

Preselected Mary Kay Color Cosmetic Choices



	Ivory Skin	Beige Skin	Bronze Skin
(eyes)			
COOL WASH	Sweet Pink	Sweet Pink Precious Pink	Sweet Pink Precious Pink
COOL CONTOUR	Dusty Lilac Denim Frost Blue Metal	Iris Denim Frost Sweet Plum	Iris Sweet Plum
COOL ACCENT	ALL SKIN TONES: Navy Blue		
NEUTRAL WASH	Spun silk Sweet Cream Crystalline Moonstone	Spun silk Sweet Cream Crystalline Moonstone	Spun silk Sweet Cream Hazelnut Moonstone
NEUTRAL CONTOUR	Hazelnut Chocolate Kiss Granite	Raisin Hazelnut Espresso Chocolate Kiss Granite	Granite Ivy Garden Espresso Raisin
NEUTRAL ACCENT	FOR ALL: Neutrals: Espresso, Coal		
WARM WASH	Honey Spice) Sweet Cream	Honey Spice Silky Caramel Lemon Grass	Honey Spice Silky Caramel
WARM CONTOUR	Silky Caramel Amber Blaze Golden Olive Lemon Grass	Sienna Amber Blaze Vintage Gold Golden Olive	Cinnabar Vintage Gold
WARM ACCENT	FOR ALL: Neutrals: Ivy Garden, Coal		
Cool Blush	Pink Petals Strawberry Cream	Strawberry Cream Cherry Blossom	Bold Berry Berry Brown
Neutral Blush	Sunny Spice	Shy Blush	Cinnamon Stick
Warm Blush	Use Sunny Spice or Shy Blush	Golden Copper Sparkling Cider	Use Cinnamon Stick or Golden Copper

	<i>Ivory Skin</i>	<i>Beige Skin</i>	<i>Bronze Skin</i>
COOL LIPS	Dusty Rose Pink Shimmer Paradise Pink Whipped Berries Pink Satin Frosted Rose	Apple Berry Berry Kiss Pink Melon Whipped Berries Hibiscus Pink Satin	Rich Fig Black Cherry Hibiscus Apple Berry
NEUTRAL LIPS	Apricot Glaze Shell Toffee Mocha Freeze Sheer Blush Tanned	Apricot Glaze Toffee Downtown Brown Amber Suede Raisenberry Nutmeg	Red Amber Suede Downtown Brown Rich Cocoa Nutmeg
WARM LIPS	Sunset Sweet Nectar Sunburst Amber Glow	Sunset Sunburst Gingerbread Golden	Gingerbread Bronzed Gingerbread

Some Do's and Don'ts

Do:

- ~ Be Flexible and Creative. Example: You can use a color listed under beige for an ivory --- it will just be more intense
- ~ Make up pre-designed looks on 3x5 cards --- it makes things so easy!
- ~ Use the third eye color (accent color) to line the eyes with
- ~ Use neutral Colors mixed with warm or cools on some of your 3x5 cards. Remember: you can mix neutral with everything
- ~ Offer an advanced glamour class where you will teach with eye and lip liner pencils and concealers and highlighters.

You will increase your bookings!!

- ~ Start a portfolio of Before and After Pictures
- ~ You can offer a Before and After Picture Model class and build your portfolio of different cosmetic looks ----

----More Bookings!!!!

Don't's:

- ~ Have your customers choose their own colors. It frustrates them & takes away your credibility. It makes the SCC way too long.
- ~ Use cranberry or red toned eye shadow as a liner. It makes the person's eyes look red.
- ~ Apply any colors to their face yourself. This is a teaching experience for them, and they will not learn to do it if they don't apply it themselves
- ~ Use dark blues or greens as a contour color. In most cases it is way too dramatic and difficult to blend. They work great as an accent color.