

EDUCATIONAL & TEAM-BUILDING MATERIALS

Educational Materials:

| | | | | |
|--|--------|--|------|--|
| Start Something Beautiful® Magazine (Version 8/20) | 160261 | | 5.00 | |
| Revista Comienza algo hermoso (Versión 8/20) | 160262 | | 5.00 | |

Team-Building Materials:

| | | | | |
|---|--------|--|------|--|
| REVISED! Great Start Brochures, pk./15 (Version 11/20) <small>(Includes 5 Great Start: Ready, Set, Sell! brochures, 5 Great Start: Ready, Set, Keep Selling! brochures and 5 Great Start: Team-Building Rewards inserts)</small> | 184621 | | 4.00 | |
| ¡REVISADO! Folletos Comienzo Grandioso, paq./15 (Versión 11/20) <small>(Incluye 5 folletos Comienzo Grandioso: En sus marcas, listas, ¡y a vender!, 5 folletos Comienzo Grandioso: En sus marcas, listas, ¡sigan vendiendo!, y 5 encartes Comienzo Grandioso: Recompensas por desarrollo de equipo)</small> | 184622 | | 4.00 | |
| Steps to Success Career Path Brochure (Version 7/20), pk./5 | 177095 | | 2.00 | |
| Folletos de la trayectoria profesional Pasos al éxito (Versión 7/20), paq./5 | 177096 | | 2.00 | |
| Love What You Do Team-Building Flier (Version 8/20), pk./10 | 176091 | | 2.00 | |
| Ama lo que haces – Volante de Desarrollo de Equipo (Versión 8/20), paq/10 | 176092 | | 2.00 | |

More on Mary Kay:

| | | | | |
|---|--------|--|-------|--|
| Mary Kay On People Management (35th Anniversary Edition) <small>Mary Kay Ash shares her timeless lessons in the special 35th Anniversary Edition, including all-new art and a beautiful, full-color timeline. This is the definitive edition of <i>Mary Kay On People Management</i> for you and your team.</small> | 172329 | | 14.95 | |
| Mary Kay On People Management (Edición del 35º Aniversario) <small>En la edición especial del 35º aniversario, Mary Kay Ash comparte sus lecciones atemporales, incluyendo un arte completamente nuevo y una cronología a todo color. Esta es la edición del libro <i>Mary Kay On People Management</i> definitiva para ti y tu equipo.</small> | 172332 | | 14.95 | |
| Miracles Happen – Mary Kay Autobiography | 300400 | | 3.00 | |
| <i>Ocurren los milagros – La autobiografía de Mary Kay</i> | 510200 | | 3.00 | |
| The Mary Kay FoundationSM: | | | | |
| Breast Self-Exam Shower Cards, pk./10 (bilingual) / Tarjetas para ducha del autoexamen de los senos, paq./10 (bilingüe) | 114441 | | 1.75 | |
| Foundation Donation Envelopes, pk./50 | 114442 | | 1.25 | |

MARY KAY CULTURE

| | | | | |
|--|--------|--|------|--|
| TimeWise Replenishing Serum+C® Deluxe Mini (single) | 091191 | | 3.00 | |
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WHILE SUPPLIES LAST (Section 2)

Subtotal Page 14 \$

MARY KAY®

Consultant ORDER FORM

Orders processed Nov. 16, 2020 – Feb. 15, 2021

Placing Your Order

BY INTERNET:

- Go to the *Mary Kay InTouch*® website at marykayintouch.com.
- Hours: 24 hours every day, except last day of each month (Nov. 30, Dec. 31, Jan. 31).
- Payment by MASTERCARD, VISA, DISCOVER, AMEX or PayNearMe required for orders placed via the internet.

BY TELEPHONE:

- Call **800-272-9333**, Option 1.
- Hours: 9 a.m. to 6 p.m. Central time, Monday – Friday, except holidays and last business days of each month (Nov. 26, 27, 30; Dec. 24, 25, 31; Jan. 1, 29).
- A \$5 service charge will be added to all telephone orders.
- Payment by MASTERCARD, VISA, DISCOVER or AMEX required for orders by phone.

NO EXCHANGES OF PURCHASED PRODUCTS CAN BE MADE BY COMPANY.

For customer service regarding your order, call:
800-272-9333 Option 3 (Monday – Friday, 9 a.m. – 6 p.m. Central time).

ORDERING TERMS: You acknowledge and agree that upon the Company's acceptance of your order: (1) The relationship created by the purchase of merchandise hereunder is not that of principal and agent, and you shall not be considered the agent or legal representative of the Company; (2) You obtain title and assume risk of loss relating to all merchandise upon shipment from the distribution facility; (3) The Company shall not be liable for any claim growing out of or connected in any way with actions of you or statements, representations or warranties which are not expressly set forth in writing by the Company; (4) Section 1 items are intended to be purchased from the Company for resale to ultimate consumers; (5) Section 2 items are not intended to be purchased from the Company for resale and are not subject to the repurchase obligation set forth in your Independent Beauty Consultant Agreement; and (6) The terms and conditions of the then current Independent Beauty Consultant Agreement and, if applicable, Independent Sales Director Agreement and/or Independent National Sales Director Agreement, continue in full force and effect.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials.

Winter 2020

50% DISCOUNT AND EARNED DISCOUNT PRIVILEGE

When you order a minimum of **\$225 or more in any wholesale Section 1 products**, you will receive a 50% discount on your entire Section 1 order and qualify for the Earned Discount Privilege. With the Earned Discount Privilege, you can receive a 50% discount on any subsequent orders you place, regardless of size, through the end of two months after your order month. For example, if you place a minimum \$225

wholesale Section 1 product order on Nov. 16, 2020, your Earned Discount Privilege will apply until Jan. 31, 2021. You will be eligible for the Earned Discount Privilege as long as you maintain your active status.

ACTIVE STATUS: An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

November 2020

| S | M | T | W | T | F | S |
|----|-----|----|----|----|----|----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30* | 1 | 2 | 3 | 4 | 5 |

December 2020


| S | M | T | W | T | F | S |
|----|----|----|----|-----|----|----|
| 29 | 30 | 1 | 2 | 3 | 4 | 5 |
| 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | 31* | 1 | 2 |


January 2021


| S | M | T | W | T | F | S |
|----|----|----|----|----|-----|----|
| 27 | 28 | 29 | 30 | 31 | 1 | 2 |
| 3 | 4 | 5 | 6 | 7 | 8 | 9 |
| 10 | 11 | 12 | 13 | 14 | 15 | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29* | 30 |
| 31 | 1 | 2 | 3 | 4 | 5 | 6 |


February 2021

| S | M | T | W | T | F | S |
|----|----|----|----|----|-----|----|
| 31 | 1 | 2 | 3 | 4 | 5 | 6 |
| 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26* | 27 |
| 28 | 1 | 2 | 3 | 4 | 5 | 6 |

 Orders received on these days receive fastest service.

 Branches closed. Telephone ordering not available.

 Orders received on these days may require 10 to 14 days.

 Orders received on these days may require more than 14 days.

*Telephone orders not accepted from Beauty Consultants on these business days.

-Mary Kay InTouch® online orders accepted from Beauty Consultants until 9 p.m. Central time.

SPEED ORDER DELIVERY. Remember, all orders are processed on a first-in, first-out basis. The sooner your order is received, the sooner it will be shipped. Due to the large number of orders received on the last business day of each month, making sure your order is received by the Company even one day earlier can help speed delivery by as much as five days!



97%
of your donation dollar goes directly to support cancer research and programs to prevent domestic violence.

