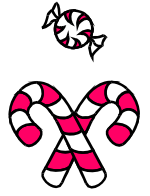


## *Christmas Greetings to My Wonderful Mary Kay Clients!*



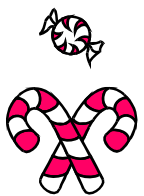
2011 has been a very special year, rich in blessings and in answers to prayer! My daughter, Jennifer, became a Beauty Consultant with me, and it has been fun to have this additional bond in our relationship. My team is building in skills and size, and we will see remarkable results in the months to come!



It is always because of your faithful business that I am awarded special prizes from the company! This year, I have earned a super-handy laminated canvas tote, a designer purse, a king-size portable bed and pump, and several shopping gift cards.



My team and I are also qualifying for our 6<sup>th</sup> free career car! Thank you Mary Kay!! You can earn a new vehicle from the company every two years – what a blessing – and they pay the car note, taxes, tags, title and almost all of the insurance! My thanks to you for making this possible!



Each year in this Christmas letter, I extend an invitation to you (or to anyone that you know) to take advantage of the Mary Kay Career Opportunity. **Does your family need a little (or a LOT) extra money to make this holiday season merry?** Call me about becoming a Christmas season Beauty Consultant! It's only \$100 for the Starter Kit!



Annually it is my desire to show you just how much I appreciate your year-round business by having this Christmas sale. **All items are 20% – 70% off of the regular retail prices.** If you are interested in something that is not included on the enclosed price list, or if you have any questions, just give me a call at (850) 708-8756.



**Here's how this annual sale works.** Attached is an order form and a list of regular and sale-priced products. Please fill out the items that you need (noting your skin care formula, as well as specific glamour colors) and return this form **with payment** (check, MasterCard, Visa or Discover) to me by **Tuesday, November 15<sup>th</sup>**. If you prefer, you can shop and pay online at [www.MaryKay.com/ELISA](http://www.MaryKay.com/ELISA) and I will adjust the total to reflect the sale prices. It will then take the next week to compile, order, receive and bag each order while I prepare my home with Christmas music and refreshments for the SOUPER Pink Weekend Sale! It can take longer to receive product orders during the busy Christmas season, so **any orders received after November 15<sup>th</sup> may not arrive in time for the SOUPER Pink Weekend Sale.**

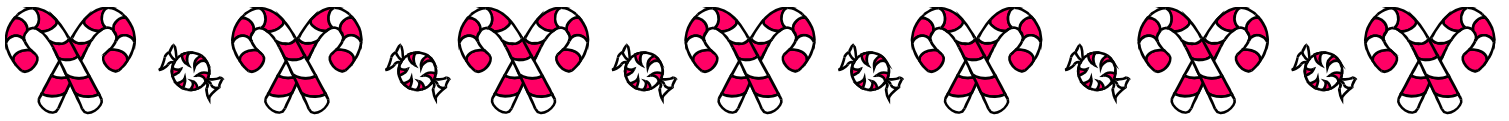


**Out of town clients:** I will mail your order as soon as it arrives. Please remember that I do not normally charge you for postage, but do include it on this sale only so that I can give you greater savings across the board on all the products you know and love.



**Any products that are needed before November 25 will be sold at regular prices.** If you are in the area, I invite you to stop by my home at one of the following times to pick up your prepaid order and shop for lovely Christmas gift products, ready-to-give gift baskets and lots of fun stocking stuffers. It is my **“SOUPER” PINK WEEKEND SALE!!!** You can shop in a relaxing atmosphere, enjoy homemade soup, bread, and goodies and get your “non-toy” holiday shopping done!





This year's SOUPER PINK WEEKEND SALE will be held at my home:

**Friday, November 25, 12:00 noon – 4:00 p.m.**  
**Saturday, November 26, 12:00 noon – 4:00 p.m.**

You get a FREE GIFT for stopping by, and an order over \$100 at the sale entitles you to ANOTHER FREE GIFT! When you come, feel free to bring a friend who is not a customer. If your guest purchases something, you will receive **an additional treat of 10% off items you buy at the SOUPER PINK WEEKEND SALE! Get 10% off for each purchasing friend (up to 50% off!).**

Also, would you let your husband and family members know about my year-round gift-giving service? I will gladly wrap gifts and deliver directly to them, including stocking stuffers!

As the cooler weather sets in and Father New Year prepares to usher in 2012, your **skin care needs may change**. Let me know if you would like to get together to try the new skin care products, supplements and glamour colors, and get a slammin' new look for the holidays. You want to look great before the cameras come out this year!

Your continued friendship and business is a blessing! Because of you, Mary Kay has remained at the top of the skin care industry, and I appreciate the opportunity to serve you. It is so much fun to work with the best!

**Please update your email address** on the order form if you would like for me to email specials and new product information to you from time to time.

May you have a Christ-filled holiday season,

*Elisa*

Elisa Rowland  
1702 Lightwood Ct  
Niceville, FL 32578  
(850) 708-8756



**Directions to my home:** From Niceville High School, go East on John Sims Pkwy over the Rocky Bayou/Meigs Bridge (you'll see the Hampton Inn on your right as you cross the bridge). Turn RIGHT on LANCASTER (White Wilson Medical is on the corner). Go straight down Lancaster. Lancaster makes a sharp left bend near the bay and goes over a little rise. Once over the rise, turn LEFT on SHADOW LANE. Go to the very end of the street (only a couple of blocks). Turn LEFT into LIGHTWOOD CT. Our home is the one with cream-colored siding and dormers and a huge brick front porch. I look forward to seeing you...with bells on!

