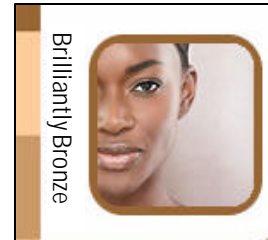
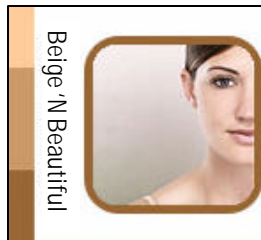
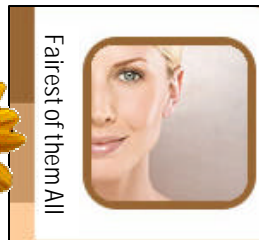


# Color Certification Portfolio



The Course that Develops a  
Mary Kay Beauty Consultants  
Professional Expertise

# Color Certification Requirements

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Color Certification is a program for Mary Kay Beauty Consultants to develop skill and knowledge with our palette of colors on a variety of faces. It is also a way to build a strong marketing tool with a Before and After Portfolio.

## HOW DO YOU CERTIFY?

- Prepare a complete three-ring binder with page protectors for the Before & After looks.
- Work with your Director to do your own designed Look. Wear a new Look as often as possible especially on Meeting Night. Let's all talk the Color Certification lingo. *"I'm wearing the whipped berries Look. Or the Sunset Look."*
- Bring 30 models to wear the established Color Certification looks.
- You can complete 10 of your looks at other appointments however you must bring the completed color look with Before and After photos and a Lipstick Marketing Profile for your Director to sign off on for it to count.

## Please pack lightly when doing makeovers.

No Starter Kits please! Some suggestions for eliminating too many showcases in the room are:

- Put all the samples needed for the Look in a zip-lock bag for each model. Include a Beauty Book, Profile, sales slips, and an agreement.
- OR, Put all your flat products in each clam shell mirror.
- OR, Pack everything you need in your "On the Go" bag with the brochure display and your models complete set up inside.

## TIMING on Model Nights.

- 6:00 Meeting begins. You will be able to assist your model.
- 6:15 Intro of Cons. & Announcements (Color stripe guest, have her fill out profile card)
- 6:30 Class begins
- 7:20 Models introductions, fun & recognition.
- 7:30 Meeting close and models have a chance to go shopping with their consultant!
- 7:45 End of meeting

## OTHER RESPONSIBILITIES:

### COME PREPARED

You will be responsible for your own Before & After pictures. So bring your own camera. You can use a disposable camera.

If you are a new consultant and do not have your Starter Kit yet, see your Recruiter or Director for the supplies you will need.

Please bring all your supplies needed to complete the facial and the Look. It's not fair, and it's distracting to the instructors and other consultants to borrow color, powder, face clothes, mascara, etc.

### PLEASE BRING A SMALL GIFT FOR YOUR MODEL!

Everyone will be entered into a drawing with their *Lipstick Profiles*, but if they don't win, you want to make sure you give them a gift of appreciation!

The instructor will introduce your model for you with her Look.

### WHAT WILL COLOR CERTIFICATION DO FOR YOU?

#### YOU WILL...

- Learn a lot about color combinations and the array of our color palette on a variety of skin tones.
- Feel confident when you do a makeover on your customers especially with the unusual colors.
- Have a full Color Portfolio that you can show to customers to help them get excited.
- Receive an Achievement Certificate, signifying that you have completed the Color Certification Program.
- Be honored at a special Graduation Night.
- Have a reason to bring lots and lots of models to the meetings. This will mean more sales and team members for you!

# Color Certification Script *Ideas*

## KEY SCRIPT POINTS

- Be excited
- Mention Color Certification and tell her why you thought of her.
- Give details of model criteria
- Tell her about the door prizes & discount
- Mention inviting friends and the additional discount offer
- Confirm with her what you agreed on.

## GUIDELINE SCRIPT

"Hi\_\_\_\_\_. This is \_\_\_\_\_ with Mary Kay. Do you have just a minute? Well, I'm really excited! I have enrolled in the Mary Kay Color Certification Program to get my professional training and I need models to wear the Looks. I've been asked to bring sharp, friendly women who are willing to play so I immediately thought of you. Is there any reason why you couldn't be a part of my Certification Model Portfolio? (Wait)

Great! The workshops are at our Training Center on (\_\_\_day) (at \_\_\_time). You will be with other models and I will be with you. We'll take your Before and After picture, and I'll have a surprise gift for you too. So tell me, what do you think? (Wait)

Oh, and there's more! There will be door prizes, you'll hear a little about what I'm doing and you'll be a part of our training and recognition as we introduce the Looks to other consultants. And of course you have no obligation to purchase anything but if you decide you want some goodies, I'll give you a special discount at your makeover.