For more information, visit
marykayfoundation.org.

Section 1 – Products

PART NO. QTY. SUGG. RETAIL TOTAL

NEW! REGULAR LINE:

| | | | | |
|--|--------|--|-------|--|
| Fragrance-Free Satin Hands® Shea Hand Sanitizer | 178735 | | 8.00 | |
| Mary Kay Illuminea™ Extrait de Parfum | 141779 | | 70.00 | |
| TimeWise Replenishing Serum C+E™ | 171886 | | 58.00 | |

NEW! LIMITED EDITION:†

| | | | | |
|---|--------|--|-------|--|
| Mary Kay At Play® Contouring Stick: | | | | |
| Get Sculpted 1 | 120688 | | 14.00 | |
| Get Sculpted 2 | 120690 | | 14.00 | |
| Mary Kay At Play® Highlighting Stick: | | | | |
| Rose Gold Glow | 120915 | | 14.00 | |
| Mary Kay At Play® Mini Matte Liquid Lip Color Kit: | | | | |
| Kit 1: Nine to Five (Taupe That and Red Envy) | 169145 | | 16.00 | |
| Kit 2: Night Out (Berry Strong and Red Alert) | 169146 | | 16.00 | |
| Mary Kay Illuminea™ Body Soufflé | 157498 | | 30.00 | |
| Mary Kay® 12 Days of Faves (Includes Mary Kay® Hydrogel Eye Patches Sample, Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15, Mary Kay® Oil-Free Eye Makeup Remover Deluxe Mini, Mary Kay Unlimited™ Lip Gloss in Sheer Illusion, Mary Kay® Ultimate Mascara™ Sample in Black, White Tea & Citrus Satin Lips® Shea Sugar Scrub, White Tea & Citrus Satin Hands® Nourishing Shea Cream Sample, Mary Kay® Gel Semi-Shine Lipstick in Naturally Buff, Mary Kay® Eyeliner in MK Black, TimeWise® Microdermabrasion Plus Set Deluxe Mini, Mary Kay® Liquid Eye Shadow in Light Beam and Clear Proof® Deep-Cleansing Charcoal Mask) | 176639 | | 99.00 | |

PAGE 1 TOTAL \$

NEW! GIFT WITH PURCHASE

Gift With Purchase (while supplies last):

| | | | | |
|---|--|--|--|--|
| LTD. ED.!‡ Mary Kay® Clear Travel Pouch Set, pk./2: Receive a FREE† limited-edition‡ Mary Kay® Clear Travel Pouch Set (pk./2) when you purchase a qualifying go set: Clear Proof The Go Set®, TimeWise Repair Volu-Firm The Go Set® or TimeWise Miracle Set 3D The Go Set® | | | | |
|---|--|--|--|--|

FIXED WHOLESALE TOTAL \$

‡Available from participating Independent Beauty Consultants only and while supplies last

*Over-the-counter drug product
†Available while supplies last

TIMEWISE

| | | | |
|---|--------|------------------|---------------|
| Ultimate Miracle Set 3D™ (Includes TimeWise Miracle Set 3D® and Microdermabrasion Plus Set) | | | |
| Normal/Dry | 134555 | Combination/Oily | 134679 165.00 |
| Miracle Set 3D™ (Includes TimeWise® Age Minimize 3D® 4-in-1 Cleanser, Day Cream SPF 30 Broad Spectrum Sunscreen,* Night Cream and Eye Cream) | | | |
| Normal/Dry | 176089 | Combination/Oily | 176090 110.00 |
| Miracle Set 3D The Go Set® (Includes travel-sized TimeWise® Age Minimize 3D® 4-in-1 Cleanser, Day Cream SPF 30 Broad Spectrum Sunscreen,* Night Cream and Eye Cream) | | | |
| Normal/Dry | 089021 | Combination/Oily | 089020 25.00 |
| Age Minimize 3D® 4-in-1 Cleanser (Normal/Dry) 173101 24.00 | | | |
| Age Minimize 3D® 4-in-1 Cleanser (Combination/Oily) 088998 24.00 | | | |
| 3-In-1 Cleansing Bar (with soap dish) 150403 20.00 | | | |
| Age Minimize 3D® Day Cream SPF 30 Broad Spectrum Sunscreen:* | | | |
| Normal/Dry | 173123 | Combination/Oily | 173095 32.00 |
| Age Minimize 3D® Day Cream (Non-SPF) (Normal/Dry) 173105 32.00 | | | |
| Age Minimize 3D® Day Cream (Non-SPF) (Combination/Oily) 173108 32.00 | | | |
| Age Minimize 3D® Night Cream (Normal/Dry) 173098 32.00 | | | |
| Age Minimize 3D® Night Cream (Combination/Oily) 173103 32.00 | | | |
| Age Minimize 3D® Eye Cream 089008 36.00 | | | |
| Age-Fighting Moisturizer (Normal/Dry) 026925 24.00 | | | |
| Age-Fighting Moisturizer (Combination/Oily) 026926 24.00 | | | |
| Firming Eye Cream 082650 32.00 | | | |
| Microdermabrasion Plus Set (Includes Microdermabrasion Refine and Pore Minimizer) 151790 55.00 | | | |
| Microdermabrasion Refine 145950 32.00 | | | |
| Pore Minimizer 152828 27.00 | | | |
| NEW! TimeWise Replenishing Serum C+E™ 171886 58.00 | | | |
| Tone-Correcting Serum 150153 45.00 | | | |
| Moisture Renewing Gel Mask 151329 22.00 | | | |
| Age-Fighting Lip Primer 100876 25.00 | | | |
| TimeWise Body Targeted-Action® Toning Lotion 150071 32.00 | | | |

TIMEWISE REPAIR

| | | | |
|---|--|--|--|
| Ultimate Volu-Firm® Set (Includes Volu-Firm® Set, Revealing Radiance® Facial Peel and Volu-Fill® Deep Wrinkle Filler) 139028 318.00 | | | |
| Volu-Firm® Set (Includes Volu-Firm® Foaming Cleanser, Volu-Firm® Advanced Lifting Serum, Volu-Firm® Day Cream Sunscreen Broad Spectrum SPF 30,* Volu-Firm® Night Treatment With Retinol and Volu-Firm® Eye Renewal Cream) 118434 205.00 | | | |
| TimeWise Repair Volu-Firm The Go Set® (Includes travel-sized Volu-Firm® Foaming Cleanser, Volu-Firm® Advanced Lifting Serum, Volu-Firm® Day Cream Sunscreen Broad Spectrum SPF 30,* Volu-Firm® Night Treatment With Retinol and Volu-Firm® Eye Renewal Cream) 121614 35.00 | | | |
| Volu-Firm® Foaming Cleanser 053074 28.00 | | | |
| Volu-Firm® Day Cream Sunscreen Broad Spectrum SPF 30* 120549 52.00 | | | |
| Volu-Firm® Night Treatment With Retinol 052885 52.00 | | | |
| Volu-Firm® Eye Renewal Cream 047376 42.00 | | | |
| Volu-Firm® Advanced Lifting Serum 108837 70.00 | | | |
| Volu-Fill® Deep Wrinkle Filler 071883 48.00 | | | |
| Revealing Radiance® Facial Peel 088897 65.00 | | | |
| Lifting Bio-Cellulose Mask, pk./4 107547 70.00 | | | |

