Night and Day

The diagrams below clearly illustrate the recommended application for TimeWise® Age-Fighting Eye Cream and the new MK Signature™ Eye Primer*. Keep this sheet handy for future reference.

MORNING

2 Primer

1 Eye Cream

1 Apply TimeWise® Age-Fighting Eye Cream under lower lashes, then up toward outer corner. **2** Apply MK Signature™ Eye Primer* to the eyelids and browbone.

EVENING

1 Eye Cream

1 Eye Cream

1 Apply TimeWise® Age-Fighting Eye Cream as indicated at left and also along the browbone.

Order of Application

Here is a handy application guide for your morning and evening skin care routine. More than likely, you will not use all of these products. Simply identify the products that you do use and apply them in the following order.

Morning Routine:

☐ TimeWise® 3-In-1 Cleanser or TimeWise® 3-In-1 Cleansing Bar
☐ Acne Treatment** Products
☐ Day Solution With Sunscreen SPF 15**
☐ Sun Essentials® Sunblocks** or Daily Protection Moisturizer With Sunscreen SPF 15**
☐ TimeWise® Age-Fighting Moisturizer (or TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15**)
☐ Additional Moisturizers (Intense Moisturizing Cream, Oil-Free Hydrating Gel or Advanced Moisture Renewal® Treatment Cream)
☐ Oil Control Lotion and/or Oil Mattifier
☐ Satin Lips® (mask and balm)
☐ Indulge™ Soothing Eye Mask
☐ TimeWise® Age-Fighting Eye Cream
☐ Concealer
☐ Foundation
☐ MK Signature™ Eye Primer*
☐ Powder
☐ Color Cosmetics

Evening Routine:

☐ Oil-Free Eye Makeup Remover
☐ TimeWise® 3-In-1 Cleanser or TimeWise® 3-In-1 Cleansing Bar
☐ Acne Treatment** Products
☐ Night Solution
☐ TimeWise® Age-Fighting Moisturizer
☐ Additional Moisturizers (Intense Moisturizing Cream, Oil-Free Hydrating Gel, Advanced Moisture Renewal® Treatment Cream or Extra Emollient Night Cream)
☐ Satin Lips® (mask and balm)
☐ Indulge™ Soothing Eye Mask
☐ TimeWise® Age-Fighting Eye Cream

MARY KAY®

*Available June 16   **Over-the-counter drug product

Robert Jones Notes

I. Eye Shadows
- Mary Kay uses the purest pigment any company can buy. If someone is experiencing redness and itching, she has an allergic reaction to the red dye in the shadow. She should switch from purple, burgundy and red-brown based shadow colors.
- Cotton Candy, Sheer Pink, Crystalline, and Sugar Plum are all frost colors. Women with fine lines in their eyelids should NOT wear frosted colors. These give you an opaque coverage which can collect in the fine lines and enhance them. They can wear Shimmer colors (like Eyesicles) because the shimmer gives a sheer, not opaque, coverage and won't enhance fine lines.
- Matte colors are flat. Satin colors are more sheer than matte but have no shimmer. One shade of eye shadow should always be a Matte shade. Never use 3 shimmers or 3 frosts at the same time.
- Our formula can be used wet or dry. When using it wet, be sure to wet the applicator and not the shadow. However, blending on the eye is easier if the shadow is dry.
- *Where everyone can wear warm shades, very few people can wear cool shades. Cool tones will make people look older.*
- *Eye make-up does not have to match clothing. Both clothing and make-up are designed for you – not for each other!*

II. Blush
- Purpose and goal for blush is to add color to the face and brighten the face.
- We have specific colors for specific skin tones – Ebony and Bronze Skin blushes: Eggplant, Teaberry, Brick and Plum Dazzle Ivory and Beige Skin blushes: Sunny Spice is the fool-proof shade for every Ivory/Beige. (And for those customers who ask for the old Winter Rose, Sunny Spice took its place – only better Robert says☺)
- Duets: Use one side, the other side or mix them both together. Three shades for the price of one.
- Cream blushes: these are more for dryer skin ladies, but others can wear them as well. Layer your cream blush with a dry blush for a more intense color. Dot cream blush along the cheek bone and blend with the finger. Use the cream blush after the foundation but before your powder.

III. Eye Pencils
- Mary Kay's Eye Pencils are waterproof – meaning you can submerge your face in water and the pencil will not run.
- If you have problems getting the pencil to go on smoothly it is because the pencil is too cold. Try rubbing it between a tissue or your finger tips to sharpen it as well as heat it up.
- If you use concealor under your eyes, powder it first before applying under-eye liner. This way the liner won't run. You can also set the liner on top and

bottom by applying a complimentary eye shadow over it (i.e. Violet and Virtual Violet, Charcoal and Storm, etc..)

- *If you line along the bottom you MUST line across the top. You can line along the top or along both the top and bottom. But never line just on the bottom. This closes up the eye and makes them appear smaller.* Liquid eye liner is only to be used on the top.
- Eyeliners are ONLY FOR THE EYE!!! Never use an eye liner as a lip or brow liner.

IV. Brow Pencils
- Classic blonde is Mary Kay's all-time best selling pencil. This shade is best for sliver or gray haired customers.
- Sharpen the point for better application.
- If you do not have a brow liner, you may also use a matte shadow. Brow powder gives a better look.

V. Lip Pencils
- Ivory and beige skin: Dusty Pink is the most natural looking lip pencil with just a little color added.
- There are also skin tone specific shades for lip pencils: Bronze and Ebony skin: dark chocolate Beige and darker: Metallic
- Three things that lip liner will accomplish:
  - Helps to define the lip
  - First step to help prevent lipstick bleeding
  - Makes the lipstick last longer

VI. Lipstick
- Mary Kay has one of the longest wearing lip colors on the market. We do not have a 12- hour lipstick because these long-wearing lipsticks are not good for the lips. They have a drying ingredient (like alcohol) in them to make them last longer but they dry out your lips and cause chapping.
- In order to keep your lip color from transferring as badly, lick your lips before kissing or drinking.
- Shade specific lipsticks for skin tones:
  Bronze and Ebony skin: Downtown Brown, Hot Fudge, Jazzy Plum … lighter people should NOT wear these! Bronze and Ebony Lip Gloss: Brownie and Grapefull.
- Layering shades are designed to be used with other colors to give you more intense/less intense colors. Mary Kay's layering shades are: Intensity Controller, Pink Shimmer, Mocha Freeze, Silver Sand, Gold Dust. These shades are not meant to be worn alone. They are meant to be worn over or under another complimentary shade for layering purposes.
- When moisturizing your face, moisturize your lips with the Satin Lips Balm.
- If you have customers whose lipstick always seems to shift to pink or orange, it is because of the pH balance in her skin. In order to keep her lipstick the correct color, try layering foundation on her lips first and then applying

lipstick. Or she can layer lip colors.
- If she shifts to pink, put an orange shade on first and then she will shift to neutral
- If she shifts to orange, put a pink shade on first and then she will shift to neutral

