

Holiday Sale and Open House Time Line!

Instructions - Set Your Open House and work backwards!

Days in Advance of Open House	Example	MY Dates	Task
35-25 Days	Sept 27- Oct 7		Invitation Prep 1. Write your appreciation letter 2. Get your customer list together. 3. Print address Labels 4. Print Copies of letter 5. Update sales sheet
24 days prior	Oct. 8		Mail out Holiday Sale letter w/ Sales Sheet
23 days prior	Oct. 9		Send an email/Ecard out to remind everyone to check their mail for the sale letter. Post on FB/Instagram "happy Mail on it's Way!"
12 days prior	Oct. 20		Send an email/social media message Reminder that the Deadline for Sale is Oct 21st. All orders from sale must be received and pre-ordered.
11 days prior	Oct. 21		Process ALL orders, CC's Venmo, Cash App, and deposit all checks. Mail out Postcards.
10 days prior	Oct. 22		All product needed to be ordered to fill sales must be ordered from Mary Kay so it arrives in time for the Open House.
9 days prior	Oct. 23		Send email & Social Media blast to let everyone know about their special Customer Appreciation card in the mail!
8 - 2 days prior	Oct. 24- 30		Call ALL Customers to make sure they received the postcard and talk up the Open House.
Open House	Nov. 1-3		Holiday Open House is HERE! Have your customer orders packaged up beautifully and ready to go. Have Datebook for December Holiday Appointments.



2019 Annual Holiday Sale and Open House

My favorite time of the year is approaching... my Annual Holiday Sale AND Open House! This is my Thank You for being such an incredible customer! I am tickled pink about both of these events and can't wait to see you at the Holiday open House!! The HOW TOs & DETAILS are explained in this letter but if you have any questions, please feel free to contact me!

FIRST comes the **Holiday Sale**!! The Holiday Sale is full of lots of jolly deals including 20% - 30% OFF and exclusive "Last Chance – First Come/First Serve Items" at 50% OFF!! Included with this letter are the special price list and an order form for this special Holiday Sale. Just decide on the items you *want* or *need* to stock up on. Then place your order! Enclosed is a price list and order form exclusively for these events! Place your order by;

Call/Text:

Email:

Website:

Pay for your order by;

All orders must be received and PAID in FULL by Saturday, October 21st to receive the special Holiday Sale pricing. Any orders received after October 21st or needed before November 1st will be sold at the regular price. Then comes the....

Holiday Open House!

Sparkle Studio

330 Genesis Blvd. Suite A,

Webster, TX 77598

Friday, Nov. 1st 4 – 8pm,

Saturday, Nov. 2nd 10 – 2pm,

Sunday, Nov 3rd 1 – 4pm

This year, I will be hosting three Holiday Open House Events! This is when you pick up your pre-paid order and I get to personally love on you! Because of these excellent savings, all Pre-Paid Sale Orders must be picked up at my Holiday Open House Event. I promise, you don't want to miss it!! We will have a fun "Scavenger Hunt" (It's really a try new product hunt!). By trying all the products you will be entered into a drawing to win "all the gifts under the Christmas Tree"! So come join me for some holiday fun while you shop for Holiday gifts, and stocking stuffers, or items you've been wishing for! A secret tip from me to you... This year's "IT" gifts are the Limited Edition Ultra Stay Lip Lacquer Kit and "Mad about Masking" gift set, and the NEW! Sonic Skinvigorate Brush! You've got to see it to believe it! Plus, I will have my 50% off discount basket. I will also have an amazing collection of lovely gift-giving products for both men and women! I would be happy to wrap special gifts for the ones you love or just want to give a special Thank You gift to!

When you come, feel free to bring someone along who does not currently have a Mary Kay Consultant. In fact, if your guest makes a purchase during my Holiday Open House, I will have a special gift for you and your guest!

Out-of-town customers – You will still place and submit payment for your orders as described above. Then your order will be processed and shipped promptly. FREE Shipping as always!