BOTANICAL EFFECTS®

| | | | |
|--|--|--|--|
| Botanical Effects® Regimen (Includes Cleansing Gel, Refreshing Toner and Moisturizing Gel) 134681 54.00 | | | |
| Botanical Effects® Cleansing Gel 134365 18.00 | | | |
| Botanical Effects® Refreshing Toner 134368 18.00 | | | |
| Botanical Effects® Moisturizing Gel 134366 18.00 | | | |
| Botanical Effects® Invigorating Scrub 134367 18.00 | | | |
| Botanical Effects® 4 pc. Regimen Bundle (Formulas 1 and 2): | | | |
| Formula 1 – Dry (Cleanse, Mask, Freshen, Hydrate) 061457 58.00 | | | |
| Formula 2 – Normal (Cleanse, Mask, Freshen, Hydrate) 061458 58.00 | | | |
| Cleanse: Cleanse Formula 1 (Dry Skin) 129035 14.00 | | | |
| Cleanse Formula 2 (Normal Skin) 049513 14.00 | | | |
| Mask: Mask Formula 1 (Dry Skin) 050133 14.00 | | | |
| Mask Formula 2 (Normal Skin) 133778 14.00 | | | |

Subtotal Page 2 \$

BOTANICAL EFFECTS® (cont.)

| | | | |
|--|--|--------|-------|
| Botanical Effects® 4 pc. Regimen Bundle (Formulas 1 and 2) (cont.): | | | |
| Freshen: Freshen Formula 1 (Dry Skin) | | 049797 | 14.00 |
| Freshen Formula 2 (Normal Skin) | | 049807 | 14.00 |
| Hydrate: Hydrate Formula 1 (Dry Skin) | | 049584 | 16.00 |
| Hydrate Formula 2 (Normal Skin) | | 049591 | 16.00 |

MARY KAY NATURALLY®

| | | | |
|--|--|--------|-------|
| Mary Kay Naturally® Purifying Cleanser | | 110060 | 26.00 |
| Mary Kay Naturally® Exfoliating Powder | | 123970 | 34.00 |
| Mary Kay Naturally® Nourishing Oil | | 110064 | 48.00 |
| Mary Kay Naturally® Moisturizing Stick | | 110066 | 28.00 |

CLEAR PROOF®

| | | | |
|---|--|--------|-------|
| Acne System Set (Includes Clear Proof® Clarifying Cleansing Gel,* Clear Proof® Blemish Control Toner,* Clear Proof® Acne Treatment Gel,* Clear Proof® Oil-Free Moisturizer for Acne-Prone Skin) | | 058977 | 45.00 |
| Clear Proof The Go Set® (Includes travel-sized Clear Proof® Clarifying Cleansing Gel,* Clear Proof® Blemish Toner,* Clear Proof® Acne Treatment Gel,* Clear Proof® Oil-Free Moisturizer for Acne-Prone Skin) | | 058968 | 20.00 |
| Clarifying Cleansing Gel* | | 061349 | 16.00 |
| Blemish Control Toner* | | 056743 | 15.00 |
| Acne Treatment Gel* | | 095054 | 10.00 |
| Pore-Purifying Serum* | | 059059 | 17.00 |
| Oil-Free Moisturizer for Acne-Prone Skin | | 056749 | 18.00 |
| Deep-Cleansing Charcoal Mask | | 094148 | 24.00 |

MK MEN®

| | | | |
|--|--|--------|-------|
| Skin Care Regimen Bundle (Includes MKMen® Daily Facial Wash, MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30,* MKMen® Advanced Eye Cream and MKMen® Shave Foam) | | 093886 | 81.00 |
| Daily Facial Wash | | 086904 | 16.00 |
| Shave Foam | | 010336 | 14.00 |
| Cooling After-Shave Gel | | 010338 | 16.00 |
| Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30* | | 060288 | 25.00 |
| Advanced Eye Cream | | 060198 | 26.00 |

CUSTOMIZED SKIN CARE

| | | | |
|---|--|--------|-------|
| For Eyes: Indulge® Soothing Eye Gel | | 029739 | 16.00 |
| Mary Kay® Oil-Free Eye Makeup Remover | | 029726 | 17.00 |
| Mary Kay® Hydrogel Eye Patches, pk./30 pairs | | 139838 | 40.00 |
| For Lips: White Tea & Citrus Satin Lips® Set (Includes Shea Sugar Scrub, Shea Butter Balm and free cello gift bag)** | | 098324 | 22.00 |
| White Tea & Citrus Satin Lips® Shea Sugar Scrub | | 094712 | 12.00 |
| White Tea & Citrus Satin Lips® Shea Butter Balm | | 138754 | 12.00 |
| For Face: | | | |
| Mix & Mask (Includes Clear Proof® Deep-Cleansing Charcoal Mask and TimeWise® Moisture Renewing Gel Mask) | | 122033 | 46.00 |
| Beauty Blotters® Oil-Absorbing Tissues, pk./75 | | 041758 | 6.00 |
| Mary Kay® Extra Emollient Night Cream | | 072682 | 15.00 |
| Mary Kay® Intense Moisturizing Cream (Dry) | | 031541 | 32.00 |
| Mary Kay® Oil-Free Hydrating Gel (Normal/Oily) | | 031551 | 32.00 |
| Mary Kay® Oil Mattifier | | 031573 | 18.00 |