You know the other thing is that you can always take advantage of my referral bonus program and earn free product by asking a friend or two to come along. Then for helping me get to my 30 faces we could put together a special package for you if you decided you want some of the colors you try.

## REVIEW & CONFIRM:

Thanks so much! So, I'll pick you up on\_\_\_\_\_, at \_\_\_\_\_. I'll be wearing a jacket and skirt as will most of the consultants, but come in what you will feel comfortable in. I can't wait, we are going to have so much fun!

## SCRIPT IDEA FOR MEETING PEOPLE

"Hi. My name is \_\_\_\_\_ and I'm a Beauty Consultant with Mary Kay Cosmetics. I am currently enrolled in a Color Certification Course to develop my Professional Expertise and have very specific model looks to create for my Before & After portfolio."

"There's a couple of Looks that I think you would be great for and I was wondering if you would consider coming to be my model at my Certification Class?"

Then continue on to give her the same details as the previous conversation.

## RSVP TO YOU DIRECTOR

It is important to RSVP to your Director by 5:00pm the day before the training with your model's name and phone number. This allows us to be fully set up for the right numbers.

For your key prospects, must be called in by FRI-DAY, your Director can then call and confirm. She will say, "Hi\_\_\_\_\_, this is\_\_\_\_\_. I am \_\_\_\_\_'s Mary Kay Director. I understand that you will be helping her with her Color Certification training and I just wanted to thank you in advance for coming tomorrow night. She is so excited and I look forward to meeting you. Do you have any questions? Okay, we'll see you tomorrow night!"

## MODEL PROTOCOL

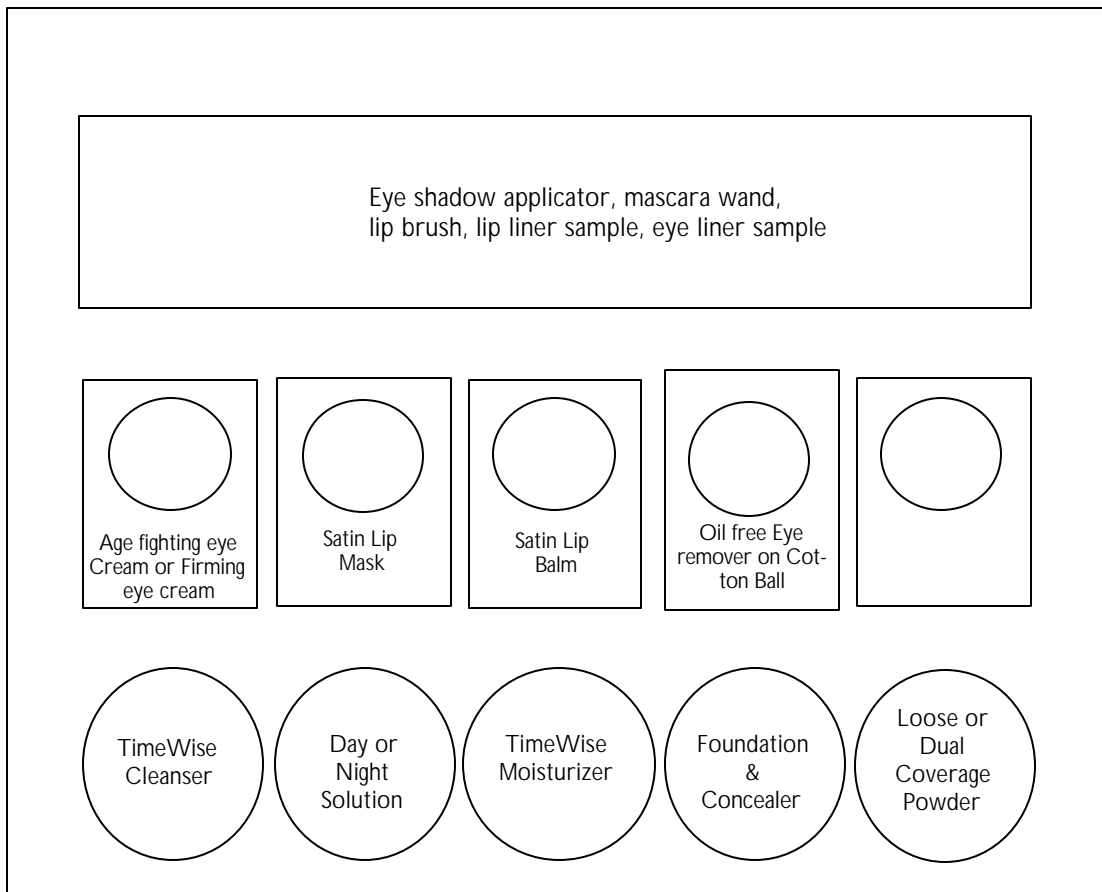
Always introduce your models to your Director when they come in and take them to say goodbye to her when you leave. Every bit of layering helps.