Mary Kay Holiday Sale Prices

Product	Regular	Sale	Product	Regular	Sale
SKIN CARE: 25% OFF!			CUSTOMIZED SKIN CARE 20%		
TW Miracle Set 3D	110.00	82.50	Indulge Soothing Eye Gel	16.00	12.80
Age Minimize 3D 4-in-1 Cleanser	24.00	18.00	Oil-Free Eye Makeup Remover	17.00	13.60
3-in-1 Cleansing Bar	20.00	15.00	Satin Lips Set	22.00	17.60
Age Minimize 3D Day Cream	32.00	24.00	Satin Lips Shea Sugar Scrub	12.00	9.60
Age Minimize 3D Night Cream	32.00	24.00	Satin Lips Butter Balm	12.00	9.60
Age Minimize 3D Eye Cream	36.00	27.00	Beauty Blotters Oil-Absorbing	6.00	4.80
			Extra Emollient Night Cream	15.00	12.00
Time Wise Repair Volu-firm Set	205.00	153.7	Intense Moisturizing Cream	32.00	25.60
Volu-Firm Foaming Cleanser	28.00	21.00	Oil-Free Hydrating Gel	32.00	25.60
Volu-Firm Day Cream with SPF 30	52.00	39.00	Facial Cleansing Cloths pkg. 30	18.00	14.40
Volu-Firm Night Treatment with Retinol	52.00	39.00	Oil Mattifier	18.00	14.40
Volu-Firm Advanced Lifting Serum - NEW	70.00	52.50			
Volu-Firm Eye Renewal Treatment	42.00	31.50	BODY CARE 30% OFF!		
Volu-Fill Deep Wrinkle Filler	48.00	36.00	Satin Body Revitalizing Shea	18.00	12.60
Revealing Radiance Facial Peel	65.00	48.75	Satin Body Indulgent Shea Wash	18.00	12.60
Lifting Bio-Cellulose Mask pkg. 4	70.00	52.50	Satin Body Silkening Body Lotion	18.00	12.60
			2-in-1 Body Wash & Shave	16.00	11.20
Botanical Effects Regimen - NEW	54.00	40.50	Hydrating Lotion	16.00	11.20
Botanical Effects Cleansing Gel	18.00	13.50	Mint Bliss Energizing Lotion for	11.00	7.70
Botanical Effects Refreshing Toner	18.00	13.50	Satin Hands Set	36.00	25.20
Botanical Effects Moisturizing Gel	18.00	13.50	Satin Hands Nourishing Shea	12.00	8.40
Botanical Effects Invigorating Scrub	18.00	13.50			
			SUN CARE 25% OFF!		
Naturally Skin Care Set	136.00	102.0	Lip Protector SPF 15	10.00	7.50
Naturally Purifying Cleanser	26.00	19.50	Sunscreen SPF 50	20.00	15.00
Naturally Exfoliating Powder	34.00	25.50			
Naturally Nourishing Oil	48.00	36.00	FRAGRANCES 30% OFF		
Naturally Moisturizing Stick	28.00	21.00	WOMEN'S FRAGRANCES		
			Belara Eau de Parfum	38.00	26.60
Clear Proof Acne System Set	45.00	33.75	Bella Belara Eau de Parfum	38.00	26.60
Clear Proof Clarifying Cleansing Gel	16.00	12.00	Cityscape Eau de Parfum	50.00	35.00
Clear Proof Blemish Control Tonner	15.00	11.25	Enchanted Wish Eau de Parfum	36.00	25.20
Clear Proof Acxne Treatment Gel	10.00	7.50	Forever Diamonds Eau de	40.00	28.00
Clear Proof Pore Purifying Serum	18.00	13.50	Live Fearlessly Eau de Parfum	44.00	30.80
Clear Proof Oil-Free Moisturizer	17.00	12.75	Thinking of Love Eau de Parfum	32.00	22.40
Clear Proof Charcoal Mask	24.00	18.00	Thinking of You Eau de Parfum	32.00	22.40
			MEN'S FRAGRANCES		
MK Men Skin Care Regimen	81.00	60.75	Cityscape Cologne Spray	50.00	35.00
Daily Facial Wash	16.00	12.00	Domain Cologne Spray	38.00	26.60
Shave Foam	14.00	10.50	High Intensity Cologne Spray	40.00	28.00
Cooling After-Shave Gel	16.00	12.00	High Intensity Ocean Cologne	42.00	29.40
Advanced Facial Hydrator SPF 30	25.00	18.75	High Intensity Sport Cologne	42.00	29.40
Advanced Eye Cream	26.00	19.50	True Original Cologne Spray	36.00	25.20