VII. Mascara

- The applicator does affect the application
  - Curved brushes keep lashes curled
  - Fat brushes thicken lashes
  - Skinny brushes define lashes
  - Tapered brushes thicken and define
- Endless Performance Mascara wraps around the lash. It is a "building" mascara. As you apply, particles wrap around the individual lash to make the lash look thicker and longer. Flawless Perfection and Waterproof only define the lash and add color. Velocity color mascaras are Endless Performance with color added.
- Do not give a woman with sensitive eyes Waterproof mascara. This type is always more irritating.
- If your mascara flakes, you need a new tube. Try dating your mascara tube with a sharpie marker when you buy or sell it. Then you'll know when you (or your customers) need to reorder. Endless Performance will dry out faster. Usually change every 2 months. Flawless Perfection and Waterproof can last as long as 3 months.
- Never expect to use mascara until it is all gone! In applying, always wipe the wand across the top of the tube to get the excess mascara off the brush. Then apply side-to-side to create thicker lashes and vertically to create longer lashes.
- If you have mascara smudges, try to not get any eye creams on your lashes. If you do, simply wipe over them with the Oil Free Eye Make-up Remover on a Q-tip before applying mascara. Some people have naturally oily lashes that cause their mascara to smudge. They can use baby shampoo to wash them before applying their mascara.

VIII. Concealer, Loose Powder, Duel-Coverage Powder

- Only put concealer on discolored skin (for red, brown, or purple spots – use yellow)
- If your concealer looks dry and cakey, you are using too much. If you use too much concealer, it will draw attention to fine lines and wrinkles.
- Our tube is the most versatile moisturizing form a concealer can come in.
- Mary Kay's loose powder is milled 5x finer than other loose powder. It will not clump or cake. Loose powder has more oil-absorbing power than pressed powder.
- To apply under eyes, use the finger powder method to set concealor. This method will not draw attention to fine lines under the eye.

- Loose powder colors and skin tones:
  - Light Ivory = ivory skin tone
  - Ivory = light beige skin tone
  - Beige = beige skin tone
  - Golden Bronze = golden bronze skin tone
  - Light Bronze = bronze
  - Bronze = Ebony
  * Golden bronze can also be used as a highlighter for Bronze and Ebony customers*
- Duel-Coverage powder can be used as a pressed powder or a foundation. You will not get as much coverage as a crème or liquid foundation, though.
- The only age-fighting properties in this powder are Vitamin A and E. Duel-Coverage powder is perfect for young girls who do not need a lot of foundation or age-fighting benefits.
- The pigment is wrapped in a moisturizer molecule. If it mixes with oils in the skin, the powder will cause the foundation to get darker. *You must blot before adding more powder as a touch-up during the day. If you are not blotting first, you are making mud!*

IX. Foundation
- MK Foundation was created through a depth level system = lightness to darkness. Everyone falls between a 1-15. The pigments are based on ultra-marine pigments – the best that you can buy.
- Only time a customer will need a pink undertone (last digit is "4") is if she has pink in her neck. Most women benefit from a yellow undertone (last digit is "0").
- There is no sunscreen in our foundations.
- Our foundations are transfer resistant – not transfer proof. They will go on lighter and then dry to the correct color. Drying time is anywhere between 20 seconds to 2 minutes. Because of our drying time, our foundations are "layerable". Let each layer dry between adding a new layer for more coverage. Layering will not change the color, only the coverage. Multiple thin layers are better than thick layers.
- MK liquid foundations come in two formulas and both are oil free:
  - Medium coverage – for oily skin. Has oil absorbers in it. (Day Radiance #3 is comparable)
  - Full Coverage – for normal to dry skin. More moisturizing (Day Radiance #2 is comparable)
- Sponges are the best way to apply foundation. Dampen the sponge before application so it glides easier and absorbs less foundation.
- The only way to get an exact shade match on customers is to stripe test:
  - Ivory to Beige customers: jaw to neck
  - Bronze to Ebony customers: cheek to jaw
  - Re-test all customers every 6 months because skin tones will change!!

- Foundation digit code:
  0 – Yellow undertone (if they can get some tan)
  2 – Olive undertone (more yellow) (if they tan easily)
  4 – Pink undertone (neutral – not adding pink) (if they burn and don't tan)
  5 – More pink undertone (adding pink – use if pink is in neck and not face)
  7 – Golden orange undertone
  8 – Warm brown undertone
  *First digits are depth 100's, 200's, 300's, etc....
  *204 will appear lighter to the naked eye than 200. 202 is darker because it has more yellow undertone in it. If a person tans or looses their tan, stay in the same undertone (last digit) and switch shade depth (first 2 digits).

X. Color
- There are 3 questions to ask when choosing color for the eyes:
  - What is your eye color? Use an opposite shadow color to bring out their eye color.
  - What is your skin tone? Pale skin will need a lighter color, etc…
  - What are you wearing? You never have to match your clothes but that is a good place to start with colors if the customer is a new comer to make-up. Start with eye shadow colors as if you are wearing white clothes, then layer colors to match your clothes.
- Lipstick:
  -Dark shades make lips look smaller; light shades make lips look fuller
  -The fastest way to age Ivory/Beige skin-toned people is to wear dark colors. Use brighter, more colorful shades to make yourself look younger.
  -Always keep in mind their skin tone and what they are wearing. If an Ivory or Beige lady is wearing red lipstick, you must have a softer eye.

