

# Mary Kay Lipstick-Liner-Gloss Matching Chart

	Mary Kay Crème Lipstick	Mary Kay Lip Liner	NouriShine Plus Lip Gloss
BERRIES	Apple Berry	Plum, Clear	Berry Tart, Red Passion
	Berry Kiss	Soft Blush, Spiced Tea, Clear	Berry Tart, Red Passion
	Black Cherry	Plum, Clear	Berry Tart, Red Passion
	Boysenberry	Plum, Clear	Berry Tart, Beach Bronze
	Fuchsia	Plum, Clear	Berry Tart
	Merlot	Plum	Beach Bronze
	Rich Fig	Plum, Clear	Icicle, Berry Tart
	Whipped Berries	Plum, Clear	Berry Tart
CHOCOLATES	Amber Glow	Chocolate, Clear, Spiced Tea, Caramel	Rich Spice, Pink Luster, Fancy Nancy
	Amber Suede	Chocolate, Dark Chocolate, Cappuccino	Beach Bronze, Berry Tart, Rock 'n' Red
	Bronzed	Chocolate, Dark Chocolate	Beach Bronze, Rich Spice
	Downtown Brown	Dark Chocolate, Cappuccino	Beach Bronze, Rich Spice
	Gingerbread	Spiced Tea, Chocolate, Caramel	Beach Bronze, Rich Spice
	Hot Mocha	Spiced Tea, Chocolate, Caramel	Beach Bronze, Rich Spice
	Nutmeg	Dark Chocolate, Cappuccino	Beach Bronze, Icicle, Berry Tart
METALS	Copper Star	Spiced Tea, Chocolate, Caramel	Beach Bronze, Rich Spice
	Mocha Freeze	Chocolate, Cappuccino	Beach Bronze, Rich Spice, Berry Tart
	Pink Shimmer	Spiced Tea, Plum, Soft Blush	Pink Parfait, Berry Tart, Pink Luster, Pink Sateen
	Sheer Blush	Plum, Clear	Fancy Nancy, Pink Luster, Berry Tart
	Sunlit Sand	Caramel, Dark Chocolate, Cappuccino, Spiced Tea	Bronze, Rich Spice
NEUTRALS	Apricot Glaze	Neural, Chocolate, Caramel	Cream & Sugar, Fancy Nancy, Mango Tango, Au Naturel
	Frosted Rose	Spiced Tea, Plum, Soft Blush	Pink Parfait, Berry Tart, Pink Luster, Pink Sateen
	Maple	Spiced Tea, Neutral, Chocolate, Caramel	Icicle, Beach Bronze, Rich Spice, Café au Lait
	Rasinberry	Dark Chocolate, Plum	Berry Sparkle, Berry Tart
	Shell	Neutral, Soft Blush, Caramel	Icicle, Beach Bronze, Pink Parfait, Pink Luster, Café au Lait
	Toffee	Neutral, Chocolate, Caramel	Rich Spice, Beach Bronze, Café au Lait
	Whisper	Neutral, Cappuccino, Spiced Tea	Icicle, Cream & Sugar, Café au Lait
PINKS	Dusty Rose	Neutral, Soft Blush, Caramel	Pink Parfait, Beach Bronze, Pink Sateen
	Hibiscus	Plum, Clear	Cream & Sugar, Berry Tart
	Pink Passion	Soft Blush, Raspberry	Icicle, Berry Tart, Fancy Nancy, Pink Sateen
	Pink Satin	Spiced Blush, Spiced Tea	Cream & Sugar, Pink Parfait, Pink Luster, Pink Sateen
REDS	Blaze	Chocolate, Plum	Berry Tart, Icicle, Beach Bronze
	Midnight Red	Neutral, Plum, Caramel	Rich Spice, Berry Tart, Beach Bronze
	Really Red	Clear, Chocolate	Rock 'n' Red, Beach Bronze
	Red	Plum, Chocolate	Icicle, Beach Bronze, Rock 'n' Red
TAWNIES	Icy Peach	Clear, Chocolate, Spiced Tea	Au Natural, Icicle, Mango Tango, Beach Bronze
	Sunny Citrus	Chocolate, Clear, Spiced Tea	Mango Tango, Icicle, Au Naturel
	Sunset	Chocolate, Clear, Spiced Tea	Mango Tango, Icicle, Au Naturel, Rock 'n' Red
	Sweet Nectar	Neutral, Clear, Spiced Tea	Mango Tango, Beach Bronze, Fancy Nancy

