

# Basic Color 101

If you'd like to look like a pro at your color appointments without investing in the entire color line initially, here's the colors recommended for your color appointments. Michelle Cunningham actually earned a Pink Cadillac just using these colors. Simple, yet effective.

***Buy the retail size products for all of these to save yourself money. And watch the video that goes with this document to clarify how to set these up.***

First, purchase a Mary Kay Regular Compact. (Not the Compact Mini.)

Eye Shadows:

1. Crystalline
2. Granite
3. Sweet Cream
4. Shimmering Lilac
5. Hazelnut
6. Sweet Plum
7. Midnight Star
8. Chocolate Kiss

Cheek Color:

1. Shy Blush for lighter skin tones
2. Bold Berry for medium skin tones
3. Dark Cherry for dark skin tones

Lip Gloss:

1. Fancy Nancy (Pink Sparkle)
2. Berry Dazzle (This is a purple color if you'd like two options)

Lipsticks that cover just about everyone and are my TOP sellers:

(You'll need spatulas to scrape from these lipsticks to hand to your clients)

1. Whipped Berries for your berry lovers
2. Pink Cherie for your pink lovers
3. Downtown Brown for your brown lovers

These are the ONLY items you need to buy in sample size. You can find samples under Section 2 on the ordering website on [www.marykayintouch.com](http://www.marykayintouch.com). Click Samples.

Lip Liner Samples:

1. Neutral works well for just about everyone

Eyeliner Samples:

1. Black
2. Steely
3. Deep Brown

Under Section 2, Under Supplies & Packaging, click Applicators (disposable).

1. Order Sponge Tip Applicator Samples (Good to have 3 applicators per person)

Under Section 2, Supplies & Packaging, click Skincare Class Supplies.

1. Order Spatulas (pk./24) - These are reusable if you swipe the products into their tray so you only need one package of these.