APPLICATION

__PREPARING THE SKIN IS 80% OF THE WORK IN MAKE-UP APPLICATION!!!!!__

I. Highlighting and Contouring the Face
- What it is: Highlighting and Contouring the face is a method used to create a perfect face shape with make-up. Can only do it with natural skin tone type shades. The easiest way to highlight/contour is by using foundation.
- What to highlight and contour: envision an oval on your face – the width is your width of your eye sockets – corner of one socket to the corner of the other; and the length is from your chin to forehead. Highlight everything within that imaginary oval and contour everything outside of the imaginary oval.
- What you will need: 3 shades of foundation – your natural shade, a lighter color and a darker color.
  Example: Natural Shade 300 – use all over entire face
  Highlighter Shade 200 – use on forehead, cheekbones, tip of chin, under eyes and bridge of nose

Contour Shade 400 – dot in broadest areas around the outside of the oval
Ivory and Beige skin tones: contour more than highlight.
- Method:
1. Draw your imaginary oval, 2. Apply natural shade over entire face, 3. Contour shade on outside of oval, 4. Highlight with foundation or powder inside high points of oval, 5. Dust contour areas with bronzer (pressed powder or even Bronze Sands blush).

II. How to create the illusion of perfect skin
- However you choose to apply your foundation (either with a brush, sponge or your fingers) remember this tip – the cleaner the tool, the better the application. Wash your tools after every use!
- Facial masking – this is specific to bronze and ebony skin-toned ladies. Masking is when the skin around the edges of the face tend to be darker than the skin in the center of the face. It takes two foundation shades to correct a facial mask – one to brighten dark areas and one to darken lighter areas. When stripe testing (from cheek to jaw) pick the two shades that meet in the middle and give a more even tone to the skin.
Method: 1. apply the lightest shade to the darkest areas and blend, 2. apply the darkest shade to the lighter areas and blend, 3. finish by applying a loose powder to match your face over the entire face, then a lighter loose powder in the center of your imaginary oval.
- Concealing Everything!
- Dark Circles: keep concealer with the line of discoloration. After applying concealer with a brush, stipple (lightly pat) with the finger or brush. Then stipple foundation under the eyes, over the concealer.
- Dark Spots: apply concealer and then stipple around edges. Stipple foundation over spot and powder over with a lighter shade of powder.
- Light Spots: use a concealer shade darker than your foundation.
- Scars: Moisturize then powder. Apply concealer over the scar
- Blemishes: Apply foundation first! Apply concealer after with a stippling motion. Concealer must match the foundation. Also, try using Visine to get the red out of blemishes!
- Acne scars: keep the skin as matte as possible. Use loose powder and blush without sheen
- Rosacea: layer foundation (ending in a "0" or "2") over area.
- Freckles: need less foundation, more sheer look.
-Under-eye puffiness: conceal dark circles, if any. Then apply foundation. Use concealer lighter than foundation and apply under the puffy area and stipple, but don't blend completely.

III. Color
- **Eyes:** it takes three colors to shape an eye:
Highlighter … everything you highlight comes towards you. Use on brow bone and lid
Midtone … most important, natural looking color. Start outside going in along

crease.

Accent … darkest, most fun. Start outside and go in at corner of eye and make a "V". Can also use a brush to accent under eye.

Pencil eyeliner goes on after the midtone, before the accent. Liner should go all the way across the eye with the thinnest line on the inside.

- **Lashes:** *CURL, CURL, CURL!!!* Curl before mascara, crimping from the lash line out. To make lashes look thicker, work side-to-side out to end. To make them look longer, use the wand vertically, starting from base of lashes and working up and out. Do not use mascara on the bottom lash line if your lashes are sparse – only use liner and smudge it. *If you are interested, you can order Robert's HEATED EYELASH CURLER from his website! I bought it and I love it!!! http://www.beautemadesimple.com

- **Blush:** only applying to add color and life to face. Belongs on the cheeks only! Do not contour with blush (except Bronze Sands). Start at the back of the cheekbone and bring down towards the apple. Then go back up along the same line. Next use your brush in an up-and-down motion along blush line to blend.

- **Lips:** For fuller lips, erase your natural lip line by applying foundation or concealer on your lips. Use a natural tone lip pencil to outline slightly above your natural lip line, on top and bottom. Fill in top and bottom lip with pencil, leaving the center blank. Dot the center of both lips with concealer and blend. Apply lipstick and then gloss from the inside center out. Remember to moisturize lips with balm before applying any lip color!

"Makeup is meant to be beautiful, and beautiful makeup is all about the colours you use and where you place them – never about how much you put on." ~ Robert Jones

Face Shapes

The Oval Face

An oval shaped face is considered by most to be the perfect facial shape because of its beautiful symmetry. It is usually broader at the cheeks, tapering in slightly at both the forehead and the chin. Because of its symmetry, you can play all you want. An oval face can support most makeup trends – so have fun.

The Triangular Face (Pear-Shaped)

The pear-shaped face is narrow at the temples and forehead and wider at the jawline. If you have a pear-shaped or triangular face:

- Highlight the forehead to create the illusion of width.
- Contour the jawline and cheeks to minimize their width.
- For a pear-shaped face, extend the row slightly beyond the outer corner of the eye, being sure not to make your arch too extreme. Extending the brow out will give the illusion of width.
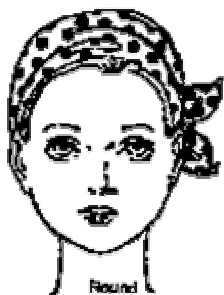
The Round Face

A round shaped face is fuller and generally holds its youthful appearance longer than the other shapes. It's shorter, fairly wide, with full cheeks and a rounded chin. Most women who feel they have a full face mistakenly thing they have a round face, but in reality, it usually is not.
If you have a round face:

- Don't just wear blush on the apples of the cheeks because it will further shorten and widen the face.
- Softly sculpt your cheeks, jaw and temples with a product such as a bronzer, pressed powder that is one or two levels darker than your skin tone. Then apply the colour of your choice to the apples of your cheeks.
- Don't kohl-rim your eyes with a dark liner because it will make them look smaller and more isolated on the face.
- Elongate your eye shadow up because it will "pull" the eyes up and give your face a slightly longer appearance.

- Your brows can also help shape your face, so if you have a round shaped face, taper your brows outward toward the tips of the ears (not down) because this will also help with the illusion of lengthening the face.
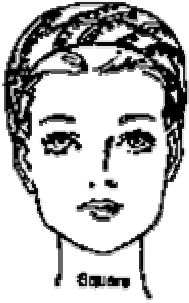
The Square Face

Robert suggests that this shape is one of the most beautiful and one of the most photogenic because it suggests strength, and the features are usually symmetrically balanced. A square-shaped face is usually the same width at the forehead, the cheeks and the jaw. If you have a square-shaped face:

- Highlight down the center of the forehead, nose and the tip of the chin to draw attention to the middle of the face.
- Contour your hairline and jaw with a product that is slightly darker than your skin-tone to soften the overall appearance.
- Blush the apples of the cheeks. This draws attention away from the corners of the square; it will widen that area and make it appear slight more oval.
- With a square-shaped face, curve the brows down toward the middle of the ear to minimize the width of the forehead.

