

MARY KAY®

COLOR PRODUCTS PRICE COMPARISON

Brand	Concealer	Cheek Color	Pressed Powder	Loose Powder	Bronzing Powder	Eye Color	Eye Pencil	Eyebrow Color	Mascara	Lip Pencil	Lipstick	Lip Gloss	Nail Color	TOTAL COLOR 2006
MARY KAY®	\$9.50	\$20.50 (w/ refillable compact & brush) <b>(\$10 refill)</b>	\$25.00 (w/ refillable compact & 2 sponges) <b>(\$14 refill)</b>	\$14.00	\$16.00	\$23.50 (w/ refillable compact & applicator) <b>(\$13 two shades)</b>	\$9.50 (pencil) \$10.50 (liquid)	\$9.50 (pencil)	\$10-15	\$9.50	\$13.00	\$13.00	\$6.00	\$177.50*- 183.50* <b>\$178*</b>
LANCÔME PARIS	\$24.50-33.00	\$22.00	\$28.00	\$32.00	\$31.00	\$33.00 (2 shades – compact not refillable)	\$22.00 (pencil) \$26.50 (liquid)	\$20.00 (pencil)	\$18-22	\$21.00	\$20-24	\$16.50-21.00	\$13.50-15.00	\$301.50-328.50 <b>\$302</b>
ESTÉE LAUDER	\$17.50-25.00	\$25-27	\$32.50	\$32.50	\$29.50	\$27-40 (2 shades – compact not refillable)	\$18.50-23.50 (pencil) \$14.00 (liquid)	\$23.50-25.00 (pencil)	\$19.50-21.00	\$18.50-23.50	\$17.00-22.00	\$20.00	\$18.00	\$294.50-339.50 <b>\$295</b>
PRESCRIPTIVES <small>DESIGNED FOR ALL SKIN, ALL WOMEN</small>	\$17.50-27.00	\$23.50 (w/ refillable compact – no brush) (\$17.50 refill)	\$25.00	\$35.00	\$30.00	\$30.00 (2 shades)	\$17.50 (pencil)	\$15.00 (pencil)	\$19.00	\$15.50-18.50	\$17.50	\$17.50-20.00	None	\$263-278 <b>\$263</b>  (no nail color)
Elizabeth Arden	\$15.00	\$20.00	\$20.00	\$22.50	\$27.50	\$26.00 (2 shades) (non-refillable compact w/ single shade)	\$15.00 (pencil) \$20.00 (liquid)	\$16.00 (powder cake)	\$16-17	\$15.00	\$18.50	\$12.50-14.00	\$10.00	\$234.00-241.50 <b>\$234</b>
ARBONNE® <small>INTERNATIONAL</small>	\$16.00	\$14.00 (no compact or brush)	\$16.00 (compact not included)	\$22.00	\$28.00	\$24.00 (2 shades no compact or applicator)	\$10.00 (wooden pencil)	\$16.00 (brow wax)	\$22.00	\$10.00 (wooden pencil)	\$16.50	\$16.00-28.00	None	\$210.50-222.50 <b>\$211</b>  (no nail color)
CLINIQUE <small>ALLERGY TESTED. 100% FRAGRANCE FREE.</small>	\$13.50-18.50	\$16.50-18.50	\$17.50-21.00	\$21.00	\$18.50	\$17.50 (2 shades)	\$15.50 (pencil or powder cake) \$13.50 (liquid)	\$12.50 (pencil)	\$13.50	\$13.50-15.50	\$14.00-19.50	\$13.50-16.00	\$9.00-54.50	\$194.00-262.00 <b>\$194</b>

Mary Kay® prices are suggested retail as of April 2006. Applicable only to the continental U.S. Competitive prices are based on products most similar to Mary Kay® products.

\* Includes concealer, powder cheek color with compact and brush, pressed powder, loose powder, bronzing powder, two eye colors with compact and applicator, eye pencil, eyebrow color, mascara, lip pencil, lipstick, lip gloss and nail color.