Subtotal Page 3 \$

*Over-the-counter drug product

**Items are not intended for individual resale. / Los artículos no son con la intención de su reventa individual.

PART NO. QTY. SUGG. RETAIL TOTAL

| | | | | | | | | | | |
|---|--------|--------|-------------|-----------|--|--------------|--------|--|-------|--|
| Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15* | | | | | | | 054105 | | 20.00 | |
| Mary Kay® Undereye Corrector | | | | | | | 092185 | | 16.00 | |
| Mary Kay® Perfecting Concealer: | | | | | | | | | | |
| Light Ivory | 092191 | | Light Beige | 092193 | | Light Bronze | 092195 | | 16.00 | |
| Deep Ivory | 092192 | | Deep Beige | 092194 | | Deep Bronze | 092196 | | 16.00 | |
| Mary Kay® Makeup Finishing Spray by Skindinavia | | | | | | | 152557 | | 18.00 | |
| Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15:* | | | | | | | | | | |
| Very Light | | 072822 | | Deep | | | 072825 | | 22.00 | |
| Light-to-Medium | | 072823 | | Very Deep | | | 086620 | | 22.00 | |
| Medium-to-Deep | | 072824 | | — | | | — | | 22.00 | |
| TimeWise® Matte 3D Foundation: | | | | | | | | | | |
| Ivory C 100 | 099957 | | Beige C 140 | 099969 | | Bronze W 100 | 099978 | | 25.00 | |
| Ivory C 110 | 099958 | | Beige N 150 | 099970 | | Bronze W 110 | 099979 | | 25.00 | |
| Ivory W 130 | 099961 | | Beige W 160 | 099971 | | Bronze W 120 | 099980 | | 25.00 | |
| Ivory N 140 | 099962 | | Beige C 170 | 099972 | | Bronze W 130 | 099981 | | 25.00 | |
| Ivory W 150 | 099964 | | Beige W 180 | 099973 | | Bronze W 140 | 099982 | | 25.00 | |
| Ivory N 160 | 099963 | | Beige N 190 | 099974 | | Bronze W 150 | 100036 | | 25.00 | |
| Beige W 100 | 099965 | | Beige N 200 | 099975 | | Bronze C 160 | 100038 | | 25.00 | |
| Beige C 110 | 099966 | | Beige N 210 | 099976 | | Bronze C 170 | 100039 | | 25.00 | |
| Beige C 120 | 099967 | | Beige C 220 | 099977 | | Bronze C 180 | 100040 | | 25.00 | |
| Beige C 130 | 099968 | | — | — | | — | — | | 25.00 | |
| TimeWise® Luminous 3D Foundation: | | | | | | | | | | |
| Ivory C 100 | 100011 | | Beige C 110 | 100020 | | Beige N 210 | 100030 | | 25.00 | |
| Ivory C 110 | 100012 | | Beige C 120 | 100022 | | Beige C 220 | 100031 | | 25.00 | |
| Ivory W 120 | 100013 | | Beige C 130 | 100023 | | Bronze W 100 | 154138 | | 25.00 | |
| Ivory W 130 | 100014 | | Beige C 140 | 100024 | | Bronze W 130 | 154140 | | 25.00 | |
| Ivory N 140 | 100015 | | Beige N 150 | 100025 | | Bronze W 150 | 154141 | | 25.00 | |
| Ivory W 150 | 100018 | | Beige W 160 | 100026 | | Bronze C 160 | 154142 | | 25.00 | |
| Ivory N 160 | 100017 | | Beige W 180 | 100027 | | Bronze C 170 | 154143 | | 25.00 | |
| Beige W 100 | 100019 | | Beige N 190 | 100028 | | — | — | | 25.00 | |
| Endless Performance® Crème-to-Powder Foundation: | | | | | | | | | | |
| Ivory 1 | 077866 | | Beige 2 | 077872 | | Bronze 1 | 077877 | | 18.00 | |
| Ivory 2 | 077867 | | Beige 3 | 077873 | | Bronze 2 | 077878 | | 18.00 | |
| Ivory 3 | 077868 | | Beige 4 | 077874 | | Bronze 3 | 077879 | | 18.00 | |
| Ivory 4 | 077869 | | Beige 5 | 077875 | | Bronze 4 | 077880 | | 18.00 | |
| Ivory 5 | 077870 | | Beige 6 | 077876 | | Bronze 5 | 077881 | | 18.00 | |
| Beige 1 | 077871 | | — | — | | — | — | | 18.00 | |
| Mary Kay® Mineral Powder Foundation: | | | | | | | | | | |
| Ivory 0.5 | 040983 | | Beige 1 | 040987 | | Bronze 2 | 040991 | | 20.00 | |
| Ivory 1 | 040984 | | Beige 1.5 | 040988 | | Bronze 3 | 040992 | | 20.00 | |
| Ivory 2 | 040985 | | Beige 2 | 040989 | | Bronze 4 | 040993 | | 20.00 | |
| Beige 0.5 | 040986 | | Bronze 1 | 040990 | | Bronze 5 | 040994 | | 20.00 | |
| Mary Kay® Sheer Mineral Pressed Powder: | | | | | | | | | | |
| Ivory 1 | 015135 | | Beige 1 | 015137 | | Bronze 1 | 015139 | | 16.00 | |
| Ivory 2 | 015136 | | Beige 2 | 015138 | | Bronze 2 | 015140 | | 16.00 | |
| Mary Kay® Translucent Loose Powder | | | | | | | 060182 | | 16.00 | |

Subtotal Page 4 \$

PART NO. QTY. SUGG. RETAIL TOTAL

| | | | | | | | | | |
|--|--------|--|----------------|--------|--|--------------|--------|--|-------|
| Mary Kay Chromafusion® Blush: | | | | | | | | | |
| Darling Pink | 120413 | | Juicy Peach | 120416 | | 14.00 | | | |
| Desert Rose | 120418 | | Rogue Rose | 120415 | | 14.00 | | | |
| Golden Copper | 120419 | | Rosy Nude | 120412 | | 14.00 | | | |
| Hint of Pink | 120411 | | Shy Blush | 120414 | | 14.00 | | | |
| Hot Coral | 120417 | | Wineberry | 120420 | | 14.00 | | | |
| NEW! LTD. ED.† Mary Kay At Play® Contouring Stick | | | | | | | | | |
| Get Sculpted 1 | 120688 | | Get Sculpted 2 | 120690 | | 14.00 | | | |
| Mary Kay Chromafusion® Contour: | | | | | | | | | |
| Cocoa | 129761 | | Latte | 129745 | | 14.00 | | | |
| NEW! LTD. ED.† Mary Kay At Play® Highlighting Stick: Rose Gold Glow | | | | | | | | | |
| | 120915 | | | | | 14.00 | | | |
| Mary Kay Chromafusion® Highlighter: | | | | | | | | | |
| Glazed | 129762 | | Honey Glow | 129763 | | 14.00 | | | |
| Mary Kay Chromafusion® Eye Shadow: | | | | | | | | | |
| Biscotti | 107602 | | Frozen Iris | 107633 | | Rose Gold | 107622 | | 8.00 |
| Blossom | 107627 | | Gold Status | 107623 | | Rustic | 107609 | | 8.00 |
| Burnished Bronze | 107625 | | Golden Mauve | 107631 | | Sand Castle | 107603 | | 8.00 |
| Candlelight | 107605 | | Granite | 107617 | | Shadow | 107619 | | 8.00 |
| Cashmere Haze | 107615 | | Hazelnut | 107606 | | Shiny Penny | 107624 | | 8.00 |
| Cinnabar | 107607 | | Hot Fudge | 107611 | | Smoky Quartz | 107614 | | 8.00 |
| Crystalline | 107601 | | Mahogany | 107608 | | Soft Heather | 107632 | | 8.00 |
| Dusty Rose | 107630 | | Merlot | 107635 | | Starry Night | 107641 | | 8.00 |
| Emerald Noir | 107643 | | Moonstone | 107599 | | Stormy | 107618 | | 8.00 |
| Espresso | 107612 | | Moss | 107642 | | Sunlit Rose | 107629 | | 8.00 |
| Evening Navy | 107640 | | Onyx | 107620 | | Sweet Plum | 107634 | | 8.00 |
| Mary Kay® Liquid Eye Shadow: | | | | | | | | | |
| Light Beam | 149208 | | Pink Starlight | 149210 | | 14.00 | | | |
| Meteor Shower | 149211 | | Purple Nova | 149212 | | 14.00 | | | |
| Mary Kay® Eye Primer | | | | | | | | | |
| Mary Kay® Eyeliner: MK Black | | | | | | | 090136 | | 12.00 |
| MK Deep Brown | | | | | | | 090131 | | 12.00 |
| MK Steely | | | | | | | 090138 | | 12.00 |
| Mary Kay® Gel Eyeliner With Expandable Brush Applicator: | | | | | | | | | |
| Jet Black | | | | | | | 085704 | | 18.00 |
| Mary Kay® Waterproof Liquid Eyeliner Pen: Intense Black | | | | | | | 141205 | | 16.00 |
| Mary Kay® Lash & Brow Building Serum® | | | | | | | 046188 | | 36.00 |
| Mary Kay® Lash Primer | | | | | | | 046176 | | 15.00 |
| Lash Intensity® Mascara: Black | | | | | | | 092105 | | 18.00 |
| Lash Love® Mascara: I ♥ black | | | | | | | 041481 | | 15.00 |
| Lash Love® Lengthening Mascara: I ♥ black | | | | | | | 054563 | | 15.00 |
| Lash Love® Waterproof Mascara: I ♥ black | | | | | | | 044465 | | 15.00 |
| Mary Kay® Ultimate Mascara™: | | | | | | | | | |
| Black | 017657 | | Black Brown | 017658 | | 15.00 | | | |
| Mary Kay® Volumizing Brow Tint: | | | | | | | | | |
| Blonde | 125032 | | Dark Blonde | 125033 | | 14.00 | | | |
| Brunette | 125034 | | Dark Brunette | 125035 | | 14.00 | | | |