The Oblong Face (Long Face)

The long-shaped or oblong face has high cheekbones, a high, deep forehead and a strong, sharp, chiselled jawline. If you have a long face:

- Don't sculpt your face because it will tend to lengthen it even more.
- Apply blush to the apples of your cheeks because this will shorten and widen the face. When applying your blush, start closer in on the apples of the cheeks and blush outward across the face.
- On a long face, don't make your eyebrow arch too extreme – a straighter or more gently curved brow will widen the face.

The Heart-Shaped Face

The heart-shaped face is wide at the forehead and curves down to a pointed or narrow chin. If you have a heart-shaped face:

- Highlight your chin. Highlighting will broaden its width and make it look less pointed.

- Contour your temples and define the hollows of your cheeks to diminish the width of this portion of your face.
- Strengthen the eyes or the lips – but not both – to increase definition and divert attention from the wider areas.
- Pressed Powder (Dual Coverage) works well for sculpting the face because it's low in pigment and blends easily – or if you like, you could use a bronzer; just be sure to blend really well.
- For a heart-shaped face, ideally your brows should taper towards the tip of your ears to help lengthen your face.

EYE SHAPES AND PLACEMENT OF EYESHADOWS:

Any time you use a LIGHT colour, it brings whatever you apply it to toward you, and whatever you DARKEN recedes away from you.

To get beautiful results with your eye shadow, use THREE SHADES – (A) Highlight (B) Mid-tone (C) Contour.
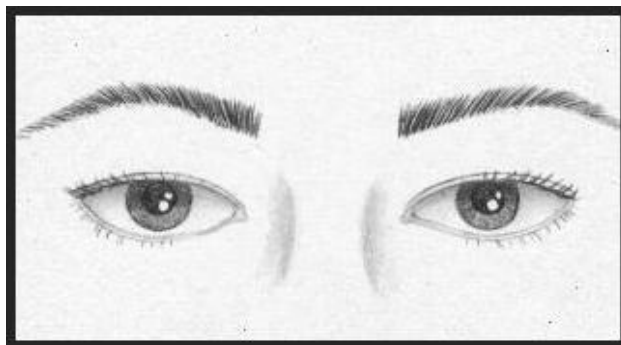
Hooded Eyes (Oriental)

Hooded eyes are sometimes referred to as bedroom eyes because the lids tend to look partly closed. Your goal is to make your eye appear more open by minimizing the lid.

- Never use a really dark shadow over the entire lid because it makes it appear heavier and therefore more closed rather than open.
- Highlight the inner portion of your eyelid.
- Starting at your lashline, blend and contour upward using a medium tone shadow. Medium-tone defining shadow works better than a really dark tone because it will help the lid recede and won't appear too harsh. You can always layer it if you want more depth, plus it's easier to blend than one that's too dark.
- You can define your lashline, just make sure that your line is thick enough to show with your eyes open.
- Don't be tempted to highlight your brow bone too much because doing so can accentuate the hooded appearance of the eyelid.
- The eyebrow shape is very important here because attention can be diverted from the hooded eyelid with a beautifully done eyebrow.
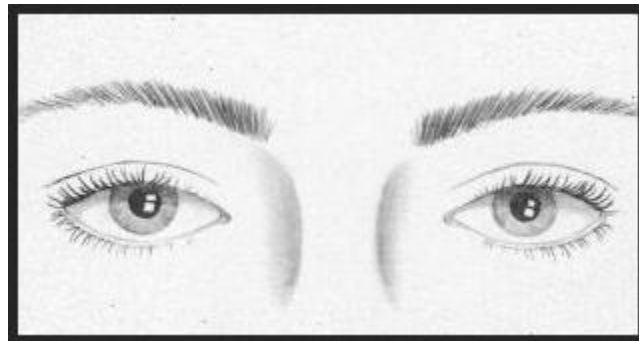
<u>Wide Set Eyes</u>

If the spacing between your eyes is wider than the width of one eye, your eyes are considered wide-set. Your goal is to create the illusion that they are set closer together.

- This is one instance when you can use a slightly darker mid-tone shadow on the inside hollow of your eye, next to the bridge of your nose. This will help the area appear to recede and make your eyes seem closer together.
- Begin all dark colour application slightly in from the out corners, and always blend your shadow in and up instead of outward because that will "pull" the yes out, and we are trying to pull them in.
- Eyeliner may be used on the lashline but should not extend beyond the outer edge of the eye because doing so will only negate all your efforts to make your eyes appear closer.
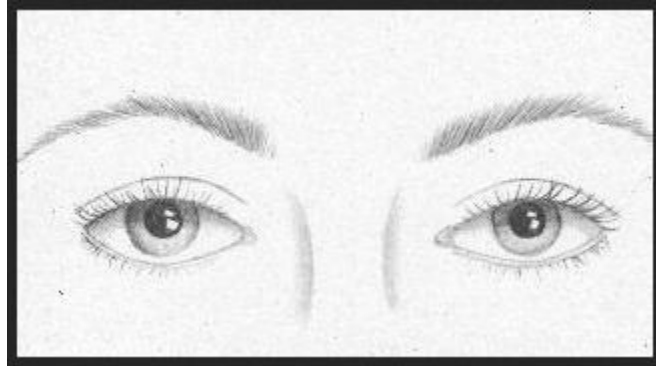
Small Eyes

If you feel that you have small eyes, there are certainly things you can do to help them appear larger.

- Avoid really dark shadows on the lid because it tends to close in the eye.
- Highlight your lid to help bring out your eyes and open them up.
- Contour the crease and above to direct focus to your eyes.
- Define around your eyes right at the lashline to bring them out.
- Well-defined, CURLED, plumped lashes work really well to open up small eyes.
- To open them up, and give the illusion of appearing larger, you can apply white or beige eye liner around the inside "wet tissue" of the eyes.
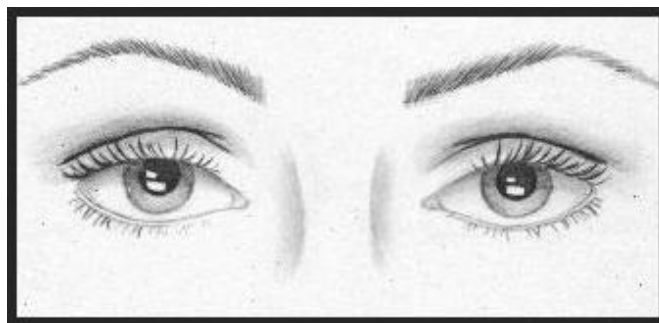
Deep Set Eyes

Deep set eyes are eyes that are set deep in their sockets. If you have deep-set eyes you are lucky because you already have "God-given" eye shadow. The goal with deep-set eyes is to bring them out and make them more noticeable. They can tend to appear small if you're not careful when applying your shadow.