Make sure your Director has the *Lipstick Profile* filled out completely. This will allow your Director or Recruiter to follow-up for you. Don't protect your guest from your Director.....she will help you build your team!

PLEASE BE SURE NOT TO DO A LOT OF TALKING DURING COLOR CERTIFICATION— ESPECIALLY IF YOU DO NOT HAVE A MODEL. You can watch and learn but if there is distractions, the training is not as effective.

# Color Certification Set-up & Supplies

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## ITEMS TO BRING FOR EACH GUEST

You will be responsible for bringing all supplies needed  
for your models facial and Look for that evening.

Some suggestions to elimination too many bags in the classroom are:

- Profile card
- Sales Ticket
- Beauty Book
- Agreement
- Mirrored Face Case
- Styrofoam Insert
- Disposable Face Cloth
- Head band or clips
- Eye-Liner and Lip Liner demo
- Oil-Free Eye Make-up Remover
- Time Wise Eye Cream
- Satin Lips Set
- Timewise & Velocity full sized product.
- Day/Night Solution
- Foundation  
Choose cream-to-powder  
if not yet matched
- Dual coverage Powder Sample
- Look supplies & Colors
- Mascara
- Q-Tips
- Cotton Balls & pads
- Applicators
- Gift for Your Model

# Color Certification Class Agenda

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Models get set up with skin care, foundation color and profiles

Welcome

Director & Recruiter Introductions

Model Introductions

Director or Star Recruiter ( Red Jacket ) Reviews Agenda

**Class Begins....no stragglers please!**

**HAVE MODELS FOLLOW ALONG IN THE BEAUTY BOOK!**

**Demonstrate Oil-Free Eye Makeup Remover  
3-in-1Cleanser**

**TAKE BEFORE PHOTO!**

**Demonstrate Day/Night Solution  
Anti-aging Moisturizer**

Ask people about what they would like to improve or change about their skin. Have them circle the appropriate product on the supplements page.

Have them sample the supplement products on the tray

Time Wise Eye Cream

SATIN LIPS MASK

SATIN LIPS BALM

**Then have them apply their concealer, foundation & powder or  
Dual-Action Powder Foundation**

Talk about being able to personalize and customize to get their products just right for their skin type and special needs. Mention Velocity and mention Sun Essentials.

**Color Time.....romance Color 101.....compact filled with 3  
eye shadows, blush, lipstick and brushes, eye liner, lip  
liner, lip gloss and mascara.**

**Apply colors according to the Color Certification sheets in your portfolio. Use specific color without substituting.**

**Lipstick Marketing.....have them fill out their profiles for a drawing!**

Introductions and recognition of models. Applause, applause and take **AFTER PHOTOS** and invite them to go shopping with their consultant!!!

# Color Certification Beauty Book Class

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Models get set up with skin care, color and profiles

*"I'm so glad you're here tonight. I'm planning on this being relaxing and fun so let's get your foundation and powder matched so you'll be all ready to go. Thanks for being brave and coming as your consultants Color Certification model. This is such a wonderful training program and we are so grateful for your faces.. So don't worry, we'll make sure you look good!!!"*

Welcome

Director & Recruiter Introductions

Model Introductions

*"O.K. you've heard a little about me, now I'd like to know a little about you. Why don't you tell me your name, who invited you and one thing that you would like to learn tonight."*

