

# One, Two, Free!

Winter's still with us, so there's no better time to offer your customers extra hydration products! From Feb. 15 – March 15, buy two of either extra hydration moisturizers and get one of the **same formula free with any \$200 or more wholesale Section 1 order. Smooth!**

*Limit 13 free moisturizers per Independent Beauty Consultant.*



## Returning Favorites Coming This Summer!

Great news! Returning favorites of MK Signature™ Lip Liner in Dark Chocolate and Dark Berry will make their debut in June 2007! Also joining the pout clout is a great new shade: Cinnamon! You'll want to be sure to let your customers know that these fabulous shades are coming soon!

## 7 in '07 Team-Building Challenge: It's All in the Numbers

You build your business on sound principles, so why not build your team on a winning equation? Just add at least seven qualified\* new personal team members from Jan. 1 through June 30, 2007, and you'll receive a name badge ribbon and onstage recognition at Seminar 2007. But that's not all. You'll also receive a beautiful bee pin featuring multicolored stones that will sparkle aplenty under all those stage lights. It all adds up to success!



\*For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted during the contest period.

## BizBuilders Bonuses!

Free products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Feb. 16 – March 15.

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® 3-In-1 Cleansing Bar	\$18
\$1,200 sugg. retail/ \$600 wholesale	1 TimeWise® 3-In-1 Cleansing Bar 1 TimeWise® Targeted-Action™ Line Reducer	\$58
\$1,600 sugg. retail/ \$800 wholesale	2 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit	\$76
\$2,400 sugg. retail/ \$1,200 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit	\$94
\$3,600 sugg. retail/ \$1,800 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 1 Travel Roll-Up Bag	\$94
\$4,800 sugg. retail/ \$2,400 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 2 Travel Roll-Up Bags	\$94
\$6,000 sugg. retail/ \$3,000 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 3 Travel Roll-Up Bags	\$94
\$7,200 sugg. retail/ \$3,600 wholesale	3 TimeWise® 3-In-1 Cleansing Bars 1 TimeWise® Targeted-Action™ Line Reducer 1 Mary Kay® Beauty Fix Kit 4 Travel Roll-Up Bags	\$94

Although these BizBuilder Bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the *Ready, Set, Sell!* product bonuses. See the January issue of *Applause*® magazine for the current *Ready, Set, Sell!* bonus values and the *Ready, Set, Sell!* brochure for additional details.

\*Independent Beauty Consultants will receive Seminar contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

\*\*Tax is required on the suggested retail value of Section 1 products. Add applicable bonus value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.