- Use a light to medium shadow – usually one with shimmer – on the lids itself to expand its appearance and "bring it out" toward you.
- Avoid putting the contour actually in the crease. Instead, place the contour – a medium tone, not too dark – a little above the crease to minimize your brow-bone.
- Don't overly highlight the brow-bone itself because with deep-set eyes, it's already prominent.
- Line your eyes at lashline to help define them. The line should be very fine closest to the nose, becoming wider toward the outer edge of the eye.
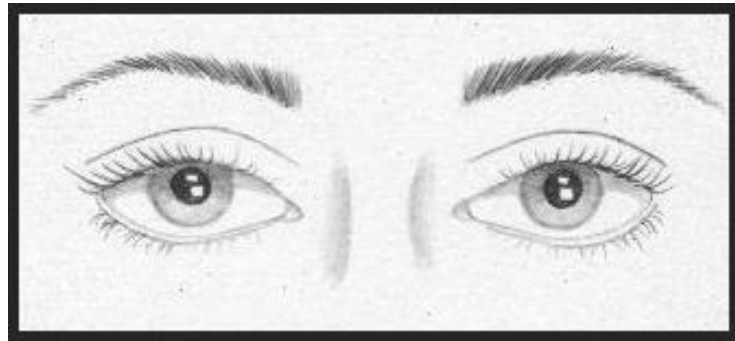
Close Set Eyes

The average spacing between a pair of eyes is approximately the width of one eye. If your eyes are spaced any closer, you are considered to have close-set eyes. Your goal is to create the illusion of them being wider apart.
- Keep the inner corners light and bright by using a light-colour, shimmer, highlighting-shadow. It will "open up" your eyes and give the illusion of more space between them.
- Shade and define the outer corners with your deepest tone. It will help "pull your eyes apart" and balance your face.
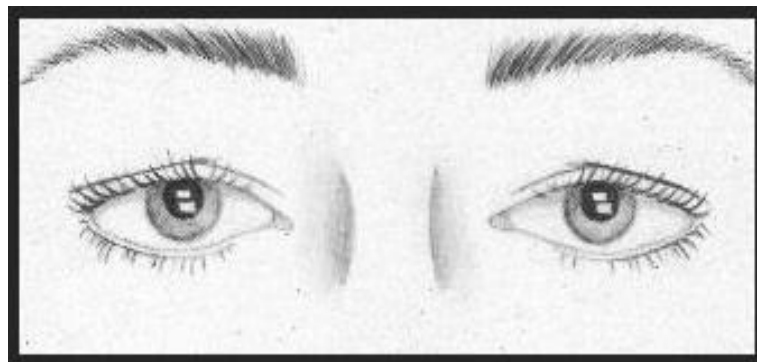
Droopy Eyes

Droopy Eyes slope downward at the outer corners. They are sometimes referred to as "sad puppy eyes". Your goal is to make the outer corners appear as if they turn up rather than down.

- Use eyeliner sparingly since it can draw attention to the way your eyes turn down at the outer corners, especially on the bottom, where the use of eyeliner tends to "pull them down" even more.
- Apply your shadow colour slightly in from the outermost corner of the eye and extend it up, keeping the focus of attention more toward the center of the eyelid.
- Definitely highlight the brow bone to draw attention up, rather than down.
- Start mascara on the lashes a little bit in from the outer corners. Concentrate the mascara more heavily on the lashes at the center of the eye and the inside corners to divert attention away from the outer corners.
- Eyebrows should be curved outward, gently -- most definitely not in an exaggerated downward arch.
- TIP: If you do want to wear colour at your lower lashline, begin your application about an eighth of an inch in from the outermost corner.
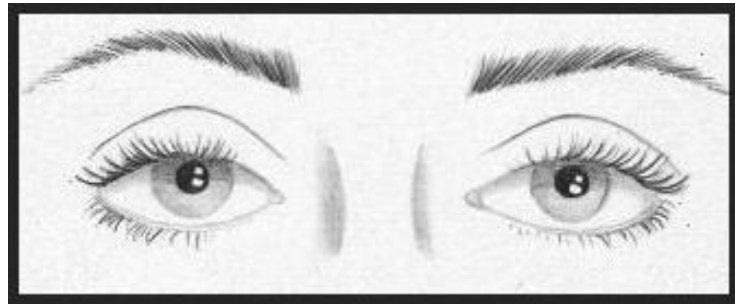
Prominent Eyes

This eye type has a protruding lid. Your goal is to visually "push" the eye away from us and help it appear to recede more gently into the face. We do this by creating a light-to-dark effect with the three eyeshadows, with the darkest shade applied closest to the lashline and fading as you go toward the brow. *Never highlight the eyelid or you will make the eye appear even more prominent.

- Highlight shade – apply to browbone only.
- Midtone shade – start at the base of your upper lashline and bring the colour up and over your entire lid – all the way up to your browbone.
- Contour shade – again, start at the base of your lashline and bring the colour all the way across the lid and up into the crease. Now sweep the contour colour underneath the lower lashline as well.