Director or Star Recruiter Reviews Agenda

*"In a nutshell, here's what we're going to do tonight..."*

*We're going to treat you to skin care so your face feels healthy and then we're going to put the icing on the cake and frost you with wonderful colors. I'll tell you a little about the company and give you a chance to win prizes, see some of our fun & recognition and then you'll have some time to shop. Does that sound like fun?"*

Doors Close and Class Begin

Page 2-3

*"Are you ready to get started?" Let's go ahead and open the Beauty Books to the first pages 2-3 and find out a little about Mary Kay the company.*

*Customer reads. "Could you \_\_\_\_\_ read from Page 2?"*

*You read Page 2 and then say "Watch what I do tonight and see if this is something you'd like to know more about for either yourself or someone you know....because you just never know." Mary Kay always said there was one new consultant at every skin care class.*

Page 4-5

*"Are you ready to try the product???" Let's do this. Turn to pages 4 & 5. We'll get started by removing your makeup and cleansing your skin, the most important thing for healthy skin.*

*First, the lava lamp product. Notice how gently the Oil-Free Eye Make-up Remover takes your makeup off?*

# Color Certification Beauty Book Class

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*Now the fun part. See the beads in the cleanser? The beads do the magic with all the goodies and they do the gentle scrubbing. This is the 3-in-1 Cleanser. \_\_\_\_\_ Can you read the paragraph on the 3-in-1 cleanser in the book. Now comes the brave part.....we're taking a Before picture now and we'll take an After picture when you are all put back together so you can compare .*

## **TAKE BEFORE PHOTO**

*We're going to demonstrate the Miracle Products so you can see the incredible results after 8 weeks of use. (Talk about % and show picture in beauty book....Pg. 6-7) Next comes Age Fighting Moisturizer. \_\_\_\_\_ Could you read about this while I squirt.*

*Now, let's try some of our most popular supplements for the eyes and lips.*

*Time Wise Eye Cream or Firming Eye Cream*

*SATIN LIPS MASK*

*SATIN LIPS BALM*

*Time to get that foundation on.....but first we're going to apply concealer to minimize any spots, discolorations, or blemishes that you might want to hide A little is a lot so use sparingly. Now apply your foundation right over your entire face blending with the concealer and working it smoothly into the jaw line and hair line.*

*We have five different types of foundation.*

*CREAM FOR DRY SKIN*

*Full Coverage FOR NORMAL SKIN*

*Medium Coverage FOR Combination to OILY SKIN*

*CRÈME-TO-POWDER LIGHT COVERAGE*

*DUAL-ACTION POWDER FOUNDATION THAT CAN BE USED WET OR DRY*

*Your consultant can help you choose which on you prefer!*

**Now are you ready for color and getting that After picture taken? This is the fun part!**

*Your consultant has chosen specific teaching colors for you to help her with Color Certification. We thank you for being a sport and trying them. Remember it is not a tattoo and you can choose personal colors when you get together with her*

# Color Certification Beauty Book Class

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*Are you ready for the magic of color?*

Instruct them on their color basic color application and let them apply the colors provided.

*"O.K. Compliment time. Take a look around the table. Doesn't everyone look great. Now I know you came as a model for a specific look, just let your consultant know what you would love to try when you get together with her for a personal makeover. Now it's time for that After photo we promised you!*

## **Take After Photo!**

*As you can see on Page \_\_\_ you'll want to have your consultant treat you to the infamous Satin Hands if you didn't get to try it on the way in. She can tell you about our wonderful bodycare products, excellent sun protection items and of course she can tantalize you with our premiere perfumes.*

*Are you ready for some preview shopping? You are under no obligation to buy.....but if something did capture your eye.....let me show you how you can get them from your consultant.*

**Close with the sets in the pockets from the travel bag!**

**Miracle Set  
Color 101  
Eye Solutions  
Lip Savers  
Satin Hands**

**LIPSTICK PROFILE MARKETING AND DRAWING FOR PRIZE!  
Make sure they are completely filled out!**

**Lightly Go Over Marketing Plan!**

# Color Certification Lipstick Profile

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## Listen & Win One" Questionnaire

When you schedule a time tonight to listen to the facts about what Mary Kay has to offer, you will receive a FREE lipstick!

How about the one you tried tonight?