Subtotal Page 5 \$

Mary Kay® Precision Brow Liner:

| | | | | |
|-------------|--------|---------------|--------|-------|
| Black Brown | 127615 | Dark Blonde | 127612 | 14.00 |
| Blonde | 127611 | Dark Brunette | 127614 | 14.00 |
| Brunette | 127613 | — | — | 14.00 |

Mary Kay® Brow Definer Pencil: Classic Blonde 034730 11.00

Mary Kay® Lip Liner:

| | | | | |
|-------------|--------|-----------------|--------|-------|
| Light Nude | 093081 | Coral | 085798 | 12.00 |
| Medium Nude | 085795 | Red | 085801 | 12.00 |
| Deep Nude | 085796 | Rose | 085797 | 12.00 |
| Berry | 085799 | Dark Chocolate* | 048448 | 12.00 |

NEW! LTD. ED.† Mary Kay At Play® Mini Matte Liquid Lip Color Kit:

| | | |
|---|--------|-------|
| Kit 1: Nine to Five (Taupe That and Red Envy) | 169145 | 16.00 |
| Kit 2: Night Out (Berry Strong and Red Alert) | 169146 | 16.00 |

Mary Kay Unlimited™ Lip Gloss:

| | | | | |
|----------------|--------|----------------|--------|-------|
| Beach Bronze | 164571 | Nude Blush | 153489 | 16.00 |
| Berry Delight | 153485 | Pink Ballerina | 153482 | 16.00 |
| Chocolate Nude | 153491 | Pink Fusion | 153484 | 16.00 |
| Copper Aura | 153492 | Sheer Illusion | 153493 | 16.00 |
| Evening Berry | 153487 | Soft Nude | 153488 | 16.00 |
| Fancy Nancy | 153486 | Tawny Nude | 153490 | 16.00 |
| Iconic Red | 153475 | Unique Mauve | 153483 | 16.00 |

Mary Kay® Gel Semi-Matte Lipstick:

| | | | | |
|----------------|--------|----------------|--------|-------|
| Always Apricot | 089644 | Midnight Red | 089646 | 18.00 |
| Bashful You | 089640 | Poppy Please | 089645 | 18.00 |
| Berry Famous | 141478 | Powerful Pink | 089643 | 18.00 |
| Blush Velvet | 157977 | Red Stiletto | 157973 | 18.00 |
| Crushed Berry | 089647 | Rich Truffle | 089641 | 18.00 |
| Mauve Moment | 089642 | Trademark Pink | 141480 | 18.00 |

Mary Kay® Gel Semi-Shine Lipstick:

| | | | | |
|----------------|--------|---------------|--------|-------|
| Apple Berry | 094640 | Raspberry Ice | 094615 | 18.00 |
| Berry Couture | 094641 | Red Smolder | 094614 | 18.00 |
| Haute Pink | 094636 | Rosewood | 094610 | 18.00 |
| Love Me Pink | 094611 | Scarlet Red | 094638 | 18.00 |
| Luminous Lilac | 094639 | Spiced Ginger | 094634 | 18.00 |
| Naturally Buff | 094608 | Sunset Peach | 094637 | 18.00 |

True Dimensions® Lipstick:

| | | | | |
|-----------------|--------|-----------------|--------|-------|
| Berry à la Mode | 088576 | Natural Beauté | 088563 | 18.00 |
| Chocolatte | 088565 | Pink Chérie | 088558 | 18.00 |
| Citrus Flirt | 088580 | Rosette | 088568 | 18.00 |
| Color Me Coral | 088560 | Sassy Fuchsia | 088573 | 18.00 |
| Coral Bliss | 088579 | Sienna Brûlée | 088564 | 18.00 |
| Exotic Mango | 088572 | Sizzling Red | 088567 | 18.00 |
| Firecracker | 088566 | Spice 'n' Nice | 088570 | 18.00 |
| First Blush | 088561 | Tangerine Pop | 088575 | 18.00 |
| Lava Berry | 088574 | Tuscan Rose | 088562 | 18.00 |
| Mystic Plum | 088569 | Wild About Pink | 088559 | 18.00 |

True Dimensions® Sheer Lipstick:

| | | | | |
|----------------|--------|----------------|--------|-------|
| Arctic Apricot | 088581 | Sparkling Rosé | 088584 | 18.00 |
| Posh Pink | 088582 | Subtly You | 088585 | 18.00 |

Subtotal Page 6 \$

| | | |
|---|--------|-------|
| Skinvigorate Sonic™ Skin Care System (Includes device, one facial cleansing brush head and USB cord) | 128064 | 75.00 |
| Skinvigorate Sonic™ Facial Cleansing Brush Heads, pk./2 | 135589 | 20.00 |
| Skinvigorate Sonic™ Facial Massage Head, pk./1 | 135590 | 25.00 |
| Mary Kay Pro Palette® | 127861 | 25.00 |
| Mary Kay Perfect Palette® | 107064 | 18.00 |
| Mary Kay Petite Palette™ | 114610 | 8.00 |
| Palette Powder Brush | 134441 | 4.50 |
| Palette Cheek Brush | 134442 | 2.00 |
| Eye Sponges, pk./2 | 134451 | 2.50 |
| Cosmetic Sponges, pk./2 | 134452 | 4.00 |
| Mary Kay® Blending Sponge | 114898 | 12.00 |
| Mary Kay® Blending Brush | 128063 | 16.00 |
| Mary Kay® Mask Applicator | 135951 | 12.00 |
| Mary Kay® Essential Brush Collection | 107305 | 55.00 |
| Mary Kay® Liquid Foundation Brush | 122325 | 14.00 |
| Mary Kay® Powder Foundation Brush | 122327 | 14.00 |
| Mary Kay® Cream Color Brush | 122329 | 12.00 |
| Mary Kay® Eyebrow/Eyeline Brush | 122328 | 10.00 |
| Mary Kay® All-Over Powder Brush | 122320 | 16.00 |
| Mary Kay® Cheek Brush | 122321 | 14.00 |
| Mary Kay® Eye Crease Brush | 122322 | 12.00 |
| Mary Kay® All-Over Eye Shadow Brush | 122323 | 12.00 |
| Mary Kay® Eye Smudger Brush | 122324 | 12.00 |
| Mary Kay® Brush Cleaner | 055903 | 10.00 |
| Mary Kay® Travel Roll-Up Bag | 143940 | 35.00 |

| | | |
|--|--------|-------|
| NEW! LTD. ED.† Mary Kay Illuminea™ Body Soufflé | 157498 | 30.00 |
| Hello, Clean (Includes Mary Kay® 2-In-1 Body Wash & Shave and Mary Kay® Hydrating Lotion) | 080376 | 32.00 |
| White Tea & Citrus Satin Body® Revitalizing Shea Scrub | 091504 | 18.00 |
| White Tea & Citrus Satin Body® Indulgent Shea Wash | 091502 | 18.00 |
| White Tea & Citrus Satin Body® Silkening Shea Lotion | 091493 | 18.00 |
| White Tea & Citrus Satin Body® Whipped Shea Crème | 091507 | 22.00 |
| Mary Kay® 2-In-1 Body Wash & Shave | 136769 | 16.00 |
| Mary Kay® Hydrating Lotion | 073789 | 16.00 |
| Mint Bliss™ Energizing Lotion for Feet & Legs | 125872 | 11.00 |
| White Tea & Citrus Satin Hands® Pampering Set (Includes a fragrance-free protecting softener, a scented shea scrub, a scented shea cream and a giftable bag) | 090638 | 36.00 |
| White Tea & Citrus Satin Hands® Nourishing Shea Cream | 088632 | 12.00 |
| Fragrance-Free Satin Hands® Pampering Set (Includes a fragrance-free protecting softener, a shea scrub, a shea cream and a giftable bag) | 088625 | 36.00 |
| Fragrance-Free Satin Hands® Nourishing Shea Cream | 088631 | 12.00 |
| NEW! Fragrance-Free Satin Hands® Shea Hand Sanitizer | 178735 | 8.00 |
| Fragrance-Free Satin Hands® Shea Hand Soap | 178161 | 10.00 |