IVORY / BEIGE

Highlight	Midtone	Accent
spun silk – shimmer	hazelnut – matte	vintage gold – shimmer
copper beach – shimmer	whipped cocoa – matte	lucky penny – shimmer
white sand – matte	rose mist – shimmer	cinnabar – matte
crystalline – frost	java (light) – matte	gold leaf – shimmer
sheer pink – frost	double espresso (light) – matte	sugarplum – frost
goldenrod – shimmer	woodland (light) - matte	virtual violet – shimmer
fig (light) – shimmer		currant craze – shimmer
jade (light) – shimmer		storm – matte
safari sunset (light) – shimmer		cranberry ice – shimmer
cotton candy (pink) – frost		java (dark – matte
cotton candy (blue) – frost		fig (dark) – satin
tutti frutti (pink) – shimmer		jade (dark) – shimmer
tutti frutti (peach) – shimmer		onyx (light) – shimmer
bamboo – matte		onyx (dark) – shimmer
tropical sun – matte		periwinkle – matte
lagoon (light) – shimmer		rain forest – matte
jungle (light) – shimmer		double espresso (dark) – matte
blue moon (light) - shimmer		lagoon (dark) – shimmer
		blue moon (dark) - shimmer

BRONZE/EBONY

Highlight	Midtone	Accent
copper beach – shimmer	cinnabar – matte	storm – matte
goldenrod – shimmer	whipped cocoa – matte	currant craze – shimmer
spun silk – shimmer	java (dark) – matte	virtual violet – shimmer
moonstone – shimmer	onyx (light) – shimmer	lucky penny – shimmer
rose mist – shimmer	woodland - matte	cranberry ice – shimmer
gold leaf – shimmer		vintage gold – shimmer
sugarplum – frost		safari sunset (dark) – shimmer
safari sunset (light) – shimmer		onyx (dark) – shimmer
java (light) – matte		jade (dark) – shimmer
jade (light) – shimmer		fig (dark) – shimmer
bamboo – matte		double espresso (dark) – matte
tropical sun – matte		lagoon (dark) – shimmer
tutti fruiti (pink) – shimmer		jungle (dark) – shimmer
tutti fruiti (peach) – shimmer		blue moon (dark) – shimmer
double espresso (light) - matte		rain forest (dark) – matte
lagoon (light) – shimmer		
jungle (light) - shimmer		
blue moon (light) - shimmer		

Eye Color Chart

Eye Colour	Eyeliner	Eyeshadow
Blue	Sable Bronze	Hazelnut Whipped Cocoa Taupe Gold Leaf Persian Spice Vintage Gold
Green	Bronze Sable Violet Plum	Hazelnut Whipped Cocoa Taupe Adobe Lucky Penny Vintage Gold Virtual Violet Cinnabar Mirage
Brown	Sable Violet Bronze Charcoal Plum	Hazelnut Whipped Cocoa Taupe Adobe Safari Sunset Vintage Gold Fig Cinnabar Currant Craze
Grey	Sable Violet Slate Charcoal Plum	Hazelnut Whipped Cocoa Java Sugarplum Onyx Virtual Violet Storm

Lipstick Chart

Skin Tone	Lipstick
Fair	Paradise Pink Sweet Nectar Sunset Apricot Glaze Pink Coral Sheer Blush Toffee Pink Melon Dusty Rose Frosted Rose
Medium	Sunset Apricot Glaze Pink Melon Toffee Sunburst Frosted Rose Dusty Rose Pink Satin Whipped Berries
Olive	Raisinberry Apricot Glaze Sunset Whipped Berries Sunburst Apple Berry Strike-a-pose Rose Red Salsa Redwood
Ebony	Gingerbread Black Cherry Downtown Brown Apple Berry Amber Suede Magenta Red Salsa Redwood

Lipstick Intensity Chart

Bright	Neutral	Deep
Pink Coral	Apricot Glaze	Downtown Brown
Pink Daisy	Sweet Nectar	Amber Suede
Melon	Toffee	Gingerbread
Pink Satin	Paradise Pink	Redwood
Sunburst	Sunset	Black Cherry
Red Salsa	Frosted Rose	Apple Berry
	Shell	Coppermine
	Raisinberry	Magenta
	Dusty Rose	Strike-a-pose Rose
	Sheer Blush	
	Whipped Berries	
	Garnet Frost	
	Layering	
	Mocha Freeze	
	Gold Dust	
	Pink Shimmer	

I V O R Y / B E I G E	**HIGHLIGHT**		**MIDTONE**	**ACCENT**	
	Moonstone-s	Bamboo-m	Hazelnut-m	Vintage Gold-s	Onyx (dark)-s
	Spun Silk -s	Tropical Sun-m	Whipped Cocoa-m	Lucky Penny-s	Periwinkle-m
	Copper Beach-s	Lagoon (light)-s	Rose Mist-s	Cinnabar-m	Rainforest -m
	White Sand-m	Jungle (light)-s	Peaches n Cream (dark)-s	Gold Leaf-s	Double Espresso (dark)-m
	Crystalline-f	Blue Moon (light)-s	Java (light)-m	Persian Spice-s	Lagoon (dark)-s
	Sheer Pink-f		Double Espresso (light)-m	Sugarplum-f	Blue Moon (dark)-s
	Goldenrod-s		Woodland (light)-m	Virtual Violet-s	
	Peaches n Cream (light)-s			Current Craze-s	
	Fig (light)-s			Storm-m	
	Jade (light)-s			Cranberry Ice-s	
	Safari Sunset (light)-s	f = frost	f = frost	Raspberry Rush -m	f = frost
	Cotton Candy (pink)-f	m = matte	m = matte	Java (dark)-m	m = matte
	Cotton Candy (blue)-f	s = shimmer	s = shimmer	Fig (dark)-sa	sa = satin
	Tutti Frutti (pink)-s			Jade (dark)-s	s = shimmer
	Tutti Frutti (peach)-s			Onyx (light)-s	

B R O N Z E / E B O N Y	**HIGHLIGHT**		**MIDTONE**	**ACCENT**	
	Moonstone-s	Bamboo-m	Cinnabar-m	Storm-m	Rainforest -m
	Spun Silk -s	Tropical Sun-m	Raspberry Rush -m	Current Craze-s	
	Copper Beach-s	Lagoon (light)-s	Whipped Cocoa-m	Virtual Violet-s	
	Rose Mist-s	Jungle (light)-s	Java (dark)-m	Lucky Penny-s	f = frost
	Gold Leaf-s	Blue Moon (light)-s	Onyx (light)-s	Cranberry Ice-s	m = matte
	Sugarplum-f		Woodland (light)-m	Vintage Gold-s	sa = satin
	Goldenrod-s			Persian Spice-s	s = shimmer
	Peaches n Cream (light)-s			Safari Sunset (dark)-s	
	Java (light)-m			Onyx (dark)-s	
	Jade (light)-s			Jade (dark)-s	
	Safari Sunset (light)-s	f = frost	f = frost	Fig (dark)-sa	
	Peaches n Cream (dark)	m = matte	m = matte	Double Espresso (dark)-m	
	Double Espresso (light)-m	s = shimmer	s = shimmer	Lagoon (dark)-s	
	Tutti Frutti (pink)-s			Jungle (dark)-s	
	Tutti Frutti (peach)-s			Blue Moon (dark)-s	

