

Organize Your Foundations

Using the Robert Jones Conversion & Undertones chart, label the foundation on the cap & on back of tubes. (Buy stickers from Wal-Mart in the business section). Pink = pink undertone, Yellow = yellow undertone, Green = olive undertone, Orange = golden orange undertone. Label your tubes in 2 places: on the end of the cap and on the back of the tube as pictured. If your caps get separated from your tubes, you will be able to match them up again. Order 3 mesh bags from Mary Kay to organize your tubes by Ivory, Beige & Bronze in TimeWise Matte-Wear Liquid Foundation.



Mary Kay Order Form
Section 2
Supplies/Packaging
Mesh Zip Bag (empty)

Select the Correct Foundation Color for your Customer

By looking at your customer, guess if she is ivory, beige or bronze. Pick the 2 mesh bags that most closely corresponds to your guess. This will eliminate 1 bag which you can set aside. Ask customer if she burns easily or tans easily. Pink undertones burn easily, yellow/olive undertones tan easily. Do a 3 stripe test on her jawline using a q-tip to try 3 shades of the same undertone family that you think will most closely match. If you want to test another undertone family, use her opposite jawline. The shade that disappears is the correct color. You can demo the liquid foundation and use your Total Conversion Chart to determine the comparable color in a different type of foundation.



MARY KAY

Tip: Use the undertone chart to determine one shade lighter or darker. You want to choose one from the same undertone family. One shade darker than Ivory 7 would be Beige 3. They are both pink undertones.