

Products that you will want to include in your inventory order to use as “Demos” at your appointments! Add these products to your Starter Kit once you get them!

1. **Foundation Primer with SPF 15** - this is a best seller – it makes foundation go on like SILK & helps it stay on all day long!
2. **Satin Hands Pampering Set**- you will use this to start or end your party!
3. **Satin Lips**- another best seller! Makes lips luscious & kissable!
4. **Cream Eye Shadow Colors**- There are 9 different shades...I have ALL of them to demo, but you can choose one or a few to demo as you are starting out - you will use these at your FIRST appointment for your Dash-Out-the-Door look! Apricot Twist paired with Iced Cocoa looks good on EVERYONE! Also, Glacier Gray by itself also looks great on every skin tone!
5. **Cream Cheek Color** - Sheer Bliss & Cranberry. You will use these at your FIRST appointment for the cheek color! Sheer Bliss looks best on ivory/beige skin tones, and Cranberry looks best on bronze skin tones.
6. **TimeWise Microdermabrasion Set**- you can choose to offer this exquisite spa treatment at the first appointment for anyone who agrees to book a follow-up appointment with you! Do it on one cheek only so they can feel the difference. Step 1: Refine goes on right after the cleanser - then follow with Step 2: Replenish on the same cheek! (I also do this on the back of the hand sometimes – either way is effective!)
7. **TimeWise Firming Eye Cream**- have them use on one eye at their first appointment! They will see a visible difference immediately and then when they apply the concealer over it, there's a HUGE difference!
8. **ClearProof Acne System** – it's nice to have this to offer younger skin types and/or customers with acne-prone skin. (I only demo the Cleansing Gel, Moisturizer & Pore-Purifying Serum...just FYI!)
9. **Botanical Effects Skin Care** – This line is a great option to offer your clients who have super-sensitive skin (or if they aren't concerned with acne OR aging.) There are 3 formulas: for Dry, Normal & Oily skin types. I recommend just getting 1 bundle to demo - the Normal Bundle would work great.
10. **Concealer** - Yellow is suitable to demo on all skin tones, ivory-bronze because it helps downplay redness & discoloration. Then use the Foundation Conversion Chart to find the perfect shade if they choose to purchase it.
11. **Foundations** - Your Starter Kit includes 12 of the 23 shades of liquid foundation we offer. So, you'll want to order the remaining 11 shades! Here are the shades you will need/want to fill in:
 - **If you got the Variety bundle in your kit, you will need to order the following shades:** Ivory 3; Beige 1, 6, 7, and 8; Bronze 3, 5, 6, and 8
 - **If you got the Ivory/Beige bundle in your kit, you will need to order the following shades:** Beige 7 and 8; Bronze 1, 2, 3, 4, 5, 6, 7, and 8
 - **If you got the Bronze bundle in your kit, you will need to order the following shades:** Ivory 3, 4, 5, 6, and 7; Beige 1, 2, 3, and 4

12. **Lash Love Mascara**- so you have BOTH Lash Love AND Ultimate mascara to demo! You will need to get the Lash Love sampler wands under Supplies/Packaging > Applicators > Lash Love mascara wands on the ordering site – use the wands from your Starter Kit for Ultimate mascara.
13. **1 bronze and 1 pink lip gloss** – I love having EVERY shade of lip gloss to demo, but get at least one bronze & one pink lip gloss to demo. I like Beach Bronze & Fancy Nancy!
14. **Travel Roll-Up Bag** – to put all of these products in! And so you have one to show off when you're closing your classes & telling your customers how they can earn a roll-up bag FREE with a Queen of Everything or Princess set!

Products not listed above that you might want to have to demo over time: (I took this list directly from my own travel roll-up bag!)

- **Eye Primer** – it's like eye shadow glue! I love to use this when I'm doing a color appointment with mineral eye colors! Apply it to the entire lid before mineral eye color - it keeps eye makeup from creasing/disappearing.
- **Lash Primer** – I give my customers a separate mascara wand with Lash Primer on it and allow them to use it on one eye before applying mascara but not on the other. It lets them see how much the Lash Primer does for their mascara!
- **TimeWise Repair VoluFirm Set** – for more mature skin, this skin care line is actually made to REVERSE signs of aging! I LOVE to demo it, because once customers try it, they fall in LOVE!
- **Liquid foundation brushes** – one for every guest (I keep 6 in my demo Brush Collection)
- **Brush Collection** - I use this for my hostess at her color appointment!
- **Every lip gloss shade**
- **Every cream eye color shade**
- **Cosmetic Display Tray filled with one of every mineral eye color**
- **Cosmetic Display Tray filled with one of every mineral cheek color**
(Cosmetic Display Tray can be found under Customer Gifts/Product Presentation tools when you are ordering – only \$3!)

Remember, YOUR CUSTOMERS WILL BUY WHAT THEY TRY– so the more you have for them to try, the more they will fall in love with & want to buy! 😊

Also, demos are a tax deduction for your business, so keep track of these products so you can write them off on your taxes!