Eye Color	**Liner**	**Shadow**
Blue	Sable, Bronze, Charcoal	Hazelnut, Whipped Cocoa, Woodland, Peaches n Cream, Vintage Gold, Lucky Penny, Cinnabar, Gold Leaf, Persian Spice, Safari Sunset, Double Espresso, Storm
Green	Sable, Bronze, Violet & Charcoal	Hazelnut, Whipped Cocoa, Woodland, Peaches n Cream, Vintage Gold, Lucky Penny, Cinnabar, Gold Leaf, Persian Spice, Safari Sunset, Virtual Violet, Fig, Double Espresso, Storm
Brown	Sable, Bronze, Charcoal, Violet Steely, Indigo & Sage	Hazelnut, Whipped Cocoa, Woodland, Rose Mist, Peaches n Cream, Vintage Gold, Cinnabar, Lucky Penny, Gold Leaf, Persian Spice, Safari Sunset, Sugarplum, Virtual Violet, Periwinkle, Fig, Current Craze, Cranberry Ice, Jade, Rainforest, Jungle, Lagoon, Double Espresso, Storm
Grey	Sable, Violet, Charcoal & Steely	Hazelnut, Whipped Cocoa, Java, Sugarplum, Onyx, Virtual Violet, Double Espresso, Storm

Best Lip Color Chart

FAIR SKIN TONE	**MEDIUM SKIN TONE**	**OLIVE SKIN TONE**	**EBONY SKIN TONE**
Simply Pink	Toffee	Raisinberry	Downtown Brown
Shell	Caramel	Plum	Black Cherry
Sunset	Cinnamon Twist	Caramel	Gold Dust
Toffee	Frosted Rose	Suede	Orange Crush
Cantaloupe	Dusty Rose	Strike-A-Pose Rose	Copper Mine
Pink Shimmer		Red Salsa	Magenta
			Red Salsa

GLAMOUR TIPS FROM ROBERT JONES...EYE COLORS: White Sand, Crystalline & Cotton Candy Duet _do not_ work on Bronze Skin. MK's Cotton Candy Duet colors were not meant to work together! **LIP LINERS:** Dark Chocolate was created for Ebony skin...doesn't look good on Ivory/Beige. Dusty Pink is best choice for Ivory/Beige. **EYE LINERS:** Violet is brighter than Plum. Steely is a lighter gray color, not Slate, but lighter than Charcoal. **BRONZER:** Bronze Sands cheek color is the perfect bronzer for Ivory/Beige. Burnished Bronze cheek color is great for bronze skin. **CHEEK COLORS:** "Sunny Spice" cheek color is the best color to recommend when in doubt-the "perfect color".   Cheek colors specifically created for Bronze Skin are Burnished Bronze, Brick, Cranberry Bold & Eggplant.
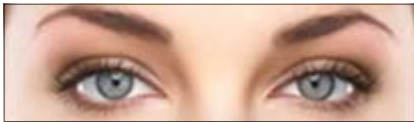
Green Eye Accent Colors

Recommended Eye Liners

Sable   Bronze

Violet

Optional Shades

Fig

Java

Onyx

Recommended Shades

Adobe	Cinnabar	Hazelnut
Lucky Penny	Mirage	Taupe
Vintage Gold	Virtual Violet	Whipped Cocoa

Accent Colors

To Apply - Blend into the eyelid crease, outer corner of lid and along bottom lashes. It should meet in the middle of the bottom lash with your Highlighter Color.

Brown Eye Accent Colors

Recommended Eye Liners

Sable   Bronze

Violet   Charcoal

Optional Shades

Jade

Java

Recommended Shades

Adobe	Cinnabar	Current Craze
Fig	Hazelnut	Safari Sunset
Taupe	Vintage Gold	Whipped Cocoa

Accent Colors

To Apply - Blend into the eyelid crease, outer corner of lid and along bottom lashes. It should meet in the middle of the bottom lash with your Highlighter Color.

Gray Eye Accent Colors

Recommended Eye Liners

Sable   **Violet**

Charcoal   **Plum**

Slate

Optional Shades

Storm

Recommended Shades

Hazelnut

Whipped Cocoa

Java

Sugarplum

Onyx

Virtual Violet

Accent Colors

To Apply - Blend into the eyelid crease, outer corner of lid and along bottom lashes. It should meet in the middle of the bottom lash with your Highlighter Color.

Blue Eye Accent Colors

Recommended Eye Liners

Sable   **Bronze**

Recommended Shades
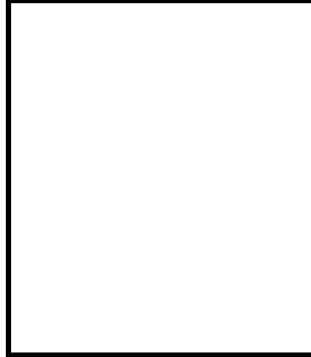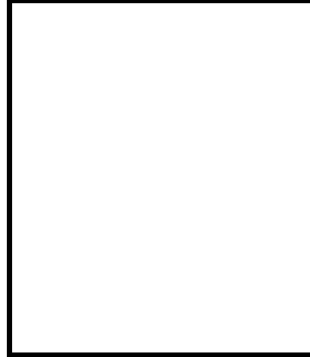
Gold Leaf	Hazelnut	Persian Spice
Taupe	Vintage Gold	Whipped Cocoa
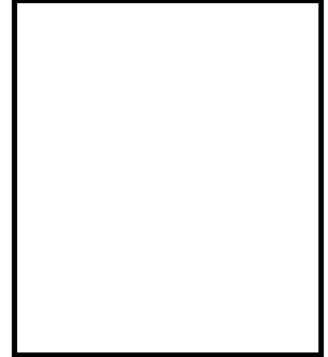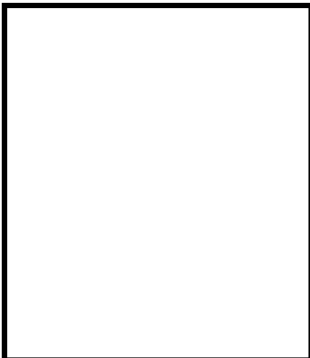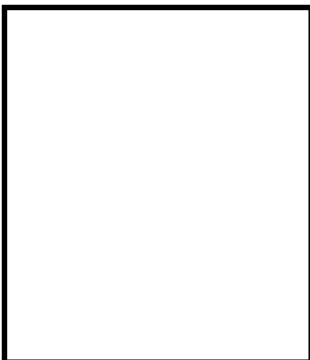
Optional Shades

