



The Secret To Matching Foundation

1 Using the attached Conversion & Undertones chart, label the foundation on the cap & on back of tubes. (Buy stickers from Wal-Mart in the business/office supplies section).

***Label your tubes in 2 places: on the end of the cap and on the back of the tube as pictured below.**

This way, if your caps get separated from your tubes, you will be able to match them up again.



PINK = Pink undertone
YELLOW = Yellow undertone
GREEN = Olive undertone
ORANGE = Golden orange
Black = Brown undertone

2



Use 3 mesh bags from your Starter Kit to sort your liquid tubes by Ivory, Beige & Bronze. You may want to label the outside of the bags so you can easily see which bag has which undertone.

3 Select the Correct Foundation Color for your Customer by looking at your customer.

Guess if she is ivory, beige or bronze. Pick the 2 mesh bags that most closely correspond to your guess.

(This will eliminate 1 bag which you can set aside)

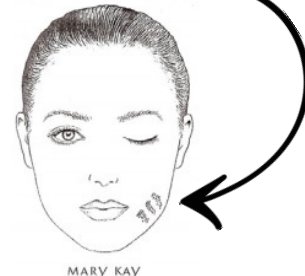
Ask customer if she burns easily or tans easily.

***Pink undertones burn easily, yellow undertones burn then tan, and olive undertones tan.**

4

Choose one color family and do a stripe test by rubbing the foundations in her undertone on her jawline as shown in the picture below.

The shade that disappears is the correct color.



MARY KAY

You can test with the liquid foundation and use the conversion chart to determine what her shade would be in the other foundations if she prefers to purchase another formula.

Tip: Use the undertone chart to determine one shade lighter or darker.

You want to choose one from the same undertone family.

One shade darker than Ivory 7 would be Beige 3. They are both pink undertones.

