## VVhat's your mini?

MARY KAY

To help your customer find out which FREE\* Deluxe Mini she should get with her purchase of \$40 (excluding tax) or more of *Mary Kay*® products, follow these quick, easy steps.

- 1. Lay out each card with the question side facing up.
- 2. Have your customer answer "yes" or "no" to each question.
- 3. The card with the most "yes" answers is the Deluxe Mini she should get.
- 4. Suggest the *Mary Kay*® products that correspond with her Deluxe Mini.

Don't worry if there is a tie. This just means you have more Deluxe Minis to offer her in the future! Visit Product Central on Mary Kay InTouch® for more information.

<sup>\*</sup>Available through participating Independent Beauty Consultants only and while supplies last

## Do you ...

- 1. Love wearing fun eye looks?
- 2. Like to remove your makeup quickly?
- 3. Have sensitive eyes or wear contact lenses?

If you answered "yes" to 2 out of 3 questions. ...

## Your mini is the **Deluxe**Mini Mary Kay® Oil-Free Eye Makeup Remover.

This much-loved product gently removes eye makeup, including waterproof mascara, without tugging or pulling the delicate skin in the eye area. It is suitable for contact lens wearers, sensitive skin and sensitive eyes. The formula does not leave skin feeling greasy.

## More Products You'll Love Lash Love® Mascara Mary Kay® Mineral Eye Color Mary Kay® Eyeliner Mary Kay® Cream Eye Color