Java

Onyx
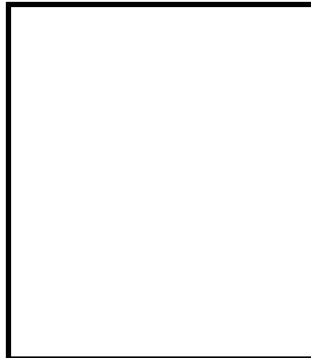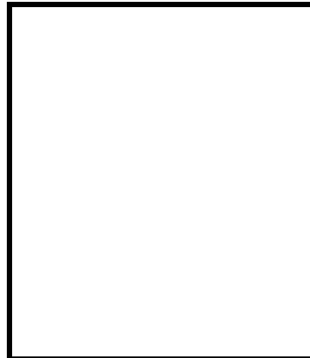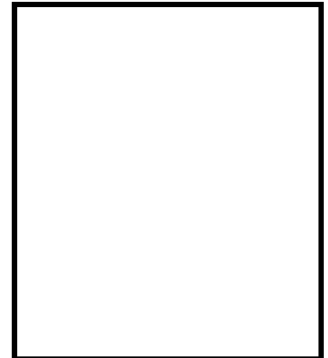
Accent Colors

To Apply - Blend into the eyelid crease, outer corner of lid and along bottom lashes. It should meet in the middle of the bottom lash with your Highlighter Color.
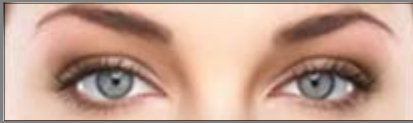
HIGHLIGHTERS (Use under the browbone and on the inside half of the lid)
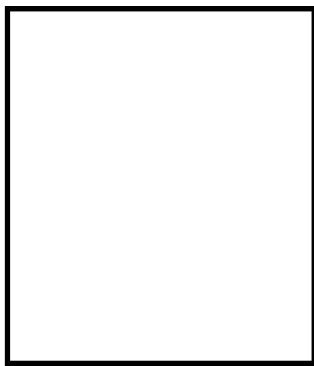
Copper Beach	Crystalline †	Goldenrod*	Moonstone
Sheer Pink	Spun Silk	Whisper Pink	White Sand
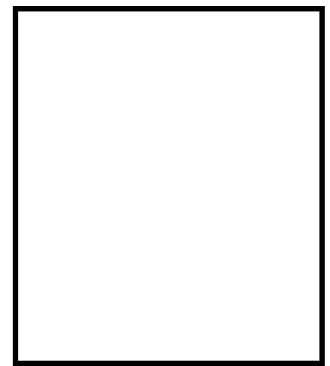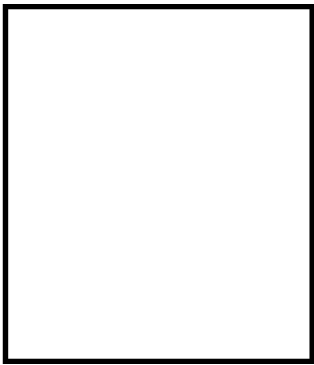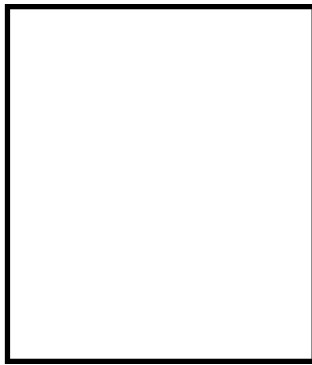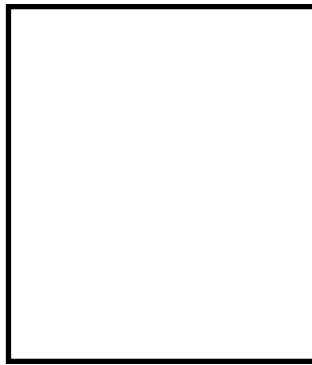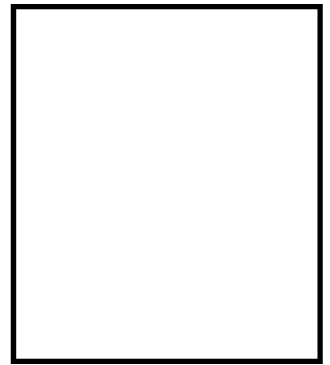
MIDTONES** (Used over the outer half of the lid and in the crease)
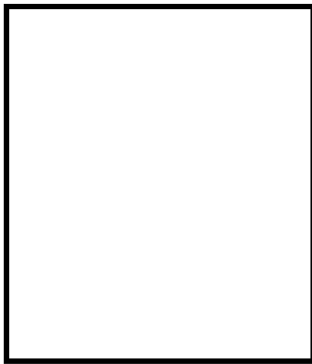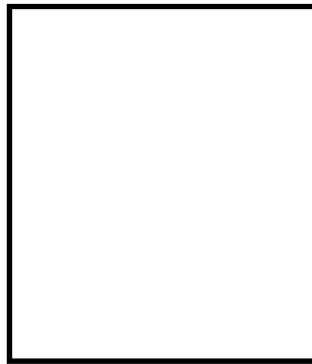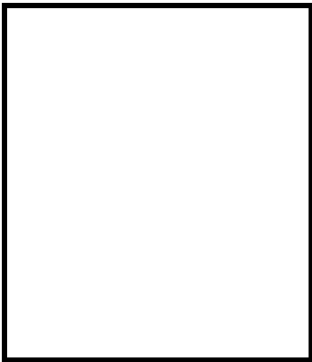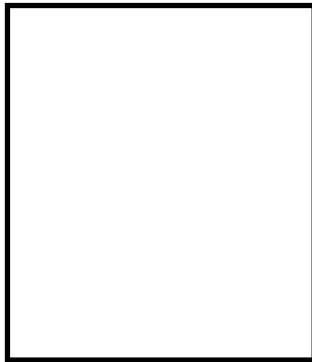
Adobe	Java	Hazelnut
Rose Mist	Taupe	Whipped Cocoa

† Not recommended for Bronze skin tones or persons with creases in the eye area.

* Can be used as an accent color or a mid-tone color depending on skin tone.

** All midtone colors can be used as accent colors depending on skin tone.