

Price Changes

Effective with the Aug. 16 Consultant Order Form.

“Mary Kay is initiating price adjustments on several products in its efforts to offer quality products using the latest ingredients and scientific technologies while keeping prices competitive in the marketplace. “The cost of goods has climbed steadily, and we must pass along some of these increases,” says Sara Friedman, Vice President, U.S. Marketing. “Mary Kay is poised to remain a top contender on the beauty forefront. The independent sales force can count on the company to deliver advanced skin care as well as on-trend color, fragrance and body care.”

Sara says now may be a great time to give your customers a chance to purchase Mary Kay® products at today’s prices as well as stocking up yourself. And remember, once the new prices are effective, it could mean more potential for you.” - MK e-catalog

Product	Current	New
MKMen® Cooling After-Shave Gel	\$14	\$15
Mary Kay® Oil Mattifier	\$15	\$16
Mary Kay® Mineral Powder Foundation	\$18	\$20
Mary Kay® Medium-Coverage Foundation	\$15	\$18
Mary Kay® Creme-to-Powder Foundation	\$14	\$18
TimeWise® Matte-Wear® Liquid Foundation	\$20	\$22
TimeWise® Luminous-Wear® Liquid Foundation	\$20	\$22
Mary Kay® Concealer	\$10	\$12
Mary Kay® Compact*	\$18	\$19
Mary Kay® Compact Mini**	\$16	\$17
Cosmetic Sponges	\$2.50, pk./two	\$3, pk./two
Mary Kay® Lash & Brow Building Serum®	\$38	\$36
Mary Kay® Brow Definer Pencil	\$10	\$11
Mechanical Mary Kay® Brow Liner	\$10	\$11
Thinking of You® Eau de Parfum	\$30	\$32
MK High Intensity™ Cologne Spray	\$38	\$40
Mint Bliss™ Energizing Lotion for Feet & Legs	\$10	\$11
Section 2		
Mary Kay® Ultimate Mascara™ Sampler, pk./6	\$2.25	\$2.75