Mary Kay Holiday Sale Prices (Cont)

Product	Regular	Sale	Product	Regular	Sale
BODY CARE 30% OFF!			BEAUTY TOOLS 20% OFF!		
Satin Body Revitalizing Shea Scrub	18.00	12.60	Skinvigate Sonic Skin Care System	75.00	60.00
Satin Body Indulgent Shea Wash	18.00	12.60	Skinvigate Sonic Cleansing Brush	20.00	16.00
Satin Body Silkening Body Lotion	18.00	12.60	Skinvigate Sonic Facial Massage	25.00	20.00
2-in-1 Body Wash & Shave	16.00	11.20	Pro Palette	25.00	20.00
Hydrating Lotion	16.00	11.20	Perfect Palette	18.00	14.40
Mint Bliss Energizing Lotion for Feet & Legs	11.00	7.70	Palette Powder Brush	4.50	3.60
Satin Hands Set	36.00	25.20	Palette Cheek Brush	2.00	1.60
Satin Hands Nourishing Shea Cream	12.00	8.40	Eye Sponges, pk. 2	2.50	2.00
			Cosmetic Sponges pk. 2	4.00	3.20
SUN CARE 25% OFF!			Blending Sponge	12.00	9.60
Lip Protector SPF 15	10.00	7.50	Blending Brush	16.00	12.80
Sunscreen SPF 50	20.00	15.00	Essential Brush Collection	55.00	44.00
			Liquid Foundation Brush	14.00	11.20
FLAWLESS FACE 20% OFF!			Powder Foundation Brush	14.00	11.20
Foundation Primer SPF 15	20.00	16.00	Cream Color Brush	12.00	9.60
Undereye Corrector	16.00	12.80	Eyebrow/Eyeline Brush	10.00	8.00
Perfecting Concealer	16.00	12.80	All-Over Powder Brush	16.00	12.80
Makeup Finishing Spray by Skindinavia	18.00	14.40	Cheek Brush	14.00	11.20
CC Cream SPF 15	22.00	17.60	Eye Crease Brush	12.00	9.60
TimeWise Matte 3D Foundation	25.00	20.00	All-Over Eye Shadow Brush	12.00	9.60
TimeWise Luminous 3D Foundation	25.00	20.00	Eye Smudger Brush	12.00	9.60
Crème-to-Powder Foundation	18.00	14.40	Brush Cleaner	10.00	8.00
Mineral Powder Foundation	20.00	16.00	Travel Roll-up Bag	35.00	28.00
Sheer Mineral Pressed Powder	16.00	12.80			
Translucent Loose Powder	16.00	12.80			
			LAST CHANCE ITEMS 50% OFF		
COLOR COSMETICS 25%			LIMITED AVAILABILITY—WHILE SUPPLIES LAST		
Chromafusion Blush	14.00	10.50	Skinvigate Cleansing Brush	50.00	25.00
Chromafusion Contour	14.00	10.50	Skinvigate Replacement Brushes	15.00	7.50
Chromafusion Highlighter	14.00	10.50	Compact Mini	17.00	8.50
Chromafusion Eye Shadow	8.00	6.40	Compact with place for lip gloss	19.00	9.50
Cream Eye Color	14.00	10.50	Eyelash Curler	12.00	6.00
Eye Primer	12.00	9.00	Eye Brushes set of 3	25.00	12.50
Eyeline	12.00	9.00	Liquid Foundation Brush	10.00	5.00
Gel Eyeline with Expandable Brush	18.00	13.50	Luminous Wear Liquid Foundation	22.00	11.00
Liquid Eyeline Pen	16.00	12.00	Matte Wear Liquid Foundation	22.00	11.00
Lash & Brow Building Serum	36.00	27.00	Mineral Cheek Colors	12.00	6.00
Lash Primer	15.00	11.25	Mineral Cheek Color/Highlighter Duo	18.00	9.00
Lash Love, Lengthening & Waterproof	15.00	11.25	Mineral Eye Colors	8.00	4.00
Ultimate Mascara	15.00	11.25	Lip Tint (Magenta, Coral, & Flora)	18.00	9.00
Lash Intensity Mascara	18.00	13.50	Bronzing Powder Light to Medium	18.00	9.00
Volumizing Brow Tint	14.00	10.50	Brow Definer Pencil - Classic Blonde	11.00	5.50
Precision Brow Liner	14.00	10.50	Shower Gels	14.00	7.00
Brow Definer Pencil—Classic Blonde	11.00	8.25	Sun Care After-Sun Replenishing Gel	15.00	7.50
Lip Liner	12.00	9.00	Sun Care Subtle Tanning Lotion	18.00	9.00
NouriShine Lip Gloss	15.00	11.25			
Lipsticks	18.00	13.50			