Date: \_\_\_\_\_

Name: \_\_\_\_\_

Occupation: \_\_\_\_\_

Marital Status: Single \_\_\_\_\_ Married \_\_\_\_\_

Children/Ages: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip: \_\_\_\_\_

Best Phone: \_\_\_\_\_

Best time to call: \_\_\_\_\_

Email: \_\_\_\_\_

Your Beauty Consultant is: \_\_\_\_\_

Reasons that appeal to you the most:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

1. Yes, I want to be a part of this awesome company. Sign me up now!
2. I am VERY INTERESTED but need more information. I'd like to discuss this?
3. I can't tonight, but will meet with you on or about \_\_\_\_\_ (date).
4. No, thank you. I enjoy being a customer.

**L Love** – We have the time to share Love with our families and friends. Mary Kay stresses God First, Family Second, and Career Third.

**I Independent** – You can be your own boss! Have flexible hours! Imagine, you can promote yourself!

**P Prizes & Recognition** – Do you get these on your job? Did you get applauded for coming to work today? Does your company furnish you with a new car to drive, jewelry or trips-?

**S Self-Esteem** – This is a self-esteem building company. Is that something you'd like to improve?

**T Tax-Advantages** – There are many tax advantages when you own your own home-based business. Would you like to keep more of what you make?

**I Inspiration & Motivation** – We praise our people to Success! Are you surrounded by big thinkers?

**C Cash** – Unlimited income potential! Are you in charge?

**K Keys to a FREE Car** – Mary Kay offers a Red Vibe, a Platinum Grand Prix our world famous PINK CADILLAC. Can you get excited about driving a new car for FREE!?



# Color Certification Tracking Sheet

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To complete this course you must do each look as presented on the color cards. You can modify the colors for your model at a follow-up appointment. These models must fill out the Lipstick Profile to be counted for Certification.

Certification Look	Model Name	Phone	Date	Director's Initials
1. My Personal Look	_____	_____	_____	_____
2. My Favorite Look	_____	_____	_____	_____
3. Downtown Brown	_____	_____	_____	_____
4. Magenta	_____	_____	_____	_____
5. Gingerbread	_____	_____	_____	_____
6. Amber Suede	_____	_____	_____	_____
7. Black Cherry	_____	_____	_____	_____
8. Sunset	_____	_____	_____	_____
9. Dusty Rose	_____	_____	_____	_____
10. Pink Satin	_____	_____	_____	_____
11. Apple Berry	_____	_____	_____	_____
12. Pink Melon	_____	_____	_____	_____
13. Toffee	_____	_____	_____	_____
14. Pink Daisy	_____	_____	_____	_____
15. Apricot Glaze	_____	_____	_____	_____
16. Pink Coral	_____	_____	_____	_____
17. Garnetfrost	_____	_____	_____	_____
18. Sunburst	_____	_____	_____	_____
19. Gold Dust	_____	_____	_____	_____
20. Copper Mine	_____	_____	_____	_____
21. Mocha Freeze	_____	_____	_____	_____
22. Sweet Nectar	_____	_____	_____	_____
23. Pink Shimmer	_____	_____	_____	_____
24. Paradise Pink	_____	_____	_____	_____
25. Raisinberry	_____	_____	_____	_____
26. Whipped Berry	_____	_____	_____	_____
27. Frosted Rose	_____	_____	_____	_____
28. Red Salsa	_____	_____	_____	_____
29. Redwood	_____	_____	_____	_____
30. Shell	_____	_____	_____	_____

