



**IS THE SAME OLD  
GLAMOUR LOOK  
DRIVING YOU  
BATTY?**

Treat yourself to a  
new look with a  
COMPLIMENTARY  
MARY KAY FACIAL  
and GLAMOUR  
MAKEOVER for a  
BOOOOTIFUL  
new you!

Call me today!

**Independent Beauty Consultant  
Name:  
Phone:**

This card entitles you to 10%  
off your first purchase



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## OCTOBER SPECIALS

**TREAT** yourself to a **MASK** twice a week to  
prevent **GHOSTLY**, unsightly skin!



**TRICKS** using **DARK SHADOWS**  
and **MASCARY** for those bewitching



eyes!

**MASK \$1.00 OFF**  
**MASCARA \$1.00 OFF**  
**SHADOWS \$.50 OFF**

Use this flyer in your reorder bags  
or as a separate mailing this month  
to generate fantastic October sales  
and plant recruiting seeds!

# Do You Have A Cosmetic Graveyard?



A spooky drawer full of old, "rotting" color make-up?  
Clean that drawer up during the month of October!  
Bag up your "Brand-X" color products and trash them with  
me for a comparable Mary Kay product! You will receive  
\$1.00 off for each item you "trash" - up to 10 Items!

## Trick or Treat Specials!

Indulge Soothing Eye MASK

(Regular Price - \$15, Scary Price of \$13!)

Endless Performance MASKara

(Regular Price \$8.50, Spooky Price \$7.40!)

Mary Kay Classic Moisture Rich,  
Revitalizing or Clarifying MASK

(Regular Price \$12, Ghastly Price \$10.44!)



## Are you like a Zombie, locked into the same old make-up routine?

If your answer is yes - schedule your Fall makeover with me  
right away! Try one of our HOT NEW Color 101 Looks de-  
signed by the fabulous makeup artists at Mary Kay!

CALL OR VISIT MY WEBSITE TO TAKE ADVANTAGE  
OF THESE SPOOKY SPECIALS!

Does your current job leave you feeling "dead" at the end of the day?

Is a chance for a promotion as "thin as a skeleton?"

Do you have a "ghost" of a chance for a pay increase?

How many of your co-workers could "ride a broom to work?"

Does the thought of being in your current job 5 years from now make  
chills go up and down your spine?

If your answers to these questions are SCARY. . . maybe you should consider a change!

I'm currently looking for women to work with me part or full-time as Skin Care  
Consultants. I'm also training Holiday Gift Consultants in time for the Christmas  
selling season! Contact me for more info at no obligation to you or me!



# BOO-TIFULL FUN



WHEN ALL 10 LINES ARE FILLED (EACH LINE NEEDS TO HAVE MIN. \$10)  
 WITH A MARY KAY ORDER AND PAYMENT IS IN THE BAG,  
 YOUR 'GHOST HOSTESS' WILL DRAW 2 LUCKY NUMBERS FROM 1-10...  
 THESE 2 LUCKY CUSTOMERS WILL BE 'TREATED' (not tricked~) ...  
 TO ANY 1 MK ITEM FROM OUR COLOR COLLECTION **FREE!**



**What Free Item  
if you Win?**

**NAME:                      TELE#:                      ITEMS ORDERED:    PD:**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Make all checks out to:

Your product will be delivered to your 'GHOST HOSTESS' on: \_\_\_\_\_

*Please add your name if any of the following Questions apply:*

I would love info on Being a Regular Customer: \_\_\_\_\_

Booking a Class for \$50

FREE: \_\_\_\_\_

Becoming a Mary Kay Consultant: \_\_\_\_\_, Please Call Me! # \_\_\_\_\_





# A Ghostly Treat just for You!

GHOST HOSTESS: \_\_\_\_\_

Put your name on a line for each \$10 purchase.

For example: \$20 purchase, put your name on 2 lines.

There is a lucky number!

One lucky person will get a Mk item in our Color Collection  
FREE !!!

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

11. \_\_\_\_\_
12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. \_\_\_\_\_
16. \_\_\_\_\_
17. \_\_\_\_\_
18. \_\_\_\_\_
19. \_\_\_\_\_
20. \_\_\_\_\_

Make checks payable to: \_\_\_\_\_

**Start date** \_\_\_\_\_

**End date** \_\_\_\_\_

Your product will be delivered to your "Ghost Hostess" on \_\_\_\_\_

Please add your name if you would like :

To Hostess your own "Boo Bag" 1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_

Info on booking a class to earn FREE product 1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_

Info on becoming a consultant 1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_

You may contact me at # \_\_\_\_\_

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This Fall treat yourself to a new look with a  
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**Dear BOOtiful Lady,**

Here is your chance to be pampered with a wonderful facial or skin care class of your choice and it's absolutely FREE! I have enclosed a booklet and a treat just for you. Please call me today to schedule a wonderful time of pampering on me.

