



Mary Kay Color Reference Chart

This reference tool is for Independent Beauty Consultants only
and is not to be shared with your customers.

	Mary Kay	Estee Lauder	Lancôme	Clinique	MAC	L'Oreal
Concealer	\$10.00	\$20.00	\$27.50	\$14.00	\$15.50	\$8.99
Pressed Powder	\$16.00	\$26.00	\$33.00	\$19.00	\$25.00	\$10.39
Liquid Foundation	\$14.00	\$33.50	\$37.00	\$20.50	\$26.00	\$11.99
Mineral Powder Foundation	\$18.00	\$33.50	\$40.00	N/A	\$29.00	\$13.59
Tinted Moisturizer	\$18.00	\$35.00	\$37.00	\$27.00	\$26.00	\$19.99
Loose Powder	\$14.00	\$30.00	\$34.00	\$19.00	\$21.00	\$10.69
Ultimate Mascara	\$15.00	\$21.00	\$24.00	\$14.00	\$12.50	\$9.99
Mechanical Eyeliner	\$10.00	\$23.50	\$23.50	\$14.50	\$14.50	\$7.99
Liquid Eyeliner	\$11.00	\$19.50	\$25.00	\$14.50	\$16.50	\$8.29
Brow Pencil	\$10.00	\$23.50	\$23.00	\$13.00	\$14.50	\$6.99
Cheek Color	\$10.00	\$26.00	\$29.50	\$18.50	\$21.00	\$10.49
Eye Color	\$6.50	\$17.50	\$16.50	\$14.00	\$14.50	\$4.29
Highlighting Powder	\$12.00	\$24.50	\$31.00	\$29.50	\$21.00	N/A
Bronzing Powder	\$12.00	\$30.00	\$36.50	\$23.50	\$21.00	\$8.50
Lipstick	\$13.00	\$17.50	\$22.00	\$14.00	\$14.00	\$9.59
Lip Liner	\$10.00	\$23.50	\$22.00	\$14.00	\$14.50	\$7.99
Lip Gloss	\$13.00	\$18.00	\$25.00	\$17.50	\$14.00	\$9.49
Facial Highlighting Pen	\$18.00	\$24.50	\$28.00	\$19.50	N/A	\$10.49
Color 101 Collection*	\$113.50	\$158.50	\$174.50	\$120.00	\$202.00	\$60.42

Mary Kay® prices are suggested retail as of January 1, 2009.

Competitive retail prices are based on products most similar to *Mary Kay*® products but may include some variations in ingredients and product performance.

*Mary Kay® Color 101 Collection includes: three Mary Kay® Mineral Eye Colors, Mary Kay® Eyeliner, Mary Kay® Mineral Cheek Color, Mary Kay® Lip Liner, Mary Kay® Creme Lipstick, Mary Kay® Nourishine Lip Gloss, Mary Kay® Ultimate Mascara in Black, Mary Kay® Compact, Eye Applicators (pk./2), Compact Cheek Brush