# Color Certification Look

## My Personal Look

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter \_\_\_\_\_

Midtone \_\_\_\_\_

Accent \_\_\_\_\_

Eye Liner \_\_\_\_\_

Mascara \_\_\_\_\_

Cheeks \_\_\_\_\_

Lip Liner \_\_\_\_\_

Lipstick \_\_\_\_\_

Lip Gloss \_\_\_\_\_

# Color Certification Look

## My Favorite Look

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter \_\_\_\_\_

Midtone \_\_\_\_\_

Accent \_\_\_\_\_

Eye Liner \_\_\_\_\_

Mascara \_\_\_\_\_

Cheeks \_\_\_\_\_

Lip Liner \_\_\_\_\_

Lipstick \_\_\_\_\_

Lip Gloss \_\_\_\_\_

# Color Certification Look

Downtown Brown

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Goldenrod

Midtone Woodland

Accent Virtual Violet

Eye Liner Violet

Mascara \_\_\_\_\_

Cheeks Gold Canyon

Lip Liner Dark Chocolate

Lipstick Downtown Brown

Lip Gloss Beach Bronze

# Color Certification Look

Magenta

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Gold Leaf

Midtone Woodland

Accent Currant Craze

Eye Liner Charcoal

Mascara \_\_\_\_\_

Cheeks Gold Canyon

Lip Liner Burgundy

Lipstick Strike -A- Pose Rose

Lip Gloss Cranberry

# Color Certification Look

Gingerbread

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Gold Leaf

Midtone Cinnabar

Accent Double Espresso

Eye Liner Charcoal

Mascara \_\_\_\_\_

Cheeks Brick

Lip Liner Chocolate

Lipstick Gingerbread

Lip Gloss Beach Bronze

# Color Certification Look

Amber Suede

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter    Safari Sunset

Midtone        Cinnabar

Accent         Double Espresso

Eye Liner      Charcoal

Mascara        \_\_\_\_\_

Cheeks         Brick

Lip Liner       Dark Chocolate

Lipstick        Amber Suede

Lip Gloss       Cranberry

# Color Certification Look

Black Cherry

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter    Rose Mist

Midtone        Cinnabar

Accent         Currant Craze

Eye Liner      Charcoal

Mascara        \_\_\_\_\_

Cheeks         Gold Canyon

Lip Liner       Burgundy

Lipstick        Black Cherry

Lip Gloss       Natural

# Color Certification Look

Sunset

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Tooti Fruiti

Midtone Whipped Cocoa

Accent Lucky Penny

Eye Liner Sable

Mascara \_\_\_\_\_

Cheeks Desert Bloom

Lip Liner Chocolate

Lipstick Sunset

Lip Gloss Tiger Lily

# Color Certification Look

Dusty Rose

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter White Sand

Midtone Hazelnut

Accent Lagoon

Eye Liner Indigo

Mascara \_\_\_\_\_

Cheeks Orchid

Lip Liner Neutral

Lipstick Dusty Rose

Lip Gloss Pink Diamonds

# Color Certification Look

Pink Satin

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Crystalline

Midtone Hazelnut

Accent Lucky Penny

Eye Liner Bronze

Mascara \_\_\_\_\_

Cheeks Sunny Spice

Lip Liner Dusty Pink

Lipstick Pink Satin

Lip Gloss Pink Allure

# Color Certification Look

Apple Berry

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Sheer Pink

Midtone Hazelnut

Accent Double Espresso

Eye Liner Sable

Mascara \_\_\_\_\_

Cheeks Mocha Blush

Lip Liner Burgundy

Lipstick Apple Berry

Lip Gloss Cranberry

# Color Certification Look

Pink Melon

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Copper Beach

Midtone Whipped Cocoa

Accent Blue Moon

Eye Liner Slate

Mascara \_\_\_\_\_

Cheeks Mocha Blush

Lip Liner Dusty Pink

Lipstick Pink Melon

Lip Gloss Pink Allure

# Color Certification Look

Toffee

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Spun Silk

Midtone Hazlenut

Accent Vintage Gold

Eye Liner Sable

Mascara \_\_\_\_\_

Cheeks Apricot Breeze

Lip Liner Neutral

Lipstick Toffee

Lip Gloss Cream & Sugar

# Color Certification Look

Pink Daisy

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Spun Silk

Midtone Java

Accent Jungle

Eye Liner Sage

Mascara \_\_\_\_\_

Cheeks Santa Fe Sun

Lip Liner Dusty Pink

Lipstick Pink Daisy

Lip Gloss Cream & Sugar

# Color Certification Look

Apricot Glaze

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Bamboo

Midtone Woodland

Accent Virtual Violet

Eye Liner Violet

Mascara \_\_\_\_\_

Cheeks Santa Fe Sun

Lip Liner Neutral

Lipstick Apricot Glaze

Lip Gloss Cocoa Creme

# Color Certification Look

Pink Coral