Qty. **Limited-Edition* Mary Kay Ultra Stay™ Lip Lacquer Kit, \$39**
 Innovative, two-step, color-locking technology for outstanding color in a single quick-drying swipe. Kit includes lip lacquer (in the shade of your choice), lip lacquer sealer and lip lacquer eraser.

- Cherry PART NO. 143194
- Plum PART NO. 143196
- Rose PART NO. 143197



Qty. **Limited-Edition* Mary Kay Mad About Masking™ Mask Pod Gift Set, \$25, pk./4**

Enjoy four playful facial masks for very merry masking experiences! Includes Miss Pore-Fact™, Energy Queen™, Lady Serenity™ and Dewy Gal™ single-use mask pods.

PART NO. 138559

New! Holiday exclusives



Gift with purchase!

Qty. **Mint Bliss™ Energizing Lotion for Feet & Legs, \$11**

Rock these socks for FREE* with the purchase of Mint Bliss™ Energizing Lotion for Feet & Legs.

PART NO. 125872

Qty. **Mary Kay® Mask Applicator, \$12**

Maximize your masking sessions with mess-free application and less product waste.

PART NO. 135951



Qty. **Limited-Edition* Mary Kay® Fragrance Travel Spray, \$22 each**

Includes your choice of eau de parfum fragrances:

- Cityscape® PART NO. 143127
- Live Fearlessly® PART NO. 143128
- Forever Diamonds® PART NO. 143129



Qty. **Limited-Edition* Holiday Gift Box Set, \$6, pk./3**

Three blissfully branded Mary Kay® boxes come in different shapes and sizes to make unwrapping gifts a joyful experience.

PART NO. 154911

Qty. **Limited-Edition* Cityscape® Silkening Dry Oil, \$20**

Leave your skin soft and glowing, rejuvenating the senses and giving skin a hydrated, luxurious feel.

PART NO. 143281

Qty. **Limited-Edition* Be Delighted® Body Mousse, \$16**

Nourish your skin, leaving it feeling soft and velvety smooth.

PART NO. 142954



More Mary Kay® Products to LOVE
LET ME KNOW WHAT YOU CAN'T LIVE WITHOUT!

PRODUCT	PRICE	QUANTITY
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
name _____	email _____	
phone _____	birthday _____	

*Available while supplies last. *Available from participating Independent Beauty Consultants only, while supplies last. All prices are suggested retail.