

RUNWAY BOLD

2016 FALL COLLECTION

\$25

LIMITED EDITION!



EYE COLOR PALETTE

Optically inspired by technical materials and modern metallics, our dramatic eye palette goes bold with high-dimension color.

MK

LIP LINER

Define lips with creamy, stay-put precision. Available in: Light Nude, Coral, Deep Nude, Rose, Berry, Red and Medium Nude

MK

NEW!



\$12

MK

LIMITED EDITION!



TIMEWISE AGE-FIGHTING LIP PRIMER

Combines age-fighting & priming benefits in one incredible product.

\$24

MK

NAIL LACQUER

Available in: Gold Is Bold, Blue Debut & Rosy Encore



LIMITED EDITION!

\$9.50 each

NEW!



\$18

MK

GEL SEMI-MATTE LIPSTICK

Lasting color clarity. Lip-cushioning gel comfort. Available in: Bashful You, Rich Truffle, Poppy Please, Powerful Pink, Mauve Moment, Crushed Berry, Always Apricot and Midnight Red

NEW!



TIMEWISE REPAIR REVEALING RADIANCE FACIAL PEEL

Thanks to the power of glycolic acid, skin's own natural renewal process is enhanced as younger-looking, more radiant skin is revealed.

\$65

MK

\$18

LIMITED EDITION!

MK

GEL LINER DUO

Sharp and stylish, a hint of gold or bronze along the lashlines gives you an artful look.

Available in: Gold, Bronze

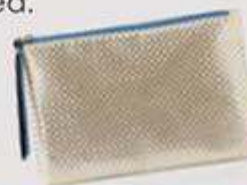


LIMITED EDITION!

MK

RUNWAY BOLD COLLECTION BAG

This exclusive runway-inspired collection bag is yours for \$5 when you purchase \$50 (excluding tax) in suggested retail products from the NEW limited-edition† Mary Kay Runway Bold Collection.



\$5

Fall 2016

EARLY ORDERING FORM

Sales Director Early Offer
Effective July 26 – Aug. 15, 2016

Preferred Customer ProgramSM
and Star Consultant Early Offer
Aug. 10 – 15, 2016

For participants who enrolled customers to receive the Fall 2016 issue of *The Look* and for participants who qualified as Star Consultants in the previous contest quarter.

Beauty Consultant Early Offer
Effective Aug. 15, 2016

Beauty Consultant Name _____

Beauty Consultant Number _____

Preferred Customer ProgramSM participants:

Check here if you enrolled June 16 – July 15, 2016, for customers to receive the Fall 2016 issue of *The Look*.

Star Consultant participants:

Check here if you qualified as a Star Consultant during the March 16 – June 15, 2016, contest quarter.

Ordering Guidelines

- The new promotional products are available **July 26 – Aug. 15, 2016**, to all Independent Sales Directors.
- The new promotional products are available **Aug. 10 – 15, 2016**, to Independent Beauty Consultants who enrolled in *The Look* for Fall 2016 via the *Preferred Customer ProgramSM* and for Beauty Consultants who qualified as Star Consultants in the previous contest quarter (March 16 – June 15, 2016).
- The new promotional products are available **Aug. 15, 2016**, to all Beauty Consultants.
- This early offer can be ordered separately or combined with a regular Section 1 order.**
- Your early offer discount will be determined by:
 - Your Earned Discount Privilege if you are active, **OR**
 - Your total Section 1 order.
- Early offer orders **will count** toward the \$450 suggested retail needed during the *Summer 2016* promotion to qualify for a 50% discount.
- Early offer orders also will count toward the Quarter 1 Star Consultant quarterly contest ending Sept. 15, 2016.

Placing Your Order

BY INTERNET: Go to marykayintouch.com.

BY TELEPHONE: 8:30 a.m. to 10 p.m. Central time, M – F, except holidays and the last business day of the month (July 29, 2016). A \$5 service charge will be added to all telephone orders. On July 29, 2016, Sales Directors may order from 8:30 a.m. to 7 p.m. Central time for a \$15 service charge. **Beauty Consultants call 800-272-9333, Option 1. Sales Directors call the Sales Director Contact Center, Option 1.**

BY MAIL:

- Sales Directors' orders must be postmarked July 26 – Aug. 15, 2016.
- Preferred Customer ProgramSM* and Star Consultant Early Offer participants' orders must be postmarked Aug. 10 – 15, 2016.
- All other orders must be postmarked on Aug. 15, 2016.

Section 1 – Products

NEW! Regular Line		PART NO.	QTY.	SUG. RETAIL	TOTAL
TimeWise Repair [®] Revealing Radiance™ Facial Peel		088997		65.00	
Mary Kay[®] Gel Semi-Matte Lipstick:					
Always Apricot	089644	Midnight Red	089646		18.00
Bashful You	089640	Poppy Please	089645		18.00
Crushed Berry	089647	Powerful Pink	089643		18.00
Maive Moment	089642	Rich Truffle	089641		18.00
NEW FORMULA! 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	—	—		12.00
MK High Intensity Ocean™ Cologne Spray		095123		42.00	

NEW! LTD. ED.![†] (while supplies last)

TimeWise [®] Age-Fighting Lip Primer		100876		24.00	
LTD. ED.1 Mary Kay[®] Runway Bold Collection:					
Mary Kay [®] Eye Color Palette: Rock the Runway		094836		25.00	
Mary Kay [®] Gel Eyeliner Duo: Dramatic Gold		094672		18.00	
Mary Kay [®] Nail Lacquer: Blue Debut		095237		9.50	
Gold Is Bold		095235		9.50	
Rosy Encore		095236		9.50	
MK High Intensity Ocean™ Hair and Body Wash		094679		20.00	

TOTAL FALL 2016 ORDER AT SUGGESTED RETAIL \$

Add total to Page 1, PAGE 1 TOTAL, of the May 16 Consultant order form.

