Jennifer Bouse Mary Kay Ind. Beauty Cons. 7740 W. Carl Ave. Springfield, Mo. 65802 417-863-1163 www.marykay.com/jbouse

Dear Valued Customer,

For the new year I have been updating my "customer files" and noticed that it has been atleast a year since your last purchase from me. As your personal beauty consultant, I would love to continue to service you as a valuable customer and want to give you an opportunity to continue to receive the Mary Kay Look Book and customer mailings from me. I am offering a special discount for the month of January for you to purchase one time at a 20% discount and/or to call me to schedule a makeover for the New Year. You can have this makeover one on one with me or have a couple of friends join you and earn some "free" products. If your schedule is busy, I could just drop by for a few minutes and update you on the current MK line, we have some exciting new things in our cosmetic line up! Or visit my website at www.marykay.com/jbouse to see the latest products.

If I do not hear from you regarding this special offer, I will assume that you are purchasing from another consultant or no longer interested in our Mary Kay products and I will remove you from my preferred customer list. I take pride in servicing my customers and I am here to serve you and your personal beauty needs. Call soon to schedule your New Year New You makeover or pampering session! Can't wait to hear from you!

May God richly bless you and your family!

Sincerely,

Jennifer Bouse

Your Ind. Beauty Consultant and Mary Kay Sales Director