**Name:**  
**Address:**  
  
**Phone:**



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### **Services I offer:**

- All purchases can be gift wrapped at no extra cost.
- Gift baskets for the most discerning persons male or female.
- All gift baskets include Americas' #1 Selling Brand of Skin Care and Color Cosmetics for **6 years** in a row.
- Gifts can be purchased on short notice with a phone call.
- I have gift baskets already made up and can add anything to them like dinner tickets, coupons, jewelry, etc, that you would like in them.
- I offer free facials and skin care classes in my hone or yours.

**Ask about it if you don't see it here!**

**Ladies who already have a Mary Kay Consultant should call them and check out our great holiday and everyday fabulous products**

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# "HAUNTED" BY INACTIVITY? BUST THAT GHOST IN OCTOBER!



## \*"BOO-tiful" Special!

Buy one lipstick and get the second  
for 1/2 price!

Choose from 44 colors including the new  
Limited Edition Lip Polish!

### "Ma-SCARE-a" Special!

Buy one mascara and get an eye color for  
1/2 price! Choose from 44 colors  
including Eye Color Duets!

For more information, call:



I would like to "treat" your  
mother to a complimentary  
Mary Kay Makeover and  
FREE eye color and teach  
her a few "tricks" with our  
color products! Please call  
for an appointment!

*Present this card to receive your eye color at the time of your makeover.  
Offer good only with above consultant. Expires November 15, 2003.*



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If your Answers to these Questions are **SPOOKY**, maybe it's time for a **CHANGE!**

1. Does your current cosmetic brand leave you looking **DEAD** at the end of the day?
2. Are you like a **ZOMBIE** locked into the same old "Make-Up" routine?
3. Are the crows feet beginning to look more like **COBWEBS?**
4. Are you "**SCARED TO DEATH**" when you look in the mirror each morning?
5. What condition are your **SPIRITS** in?
6. Does the thought of how your skin will look 5 years from now make **CHILLS** go up and down your spine?
7. Will your **EPITAPH** read "She looked OLD before her TIME?"



Never fear . . . I have a **TREAT** for you! Call now for your Complimentary Makeover!

*October... a great month to have FUN and increase your income! The above "clip art" is designed to copy on orange card stock and create a postcard to mail out, coupons to attach to trick or treat bags, or attach to your Business Cards!! HAVE FUN!!*

# Are You Like A Zombie...



## Locked into the same old "Make-Up" Routine??

If your answer is yes...

Schedule your Fall Makeover with me right away!!

Try one of our HOT NEW Color 101 Looks designed by  
the FABULOUS makeup artists at Mary Kay!!!



Your Consultant Info Here



**FOR MOM...  
TRICK OR TREAT!**

You're so sweet!  
Isn't Mary Kay neat?  
Things that age us...like wind and sunlight  
Can give us such a horrid fright!  
To prevent those sights  
and have glorious nights  
Don't delay...call your Consultant right away!  
Treats galore she'll have in store  
for you and all your friends!  
The time is right — DO IT TONIGHT  
NO TRICKS — JUST TREATS, MY FRIEND.  
I'll be waiting for your call!



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**Halloween Special**

Mary Kay Cosmetics will treat you with no Tricks to a complimentary pampering session of your choice of either a skin care and glamour makeover or aromatherapy hand/foot treatment plus a Free Gift!

Call \_\_\_\_\_ at \_\_\_\_\_

Mary Kay Cosmetics has been the best selling brand of skin care and color cosmetics for the last 8 consecutive years.



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### Halloween Treat



Try a new look for the holiday and receive a **FREE MASKara** as your gift at your appointment.  
You can even invite a few friends!



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I would like to "treat" your mother to a complimentary Mary Kay facial and teach her a few "tricks" with our glamour makeup, too!  
Call me soon!!



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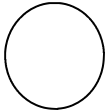


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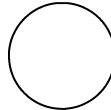
**Trick Or Treat?**

**Mary Kay only treats!**  
Treat yourself to a  
*'BOO-tiful' New look*  
from me, and spend  
your penny on any 1  
eye color! Hurry  
Offer ends:



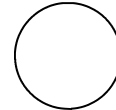
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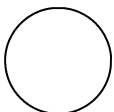
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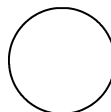
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