# True Dimensions Lipstick-Liner-Gloss Matching Chart

True Dimensions Lipstick	Mary Kay Lip Liner	NouriShine Plus Lip Gloss
Color Me Coral	Soft Blush	Fancy Nancy, Mango Tango, Beach Bronze, Cream and Sugar
Firecracker	Chocolate, Plum	Rock 'n' Red, Beach Bronze, Cream and Sugar
Mystic Plum	Plum, Soft Blush	Berry Tart, Café au Lait
Natural Beauté	Neutral, Soft Blush, Spiced Tea	Café au Lait, Pink Sateen, Fancy Nancy
Pink Chérie	Soft Blush	Pink Sateen
Rosette	Soft Blush, Plum	Pink Sateen, Berry Tart, Pink Luster
Sienna Brûlée	Neutral, Chocolate	Café au Lait, Rich Spice, Au Naturel
Sizzling Red	Spiced Tea, Chocolate, Neutral	Red Passion, Cream & Sugar
Spice 'n' Nice	Chocolate, Spiced Tea	Rich Spice, Café au Lait
Wild About Pink	Soft Blush	Pink Sateen, Pink Parfait, Cream & Sugar

## Lip Tips

- ◇ If a customer is not totally happy with her lip color ask how she would like to change the shade. If she wants it lighter and with shimmer, try Cream & Sugar or Beach Bronze gloss to tone it down. If she wants it softer, add Au Naturel. If she wants to preserve the lipstick color she can use Icicle gloss or choose the gloss shade that is closest to the shade of lipstick. Au Naturel will add warmth. Rich Spice will make the lipstick darker. Ask questions before choosing a gloss.
- ◇ There are a couple thoughts on choosing liner. A customer may want to choose the liner that is closest to her natural lip color while another may want to choose a shade that is close to the lipstick color. Still others may choose a shade that is slightly darker. Ask questions to learn what she is looking for.
- ◇ When choosing a lipstick shade for a customer who wants help in making a decision, consider starting with a color that is one to two shades darker than her lips.
- ◇ If you want the lipstick to look like it does in the tube, apply concealer to your lips first.
- ◇ For plump fuller lips, line just outside the lip.
- ◇ Choose to play up the eyes or the mouth, not both.
- ◇ To keep from making a mess with gloss, apply it just the center of the lips. It will move to cover your lips.
- ◇ To keep lipstick off a drinking glass, discreetly lick your lips before taking a drink.
- ◇ When not wearing lip stick, line your lips and fill them in before applying gloss to give the gloss something to stick to.
- ◇ Keep lipstick off your teeth by popping your index finger in your mouth and pulling it out with your lips on your finger. It will remove the excess lipstick.
- ◇ The older you are the more likely that creamy lipsticks will look best on you instead of shimmer or matte.
- ◇ Orange, brown, and coral make lips look more yellow. To downplay a yellow cast to teeth, choose a bluish shade such as wine, berry, pink, or violet.
- ◇ If your lipstick breaks, don't throw it out. You can take the broken piece and heat the bottom of it with a lit match or hair dryer until slightly melted. Then put in the tube and stick in the refrigerator, uncovered for thirty minutes.
- ◇ When you think that your lipstick is empty, use a lip brush to use the rest of it that is down in the tube.