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Women's Fragrances:

| | | | | |
|---|--------|--|-------|--|
| Belara® Eau de Parfum | 192900 | | 38.00 | |
| Bella Belara® Eau de Parfum | 012512 | | 38.00 | |
| Cityscape® Eau de Parfum | 078597 | | 50.00 | |
| Enchanted Wish® Eau de Toilette | 095688 | | 36.00 | |
| Forever Diamonds® Eau de Parfum | 088620 | | 40.00 | |
| Live Fearlessly® Eau de Parfum | 094305 | | 44.00 | |
| NEW! Mary Kay Illuminea™ Extrait de Parfum | 141779 | | 70.00 | |
| Thinking of Love® Eau de Parfum | 075084 | | 32.00 | |
| Thinking of You® Eau de Parfum | 109684 | | 32.00 | |

Men's Cologne:

| | | | | |
|--|--------|--|-------|--|
| Cityscape® Cologne Spray | 078697 | | 50.00 | |
| Domain® Cologne Spray | 028783 | | 38.00 | |
| MK High Intensity® Cologne Spray | 109680 | | 40.00 | |
| MK High Intensity Ocean® Cologne Spray | 095123 | | 42.00 | |
| MK High Intensity® Sport Cologne Spray | 075680 | | 40.00 | |
| True Original® Cologne Spray | 048515 | | 36.00 | |

| | | | | |
|--|--------|------------------|--------|-------|
| TimeWise Miracle Set 3D® Normal/Dry | 089023 | | 110.00 | |
| TimeWise Miracle Set 3D® Combination/Oily | 089024 | | 110.00 | |
| TimeWise® Age Minimize 3D® 4-in-1 Cleanser (Normal/Dry) | 088997 | | 24.00 | |
| TimeWise® Age Minimize 3D® Day Cream SPF 30 Broad Spectrum Sunscreen: | | | | |
| Normal/Dry | 089004 | Combination/Oily | 089005 | 32.00 |
| TimeWise® Age Minimize 3D® Night Cream (Normal/Dry) | 089006 | | 32.00 | |
| TimeWise® Age Minimize 3D® Night Cream (Combination/Oily) | 089007 | | 32.00 | |
| TimeWise® Age Minimize 3D® Day Cream (Non-SPF) (Normal/Dry) | 089009 | | 32.00 | |
| TimeWise® Age Minimize 3D® Day Cream (Non-SPF) (Combination/Oily) | 089010 | | 32.00 | |
| Mary Kay® Cream Blush Duo Stick: Mauve & Shimmer | 162499 | | 18.00 | |
| | | Pink & Glimmer | 162498 | 18.00 |
| Mary Kay® Foil Eye Shadow Duo: Copper & Pyrite | 163007 | | 18.00 | |
| | | Pink & Purple | 163005 | 18.00 |
| Mary Kay At Play® Color Correcting Stick: Ditch Dullness | 121198 | | 14.00 | |
| Sun Care Lip Protector Broad Spectrum SPF 15* | 054110 | | 10.00 | |
| Sun Care Sunscreen Broad Spectrum SPF 50* | 063276 | | 20.00 | |
| Mary Kay® Cream Eye Color: | | | | |
| Beach Blonde | 025868 | Pale Blush | 025875 | 14.00 |
| Iced Cocoa | 025870 | Violet Storm | 025872 | 14.00 |
| Metallic Taupe | 025869 | — | — | 14.00 |

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Section 2 – Sales Aids

NEW! TimeWise Replenishing Serum C+E™

| | | | | |
|--|--------|--|------|--|
| Deluxe Mini (single) | 173683 | | 3.50 | |
| REVISED! Beauty Book and Set Sheet Inserts (Version 11/20), pk./10 | 183683 | | 2.50 | |
| ¡REVISADO! Libro de belleza y Hoja de juego de productos (Versión 11/20), paq./10 | 183684 | | 2.50 | |
| REVISED! Great Start Brochures, pk./15 (Version 11/20) (Includes 5 Great Start: Ready, Set, Sell! brochures, 5 Great Start: Ready, Set, Keep Selling! brochures and 5 Great Start: Team-Building Rewards inserts) | 184621 | | 4.00 | |
| ¡REVISADO! Folletos Comienzo Grandioso, paq./15 (Versión 11/20) (Incluye 5 folletos Comienzo Grandioso: En sus marcas, listas, ¡y a vender!, 5 folletos Comienzo Grandioso: En sus marcas, listas, ¡sigan vendiendo!, y 5 encartes Comienzo Grandioso: Recompensas por desarrollo de equipo) | 184622 | | 4.00 | |
| NEW! The Look (Winter 2020), pk./10 | 163443 | | 3.50 | |
| ¡NUEVO! La imagen (Invierno 2020), paq./10 | 163454 | | 3.50 | |

| | | | | |
|--|--------|--|------|--|
| TimeWise® Microdermabrasion Plus Set Deluxe Mini (Includes Microdermabrasion Refine and Pore Minimizer) (single) | 151783 | | 4.00 | |
| NEW! TimeWise Replenishing Serum C+E™ Deluxe Mini (single) | 173683 | | 3.50 | |
| Lash Intensity® Mascara Deluxe Mini (Black) (single) | 095882 | | 3.00 | |
| Lash Love® Mascara Deluxe Mini (I ♥ black) (single) | 083157 | | 2.00 | |
| Mary Kay® Oil-Free Eye Makeup Remover Deluxe Mini (single) | 080241 | | 2.50 | |
| Mary Kay Unlimited™ Lip Gloss Set Deluxe Mini (Includes Berry Delight, Tawny Nude, Fancy Nancy, Unique Mauve and Iconic Red) (single) | 160509 | | 5.00 | |
| White Tea & Citrus Satin Hands® Deluxe Mini Set (Includes a fragrance-free protecting softener, a shea scrub and a scented shea cream) (single) | 099043 | | 4.00 | |
| Fragrance-Free Satin Hands® Deluxe Mini Set (Includes a fragrance-free protecting softener, a shea scrub and a shea cream) (single) | 150133 | | 4.00 | |
| White Tea & Citrus Satin Body® Deluxe Mini (single): | | | | |
| Satin Body® Revitalizing Shea Scrub | 150128 | | 1.00 | |
| Satin Body® Indulgent Shea Wash | 150126 | | 1.00 | |
| Satin Body® Silkening Shea Lotion | 150131 | | 1.00 | |