SKIN CARE PRODUCTS PRICE COMPARISON

Brand	5-Step Skin Care Program					3-Step Skin Care Program (with foundation as 3 <sup>rd</sup> step)		TOTAL SKIN CARE SET
	Step 1 - Cleanse (Cleanser)	Step 2 - Exfoliate (Mask)	Step 3 - Freshen (Toner)	Step 4 - Moisture Balance (Moisturizer)	Step 5 - Protect (Foundation)	Step 1 Cleanse, Exfoliate, Freshen (TimeWise™ 3-in-1 Cleanser)	Step 2 - Moisture Balance (TimeWise™ Age- Fighting Moisturizer)	
MARY KAY®	\$10	\$12	\$11	\$16	\$14	\$18	\$22	5-step <b>\$63</b> 3-step <b>\$54</b>
LANCÔME <small>PARIS</small>	\$21-27	\$27	\$21	\$35-100	\$33-55	None	None	5-step <b>\$137-230</b>
ESTÉE LAUDER	\$19-23	\$21.00- 39.50	\$19.50- 30.00	\$38-70	\$32.50	None	None	5-step <b>\$130-195</b>
PRESCRIPTIVES <small>DESIGNED FOR ALL SKIN, ALL WOMEN</small>	\$21	\$18.50	\$18.50	\$40-60	\$32.50- 39.50	None	None	5-step <b>\$130.50-157.50</b>
Elizabeth Arden	\$16-29	\$15-30	\$16-28	\$34-38.50	\$25.00- 39.50	None	None	5-step <b>\$106-165</b>
CLINIQUE <small>ALLERGY TESTED. 100% FRAGRANCE FREE.</small>	\$11.50- 26.00	\$16.50- 19.50	\$11-19	\$21.50- 34.00	\$18.50- 28.50	None	None	5-step <b>\$79-127</b>
ARBONNE® <small>INTERNATIONAL</small>	\$22.50- 35.00	\$26-32	\$15.50- 30.00	\$22.50- 30.00	\$24-26	None	None	5-step <b>\$110.50-153.00</b>

Skin Care Supplements

Brand	Eye Puffiness	Lines around Eye Area	Eye Firming	Eye Makeup Remover	Microdermabrasion	Anti-Aging	Lines around Lip Area & Control Lipstick Bleeding	<p>Mary Kay Cosmetics undergo rigorous rounds of R&amp;D and testing (which we do voluntarily as a privately-held company) and are approved by the FDA, EPA &amp; the Cosmetics Review Board.</p> <p>Our SPF products have the Skin Cancer Foundation Seal of Approval as do Clinique &amp; Lancôme—all other brands listed <u>DO NOT</u>.</p>
MARY KAY®	Indulge Soothing Eye Gel \$15	TimeWise Age-Fighting Eye Cream \$26	TimeWise Firming Eye Cream \$30	\$14	Step 1: Refine \$30 Step 2: Replenish \$25 \$55 Set	TimeWise Day Solution w/SPF 25 \$30 TimeWise Night Solution \$30 \$60 set	TimeWise Age-Fighting Lip Primer \$22	
LANCÔME <small>PARIS</small>	\$36-49.50	\$51.00- 67.50	\$52	\$23	\$85	\$68-132	\$30.50	
ESTÉE LAUDER	\$45	\$48	\$49.50- 78.00	\$15.50- 22.00	None	\$45-115	\$35	
PRESCRIPTIVES <small>DESIGNED FOR ALL SKIN, ALL WOMEN</small>	\$37.50	\$45	\$65	None	\$125	\$65-80	None	
Elizabeth Arden	\$21.50-50	\$42.50	\$42-45	\$16	None	\$49.50-86.50	\$19.50	
CLINIQUE <small>ALLERGY TESTED. 100% FRAGRANCE FREE.</small>	\$31	\$38.50	\$31-45	\$16.50	None	\$38.50-47.50	\$25	
ARBONNE® <small>INTERNATIONAL</small>	\$28	\$28	\$44	\$19.50	None	\$38.50-72.00	None	