

Recommendations for Initial Order

BEST-SELLING Mary Kay Products (Section 1)

Note: Ready, Set, Sell bonus is based on Section 1 wholesale product total only.

- ❖ Eyeliner in Black \$12
- ❖ Ultimate Mascara in Black \$15
- ❖ Lash Love Mascara in Black \$15
- ❖ TimeWise 3-in-1 Cleanser \$18
- ❖ TimeWise Age-Fighting Moisturizer \$22
- ❖ Oil-Free Eye Makeup Remover \$15
- ❖ Firming Eye Cream \$30
- ❖ Foundation Primer with SPF 15 \$16



OTHER ITEMS to Consider (Section 2)

Rule of Thumb: Section 2 should be no greater than 5% of Section 1 order.

- ❖ PROMO (Brochures/Post Cards): **The Look** catalog \$3.50 for pack of 10
- ❖ SUPPLIES/PACKAGING (Product Packaging ~ Mary Kay Bags):
 - **Small Plastic Shopping Bag** \$4.50 for pack of 100
 - **Large Plastic Shopping Bag** \$5.50 for pack of 50

PRODUCT SAMPLERS to go with color cards for glamour parties (\$8.50 for all):

- ❖ **Eyeliner samples** (6 in a pack): Black, Violet Ink
- ❖ **Lip Liner samples** (6 in a pack): Neutral, Plum
- ❖ **Lip Gloss samples** (6 in a pack): Cream & Sugar, Pink Luster

YOUR INITIAL ORDER SHOULD CONSIST OF:

1. Products that your *customers* want.
2. Products that *your household* uses (switch over from other brands to MK).
3. Additional products you want to have on hand to *demo with* (ex: Satin Lips Set, Firming Eye Cream).
4. Then “fluff up” your order to the level you want with Best Selling Items and more.

To order go to: www.marykayintouch.com

- Log In with your consultant number and password.
- Click button in the middle of the home screen
or go to “Ordering” tab and down to “Online Ordering” then to “Create a New Cosmetic Order” and follow prompts. --You can save this order and build upon it.
- Order **MUST** be over \$400 Retail before the 50% discount kicks in.