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TimeWise®:

| | | | | |
|---|--------|------|--|--|
| TimeWise Miracle Set 3D® Sample Sets, pk./3 (Normal/Dry) (Includes TimeWise® Age Minimize 3D® 4-in-1 Cleanser, Day Cream SPF 30 Broad Spectrum Sunscreen,* Night Cream and Eye Cream) | 178141 | 3.00 | | |
| TimeWise Miracle Set 3D® Sample Sets, pk./3 (Combination/Oily) (Includes TimeWise® Age Minimize 3D® 4-in-1 Cleanser, Day Cream SPF 30 Broad Spectrum Sunscreen,* Night Cream and Eye Cream) | 178139 | 3.00 | | |
| TimeWise® Age Minimize 3D® Day Cream (Non-SPF) (Normal/Dry) Samples, pk./6 | 151609 | 1.00 | | |
| TimeWise® Age Minimize 3D® Day Cream (Non-SPF) (Combination/Oily) Samples, pk./6 | 147217 | 1.00 | | |
| TimeWise® Firming Eye Cream Samples, pk./6 | 082651 | 1.00 | | |
| Microdermabrasion Plus Set Samples, 6 pairs (Includes Microdermabrasion Refine and Pore Minimizer) | 160429 | 2.00 | | |
| TimeWise® Moisture Renewing Gel Mask Samples, pk./6 | 146629 | 1.00 | | |

TimeWise Repair®:

| | | | | |
|---|--------|------|--|--|
| Volu-Firm® Sample Sets, pk./3 (Includes Volu-Firm® Foaming Cleanser, Volu-Firm® Advanced Lifting Serum, Volu-Firm® Day Cream Sunscreen Broad Spectrum SPF 30,* Volu-Firm® Night Treatment With Retinol and Volu-Firm® Eye Renewal Cream) | 178137 | 4.00 | | |
| TimeWise Repair® Revealing Radiance® Facial Peel Samples, pk./6 | 139840 | 2.00 | | |
| Clear Proof® Deep-Cleansing Charcoal Mask Samples, pk./6 | 145845 | 1.00 | | |
| Customized Skin Care Samples: | | | | |
| Mary Kay® Extra Emollient Night Cream, pk./12 (tubes) | 072683 | 8.00 | | |
| Mary Kay® Hydrogel Eye Patches, pk./1 pair | 141909 | 2.00 | | |
| Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15* Samples, pk./6 | 054108 | 1.50 | | |

Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15* Samples, strip/6:

| | | | | | |
|-----------------|--------|--|-----------|--------|------|
| Very Light | 151984 | | Deep | 151987 | 1.50 |
| Light-to-Medium | 151985 | | Very Deep | 151988 | 1.50 |
| Medium-to-Deep | 151986 | | — | — | 1.50 |

TimeWise® Matte 3D Foundation Samples, strip/6:

| | | | | | | |
|-------------|--------|-------------|--------|--------------|--------|------|
| Ivory C 100 | 142149 | Beige C 140 | 142162 | Bronze W 100 | 142171 | 1.50 |
| Ivory C 110 | 142153 | Beige N 150 | 142163 | Bronze W 110 | 142172 | 1.50 |
| Ivory W 130 | 142154 | Beige W 160 | 142164 | Bronze W 120 | 142173 | 1.50 |
| Ivory N 140 | 142155 | Beige C 170 | 142165 | Bronze W 130 | 142174 | 1.50 |
| Ivory W 150 | 142157 | Beige W 180 | 142166 | Bronze W 140 | 142175 | 1.50 |
| Ivory N 160 | 142156 | Beige N 190 | 142167 | Bronze W 150 | 142176 | 1.50 |
| Beige W 100 | 142158 | Beige N 200 | 142168 | Bronze C 160 | 142177 | 1.50 |
| Beige C 110 | 142159 | Beige N 210 | 142169 | Bronze C 170 | 142178 | 1.50 |
| Beige C 120 | 142160 | Beige C 220 | 142170 | Bronze C 180 | 142179 | 1.50 |
| Beige C 130 | 142161 | — | — | — | — | 1.50 |

TimeWise® Luminous 3D Foundation Samples, strip/6:

| | | | | | | |
|-------------|--------|-------------|--------|--------------|--------|------|
| Ivory C 100 | 142150 | Beige C 110 | 142187 | Beige N 210 | 142210 | 1.50 |
| Ivory C 110 | 142180 | Beige C 120 | 142188 | Beige C 220 | 142211 | 1.50 |
| Ivory W 120 | 142181 | Beige C 130 | 142198 | Bronze W 100 | 154139 | 1.50 |
| Ivory W 130 | 142182 | Beige C 140 | 142199 | Bronze W 130 | 154144 | 1.50 |
| Ivory N 140 | 142183 | Beige N 150 | 142205 | Bronze W 150 | 154145 | 1.50 |
| Ivory W 150 | 142185 | Beige W 160 | 142206 | Bronze C 160 | 154146 | 1.50 |
| Ivory N 160 | 142184 | Beige W 180 | 142207 | Bronze C 170 | 154147 | 1.50 |
| Beige W 100 | 142186 | Beige N 190 | 142208 | — | — | 1.50 |

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Mary Kay Chromafusion® Blush Samples, sheet 18:

| | | | | |
|---------------|--------|-------------|--------|------|
| Darling Pink | 131845 | Juicy Peach | 131848 | 1.50 |
| Desert Rose | 131850 | Rogue Rose | 131847 | 1.50 |
| Golden Copper | 131851 | Rosy Nude | 131844 | 1.50 |
| Hint of Pink | 131843 | Shy Blush | 131846 | 1.50 |
| Hot Coral | 131849 | Wineberry | 131854 | 1.50 |

Mary Kay Chromafusion® Eye Shadow Samples, sheet 18:

| | | | | | | |
|------------------|--------|--------------|--------|--------------|--------|------|
| Biscotti | 121379 | Frozen Iris | 121427 | Rose Gold | 121407 | 1.50 |
| Blossom | 121417 | Gold Status | 121408 | Rustic | 121390 | 1.50 |
| Burnished Bronze | 121411 | Golden Mauve | 121425 | Sand Castle | 121381 | 1.50 |
| Candlelight | 121384 | Granite | 121399 | Shadow | 121403 | 1.50 |
| Cashmere Haze | 121397 | Hazelnut | 121386 | Shiny Penny | 121410 | 1.50 |
| Cinnabar | 121387 | Hot Fudge | 121391 | Smoky Quartz | 121395 | 1.50 |
| Crystalline | 121378 | Mahogany | 121388 | Soft Heather | 121426 | 1.50 |
| Dusty Rose | 121424 | Merlot | 121429 | Starry Night | 121435 | 1.50 |
| Emerald Noir | 121437 | Moonstone | 121375 | Stormy | 121401 | 1.50 |
| Espresso | 121393 | Moss | 121436 | Sunlit Rose | 121422 | 1.50 |
| Evening Navy | 121434 | Onyx | 121404 | Sweet Plum | 121428 | 1.50 |

Sponge-Tip Applicators (disposable), pk./15

| | | | | |
|--|--------|------|--|--|
| | 065100 | 1.00 | | |
|--|--------|------|--|--|

Color Cards:

| | | | | |
|-------------------------------------|--------|------|--|--|
| Blue Eyes Look, pk./5 | 138316 | 3.00 | | |
| Brown Eyes Look, pk./5 | 138317 | 3.00 | | |
| Green/Hazel Eyes Look, pk./5 | 138318 | 3.00 | | |

Mary Kay® Eyeliner Samples, pk./6:

| | | | | |
|---------------|--------|-----------|--------|------|
| MK Black | 083368 | MK Steely | 083370 | 1.50 |
| MK Deep Brown | 083365 | — | — | 1.50 |

Mary Kay® Ultimate Mascara™ Samples (Black), pk./6

| | | | | |
|--|--------|------|--|--|
| | 068557 | 3.00 | | |
|--|--------|------|--|--|

Mary Kay® Ultimate Mascara™ Sample Wands

| | | | | |
|--|--------|------|--|--|
| (works with Mary Kay® Ultimate Mascara™), pk./15 | 003370 | 1.50 | | |
|--|--------|------|--|--|

