bronze Eyesicles

Highlighter _____

Accent _____

Eye Liner _____

Mascara _____

Cheeks Highlighters Bronzing Beads

Lip Liner _____

Lipstick _____

Lip Gloss Almond Glaze

Color 101 Certification Look

Let Yourself Glow
Winter 2003

Before

Name : _____

Occupation:

Current cosmetics used:

Favorite part of look:

Favorite beauty tip learned:

Favorite product used: _____

After

Skin Care _____

Foundation _____

Concealer _____

Powder _____

Eye Shadows

Midtone Goldenrod

Highlighter Vanilla Eyesicles

Accent Hazelnut

Eye Liner Persian Spice

Mascara _____

Cheeks Apricot Breeze

Lip Liner _____

Lip Color Gold Dust

Lip Gloss Pink Pout