



Skin Care Inventory Tip

Independent National Sales Director Cindy Williams of Kerrville, Texas, shares this tip on how she stocks her skin care inventory for easy reference and retrieval:

Cindy looks at her skin care inventory as oily vs. dry and organizes it this way. Within her inventory system, she designates one shelf “purple” and one shelf “pink.” Also, Cindy says, “The minute I take the products out of the box, I tie purple and pink ribbons on the Miracle Set handles.”

On the purple shelf, Cindy stocks:

- TimeWise® 3-In-1 Cleanser (Combination/Oily)
- TimeWise® Age-Fighting Moisturizer (Combination/Oily)
- Miracle Set (Combination/Oily) with a purple ribbon tied to the handle
- TimeWise® 3-in-1 Cleansing Bar
- Oil-Free Hydrating Gel
- TimeWise® Age-Fighting Moisturizer with Sunscreen SPF 15* (note: this can go on either shelf)

On the pink shelf, Cindy stocks:

- TimeWise® 3-In-1 Cleanser (Normal/Dry)
- TimeWise Moisturizer (Normal/Dry)
- Miracle Set (Normal/Dry) with a pink ribbon tied to the handle
- Intense Moisturizing Cream
- TimeWise® Age-Fighting Moisturizer with Sunscreen SPF 15*
- And any remaining “Classic TimeWise®” (pre 12/04 launch) you might still have in inventory

Cindy also recommends that the Mary Kay® Full-Coverage and Medium-Coverage Foundation tubes be organized into the same purple and pink-shelf concept. She has found that when product is arranged this way not only is it efficient for filling orders, but reminds her to upsell!”

You can then designate another shelf for all other skin care and skin supplement items that can go with items on your pink or purple shelf, such as: TimeWise® Visibly Fit™ Body Lotion, TimeWise® Day Solution SPF 15*, TimeWise® Night Solution, TimeWise® Age-Fighting Eye Cream, customized skin care items and the Body Miracle Set.

**Over-the-counter drug product*