

Have all guests fill out a Customer Profile Card and Give each one:

1

\_\_\_ Name Tag    \_\_\_ LOOK Book

\_\_\_ Sales Ticket    \_\_\_ Sets Sheet

\_\_\_ Ticket just for coming

\_\_\_ Ticket for profile card

\_\_\_ Ticket for each referral on Back of Profile Card

\_\_\_ Thank the Hostess and present her with a **"Thank You Gift!"**

\_\_\_ SHOW **BOOKING Envelopes!!!**

\_\_\_ Do Introductions.....

*Please share your name and your favorite Mary Kay product or favorite cosmetic item*

2

Talk about Mary Kay

~ Enriching Womens Lives in 30 worldwide markets with 1.7 million independent sales force members like me

**READ "WHAT IF " STORY**

\_\_\_ Introduce yourself... Tell small "I Story"

-Website

-FREE Preferred Customer Mailings

-FREE Gift with Purchase (*Show Gift*)

**TURN to PAGES 4 & 5**

4

\_\_\_ the Runway Your Way with **New Compact Pro**

\_\_\_ Show **Compact Pro \$35 Empty**

**"Compact "On the Go" \$18**

**TURN to PAGES 6 & 7 ~ Glamour Looks**

What are the Holidays without COLOR?

**TURN to PAGES 8 & 9**

\_\_\_ Show **"All Things Glamorous"**

\$40 each set

"LIMITED EDITION"

\_\_\_ Add the Compact & Brush **\$62 Total Set**

**Demo Lipsticks on Back of Hand ~ Remove Oil Free Eye Makeup Remover**

3

**POWERHOUSE SKIN CARE!!!**

-100% Satisfaction Guaranteed

Instead of trying our miracle skin care today....

we are going to have a **show, tell & smell party!**

Doesn't that sound like fun?!

**TURN to PAGES 10 & 11**

\_\_\_\_\_ 4 NEW Eau de Toilettes ~ **PASS & SMELL**

Only \$25 each

Warm Amber

Simply Cotton

Sparkling Honeysuckle

Exotic Passionfruit

**Pages 11-16 is our Holiday Gift Guide**

GREAT GIFTS

Fashion Forward Fragrances

Super Stocking Stuffers

**TURN to PAGE 12**

\_\_\_\_\_ Satin Hands \$30 ~ Perfect gift for everyone!

\_\_\_\_\_ **Brush Collection ~ \$48** ~ add \$10 to personalize

Here's what the pros know ~  
you need the right tools to have a polished look!

\_\_\_\_\_ **Her Signature Scents**

**Elige \$40**

**Velocity \$28**

**Belara \$34**

**Bella Belara \$34**

**Journey \$36**

**Affection \$50**

5

**TURN to PAGE 14**

**New "Limited Edition" Body Care Gift Sets**

\_\_\_\_\_ Glistening Winterberry Set \$26

\_\_\_\_\_ Creamy Frosted Vanilla Set \$26

**Sample Body Butter on ARM**

**PAGE 15**

**Super Stocking Stuffers ~ Gift ideas under \$20**

Satin Lips Set

Lipsticks

Lip glosses

Eyesicles

8

6

**PAGE 13**

\_\_\_\_\_ **"Limited Edition" MKMen Gift Set in gift bag \$38**

*Set includes....*

**New Body Spray **PASS Around** \$14**

**Shave Foam \$10**

**Cooling After Shave \$14**

\_\_\_\_\_ **His Signature Scents**

**High Intensity \$38**

**Tribute \$25**

**Domain \$34**

**Velocity \$28**

7

**TURN to PAGE 16**

**Body Care Gift Sets \$50 Set**

\_\_\_\_\_ Red Tea & Fig

\_\_\_\_\_ Lotus & Bamboo

**PAGE 17**

Experience a Little **WOW** on the World Wide Web  
with a virtual makeover and shop 24/7

**TURN to PAGE 18**

Mary Kay says...

**"A woman who will tell her age, will tell anything."**

Reveal younger looking skin with the **Miracle Set ~ \$104**

*On the next following pages are products for targeting trouble spots  
with additional beauty items you just can't live without!*

**Turn to Page 22 ~ Cellu-Shape \$55**

**TURN to PAGE 26 Pink Changing Lives**

Host a class, Help a Cause

100% proceeds goes to Foundation

In 2007, \$3 million was donated during same time

**PLUS 100% of profits from Apple Berry Lipstick Sales**

**9**

**Earn more tickets:**

- \_\_\_\_\_ Book a Holiday Party Gets 5 Tickets ~  
Give Hostess Booking Gift Envelope
- \_\_\_\_\_ Make a purchase Gets 1 Ticket

**Don't forget those referrals**

- \_\_\_\_\_ Finish the ticket game. Have hostess draw the  
winning ticket and award winner with the door  
prize!

**Go over the Rollup Collections and closing sheet**

*"Now ladies, go ahead and look through the catalog. Feel free  
to come up and try our fragrances and look at our glamour  
colors. I will visit with each of you individually about the  
products you want to take home with you today."*

**12**

**10**

**TURN to PAGE 28**

Easy Shopping guide for your convenience  
finishes out the rest of the "Look" book.

**11**

**TURN to Back Cover**

Mary Kay is once again the Official Beauty  
Sponsor of the CMA Awards ~  
Wednesday, November 12 on ABC @ 7pm