Lash Intensity® Mascara Sample Wands, pk./6

| | | | | |
|--|--------|------|--|--|
| | 092106 | 3.00 | | |
|--|--------|------|--|--|

Lash Love® Sample Wands, pk./6

| | | | | |
|--|--------|------|--|--|
| | 041464 | 2.50 | | |
|--|--------|------|--|--|

Mary Kay® Lip Liner Samples, pk./6:

| | | | | |
|-------------|--------|-----------|--------|------|
| Light Nude | 098130 | Deep Nude | 098132 | 2.00 |
| Medium Nude | 098131 | — | — | 2.00 |

Mary Kay Unlimited™ Lip Gloss Samples, strip/8 without applicator:

| | | | | |
|----------------|--------|----------------|--------|------|
| Beach Bronze | 166172 | Nude Blush | 160542 | 1.50 |
| Berry Delight | 160538 | Pink Ballerina | 160526 | 1.50 |
| Chocolate Nude | 160544 | Pink Fusion | 160537 | 1.50 |
| Copper Aura | 160545 | Sheer Illusion | 160546 | 1.50 |
| Evening Berry | 160540 | Soft Nude | 160541 | 1.50 |
| Fancy Nancy | 160539 | Tawny Nude | 160543 | 1.50 |
| Iconic Red | 160525 | Unique Mauve | 160536 | 1.50 |

Subtotal Page 11 \$

| | PART NO. | QTY. | CONS. COST | TOTAL | | |
|--|----------|--------|----------------|--------|------|--|
| Mary Kay® Gel Semi-Matte Lipstick Samples, strip/8: | | | | | | |
| Always Apricot | 127988 | | Midnight Red | 127990 | 1.50 | |
| Bashful You | 127610 | | Poppy Please | 127989 | 1.50 | |
| Berry Famous | 159689 | | Powerful Pink | 127987 | 1.50 | |
| Blush Velvet | 159687 | | Red Stiletto | 159686 | 1.50 | |
| Crushed Berry | 127991 | | Rich Truffle | 127985 | 1.50 | |
| Mauve Moment | 127986 | | Trademark Pink | 159688 | 1.50 | |
| Mary Kay® Gel Semi-Shine Lipstick Samples, strip/8: | | | | | | |
| Apple Berry | 105480 | | Raspberry Ice | 105465 | 1.50 | |
| Berry Couture | 105481 | | Red Smolder | 094876 | 1.50 | |
| Haute Pink | 105474 | | Rosewood | 105468 | 1.50 | |
| Love Me Pink | 105469 | | Scarlet Red | 105477 | 1.50 | |
| Luminous Lilac | 105471 | | Spiced Ginger | 105472 | 1.50 | |
| Naturally Buff | 105466 | | Sunset Peach | 105475 | 1.50 | |
| Doe-Foot Applicators, pk./15 | | | | | | |
| True Dimensions® Lipstick Samples, strip/6: | | | | | | |
| Color Me Coral | 054850 | | Pink Chérie | 054848 | 1.50 | |
| Firecracker | 054856 | | Sassy Fuchsia | 059697 | 1.50 | |
| Mystic Plum | 054859 | | Sienna Brûlée | 054854 | 1.50 | |
| Natural Beauté | 054853 | | — | — | 1.50 | |
| True Dimensions® Sheer Lipstick Samples, strip/6: | | | | | | |
| Sparkling Rosé | | 081830 | | | 1.50 | |
| Body Care: | | | | | | |
| Fragrance-Free Satin Hands® Nourishing Shea Cream Samples, pk./12 | | | | | | |
| | | 161658 | | | 8.00 | |
| White Tea & Citrus Satin Hands® Nourishing Shea Cream Samples, pk./12 | | | | | | |
| Subtotal Page 12 \$ | | | | | | |

| | PART NO. | QTY. | CONS. COST | TOTAL |
|---|----------|------|------------|-------|
| REVISED! Beauty Book and Set Sheet Inserts (Version 11/20), pk./10 | 183683 | | 2.50 | |
| ¡REVISADO! Libro de belleza y Hoja de juego de productos (Versión 11/20), paq./10 | 183684 | | 2.50 | |
| July 2020 – Dec. 2021 Date Book (bilingual) / Agenda julio 2020 – diciembre 2021 (bilingüe) | 163677 | | 3.50 | |
| Flip Chart Binder With Pages (Version 8/20) | 174715 | | 5.00 | |
| Carpeta del rotafolios con páginas (Versión 8/20) | 174717 | | 5.00 | |
| Flip Chart Pages (Version 8/20) | 172480 | | 3.00 | |
| Páginas del rotafolios (Versión 8/20) | 172481 | | 3.00 | |
| Foundation Finder Tool (bilingual) (Version 9/19) / Herramienta del Localizador de Bases (bilingüe) (Versión 9/19) | 161325 | | 5.00 | |
| Hostess Brochure (Version 2/19), pk./10 | 147869 | | 1.50 | |
| Folleto de anfitriona (Versión 2/19), paq./10 | 147870 | | 1.50 | |
| Laminated Place Card Set, pk./4 (bilingual) / Juego de tarjetas de mesa, paq./4 (bilingüe) | 115701 | | 1.00 | |
| Skin Care Place Mat Set (Version 8/20), pk./4 | 172127 | | 2.50 | |
| Juego de mantelesde cuidado de la piel (Versión 8/20), paq./4 | 172128 | | 2.50 | |
| Second Appointment Laminated Place Mat Set (Version 8/20), pk./4 (Includes one Consultant Guide) | 172049 | | 2.00 | |
| Juego de manteles laminados para segunda cita (Versión 8/20), paq./4 (Incluye una Guia de consultora) | 172050 | | 2.00 | |
| Cosmetic Display Tray | 017364 | | 3.00 | |
| Customer Profile (Version 8/20), pk./30 | 179669 | | 1.25 | |
| Perfil de la cliente (Versión 8/20), paq./30 | 179670 | | 1.25 | |
| Party Tray Inserts (bilingual) (Version 8/20), pk./12 / Encartes para bandeja para fiestas (bilingüe) (Versión 8/20), paq./12 | 173194 | | 2.00 | |
| Disposable Trays, pk./30 | 128372 | | 2.25 | |
| Facial Cloths (Disposable), pk./30 | 149098 | | 2.25 | |
| Mesh Zip Bag (empty) | 033942 | | 1.00 | |
| Mirror With Tray (Includes base tray, mirror and mesh zip bag) | 128373 | | 5.50 | |
| Netted Body Sponge (White) | 070574 | | 1.00 | |
| Starter Kit Bag | 093244 | | 25.00 | |
| Spatulas, pk./24 | 400700 | | 1.00 | |

| | | | | |
|--|--------|--|------|--|
| Business Supplies: | | | | |
| Mary Kay® “enriching women’s lives®” Car Decal | 715000 | | .75 | |
| Mary Kay® Logo Pin | 997700 | | 2.25 | |
| Sales Tickets, pk./100 | 136138 | | 3.00 | |
| Recibos de ventas, paq./100 | 136139 | | 3.00 | |
| Product Packaging: | | | | |
| Mary Kay® Discover What You Love® Campaign | | | | |
| Large Plastic Shopping Bags, pk./50 | 075138 | | 5.50 | |
| Mary Kay® Discover What You Love® Campaign | | | | |
| Small Plastic Shopping Bags, pk./100 | 075139 | | 4.50 | |
| Subtotal Page 13 \$ | | | | |