LTD. ED.1[†] Purchase With Purchase (while supplies last)

With the purchase of \$50 in limited-edition [†] Mary Kay [®] Runway Bold Collection products, you can purchase the limited-edition [†] Mary Kay [®] Runway Bold Collection Bag for \$5.		098089		5.00	
With the purchase of the MK High Intensity Ocean™ Cologne Spray (095123) and the limited-edition [†] MK High Intensity Ocean™ Hair and Body Wash (094679), a total of \$62 suggested retail (excluding tax), you may purchase the limited-edition [†] MK High Intensity Ocean beach towel for \$5.		093761		5.00	

FIXED WHOLESALE TOTAL \$

Add total to Page 10, Line (D) Purchase-With-Purchase Total, of the May 16 Consultant order form.

Section 2 – Sales Aids

Promotional Items		PART NO.	QTY.	SUG. RETAIL	TOTAL
NEW! TimeWise Repair[®] Volu-Firm[®] Set Deluxe Mini (Includes Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30,* Night Treatment With Retinol and Eye Renewal Cream) (introductory price)		082782		12.00	
NEW! Mary Kay[®] Gel Semi-Matte Lipstick Sample, pk./8 (Contains all 8 shades)		093191		2.00	
NEW! Mary Kay[®] Mineral Cheek Color Sample, sheet of 18:					
Strawberry Cream	012982			2.00	
Sunny Spice	016245			2.00	
Golden Copper	012967			2.00	
NEW! Mary Kay[®] Lip Liner Sample, pk./6: Light Nude		098130		2.00	
Medium Nude	098131			2.00	
Deep Nude	098132			2.00	
NEW! MK High Intensity Ocean™ Cologne Spray Sample Cards, pk./12		094540		3.50	
REVISED! Beauty Book and Set Sheet Inserts (Version 8/16), pk./10 (inserts valid 8/16/16 – 9/30/16; new inserts available 10/1/16) (Instructor's Guide not included)		102601		2.25	
¡REVISADO! Libro de belleza y Hoja de juego de productos (Versión 8/16), pag./10 adjuntos válidos del 16/8/16 al 30/9/16; nuevos adjuntos disponibles el 1/10/16 (No incluye Guía de la instructora)		102602		2.25	
REVISED! Customer Profile (Version 8/16), pk./25		102730		1.25	
¡REVISADO! Perfil de la cliente (Versión 8/16), pag./25		102731		1.25	
REVISED! Steps to Success Career Path Brochures (Version 8/16), pk./5		099188		2.00	
¡REVISADO! Folletos de la trayectoria profesional Pasos al éxito (Versión 8/16), pag./5		099189		2.00	
REVISED! Ready, Set, Sell! Inventory Options for New Consultants Brochures (Version 8/16), pk./5		104094		2.00	
¡REVISADO! Folletos En sus marcas, listas ¡y a vender! Opciones de inventario para nuevas Consultoras (Versión 8/16), pag./5		104095		2.00	
NEW! The Look (Fall 2016), pk./10		094434		3.50	
¡NUEVO! La imagen (otoño 2016), pag./10		094435		3.50	
For Independent Sales Directors Only					
REVISED! Consultant Order Form (8/16/16 – 11/15/16)		000263		NC	

Total Section 2 at Cost \$

Add total to Page 12, PAGES 11 & 12 TOTAL, of the May 16 Consultant order form.

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

MARY KAY[®]

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**NOW STARRING
RED JACKETS!**



Team Leader



Sr. Consultants



Helen Castilaw
Sherrie Deets
Earline Gore
Shirley McWilliams
Katy Worden
Paula Jenkins
Carrie St. Cyr
*Wanda Watts



Gale Munro
Pertha Petersen
*Kristin Hill
Sharon Macon

Star Team Builder



Tracey Dean
Jennifer Taylor
Claudia Price
Felicia Cooke

Dalila Favela
JoAnn Salinas
*Lee Ann Ehlig
*Ereka Humphrey-McGinty
*Samantha Villalon
*Claudia Hasbun
*Melinda Ramirez
*Maria Hernandez (New)



Maria Barrientos
*Julie Franks
Francisca Bojorquez (New)

Maria DeLaRosa (1 to go)
Divinia Aragon
Cecilia Alavarez

**FOUR RED JACKETS IN
August ..ONE COULD BE YOU!**

Norine Lanman (1 to go)
Gail Stanart
Melody Caballero



Penny Wheelless
Nichole Jones

Vicki Haberman
Heather Lewis

Tammy Corley
Kenda Wilson

**4 New
Reds in
August**

Shirley McWilliams
Kathy Jones

***To become
ACTIVE you must
place a \$225
wholesale order**



Independent Sales Director

910 Shillington Drive
Katy, TX 77450
832-731-2428
hdekerlegand@marykay.com
www.unitnet.com/hdekerlegand



RED-IN-QUALIFICATION WITH
2 NEW ACTIVE OR QUALIFIED
TEAMMATES AND EARN THIS



August Embracelet



August 1 – 31
"Live By the Golden Rule"

Order \$600 ws in August to qualify for the
"Live by the Golden Rule" Embracelet from Mary Kay!

Thank you for being on our WINNING TEAM!!
YOU are the reason for our SUCCESS!