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Crystalline

Midtone Whipped Cocoa

Accent Fig

Eye Liner Violet

Mascara \_\_\_\_\_

Cheeks Pink Sapphire

Lip Liner Dusty Pink

Lipstick Pink Coral

Lip Gloss Pink Pearl

# Color Certification Look

Garnetfrost

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Moonstone

Midtone Hazelnut

Accent Cinnabar

Eye Liner Sable

Mascara \_\_\_\_\_

Cheeks Mocha Blush

Lip Liner Berry

Lipstick Garnetfrost

Lip Gloss Cranberry

# Color Certification Look

Sunburst

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Gold Leaf

Midtone Woodland

Accent Fig

Eye Liner Violet

Mascara \_\_\_\_\_

Cheeks Gold Canyon

Lip Liner Chocolate

Lipstick Sunburst

Lip Gloss Beach Bronze

# Color Certification Look

Gold Dust

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Tropical Sun

Midtone Woodland

Accent Lucky Penny

Eye Liner Bronze

Mascara \_\_\_\_\_

Cheeks Bronze Sands

Lip Liner Chocolate

Lipstick Gold Dust

Lip Gloss Beach Bronze

# Color Certification Look

Copper Mine

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Goldenrod

Midtone Woodland

Accent Safari Sunset

Eye Liner Sable

Mascara \_\_\_\_\_

Cheeks Santa Fe Sun

Lip Liner Metallic

Lipstick Copper Mine

Lip Gloss Beach Bronze

# Color Certification Look

Mocha Freeze

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Moonstone

Midtone Hazelnut

Accent Lucky Penny

Eye Liner Sable

Mascara \_\_\_\_\_

Cheeks Bronze Sands

Lip Liner Chocolate

Lipstick Mocha Freeze

Lip Gloss Beach Bronze

# Color Certification Look

Sweet Nectar

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter    Copper Beach

Midtone        Hazelnut

Accent         Lucky Penny

Eye Liner      Bronze

Mascara        \_\_\_\_\_

Cheeks         Island Spice

Lip Liner       Neutral

Lipstick        Sweet Nectar

Lip Gloss       Tiger Lily

# Color Certification Look

Pink Shimmer

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Moonstone

Midtone Hazelnut

Accent Sugarplum

Eye Liner Sable

Mascara \_\_\_\_\_

Cheeks Bronze Sands

Lip Liner Dusty Pink

Lipstick Pink Shimmer

Lip Gloss Pink Allure

# Color Certification Look

Paradise Pink

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter White Sand

Midtone Rose Mist

Accent Blue Moon

Eye Liner Slate

Mascara \_\_\_\_\_

Cheeks Pink Flamingo

Lip Liner Dusty Pink

Lipstick Paradise Pink

Lip Gloss Pink Diamonds

# Color Certification Look

Raisinberry

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Copper Beach

Midtone Whipped Cocoa

Accent Jungle

Eye Liner Sage

Mascara \_\_\_\_\_

Cheeks Island Spice

Lip Liner Berry

Lipstick Raisinberry

Lip Gloss Cranberry

# Color Certification Look

Whipped Berries

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Copper Beach

Midtone Woodland

Accent Lucky Penny

Eye Liner Bronze

Mascara \_\_\_\_\_

Cheeks Island Spice

Lip Liner Burgundy

Lipstick Whipped Berries

Lip Gloss Cranberry

# Color Certification Look

Frosted Rose

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Spun Silk

Midtone Hazelnut

Accent Vinatge Gold

Eye Liner Bronze

Mascara \_\_\_\_\_

Cheeks Pink Meringue

Lip Liner Dusty Pink

Lipstick Frosted Rose

Lip Gloss Pink Pearl

# Color Certification Look

Red Salsa

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Spun Silk

Midtone Whipped Cocoa

Accent Onyx

Eye Liner Steely

Mascara \_\_\_\_\_

Cheeks Gold Canyon

Lip Liner Burgundy

Lipstick Red Salsa

Lip Gloss Natural

# Color Certification Look

Redwood

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Copper Beach

Midtone Cinnabar

Accent Lagoon

Eye Liner Charcoal

Mascara \_\_\_\_\_

Cheeks Gold Canyon

Lip Liner Burgundy

Lipstick Redwood

Lip Gloss Watermelon

# Color Certification Look

Shell

Before

Model Name \_\_\_\_\_

Occupation \_\_\_\_\_

Like Best About New Look  
\_\_\_\_\_

Favorite Product Tried  
\_\_\_\_\_

Best New Tip Learned  
\_\_\_\_\_

What Surprised Me the Most  
\_\_\_\_\_

After

Skin Care \_\_\_\_\_

Foundation \_\_\_\_\_

Concealer \_\_\_\_\_

Powder \_\_\_\_\_

Eye Shadows

Highlighter Tooti Fruiti

Midtone Double Espresso

Accent Onyx

Eye Liner Steely

Mascara \_\_\_\_\_

Cheeks Orchid

Lip Liner Neutral

Lipstick Shell

Lip Gloss Cocoa Creme