



*Sheer Sense* <sup>LD</sup>

## *Melissa Armstrong*

- Product Knowledge and Application Trainer
- Independent Distributor
- Beauty Therapist / Make Up Artist for over 14years




*So much choice where to start?*



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*Ask your customers these 5 easy questions*

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*Question 1*

Do you want your lips to appear larger or smaller?  
 (Dark, matte colours will make lips appear smaller, bright and shimmery colours will make lips appear larger)

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*Question 2*

Are they warm or cool skin toned?  
 (Blue veins, pink palms, suit silver- COOL, Green veins, peachy palms, suit gold- WARM)





*Question 3*

Are they wanting a natural day time or more of a bold look?  
(Or both and let them know about layering)



*Question 4*

Do they like matte/flat, shimmer/sparkle or frost finish?


*Question 5*

Do they like more browns, pinks, purples, or reds?





Customer answered:



1. Larger
2. Cool
3. Bold
4. Matte
5. Pink

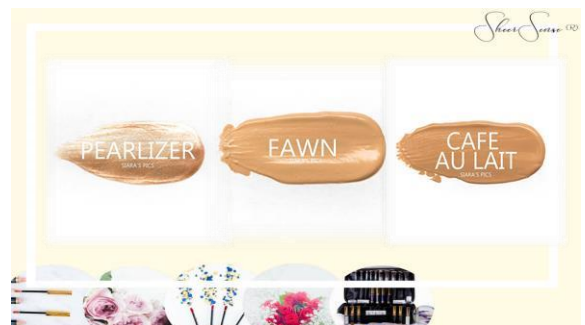
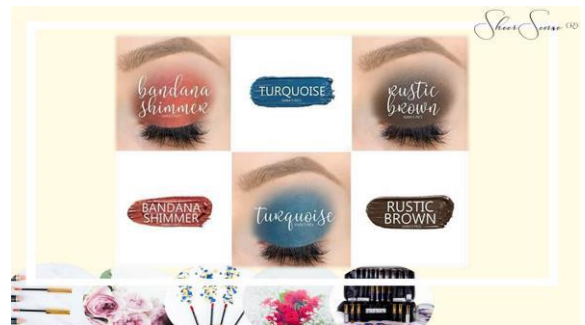
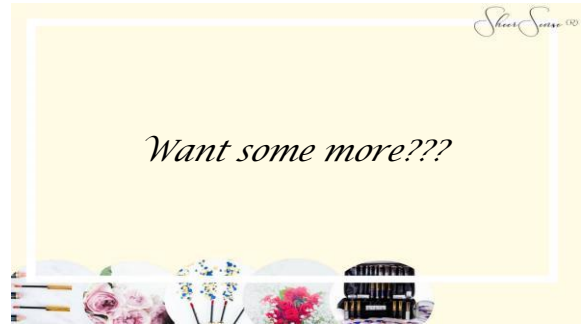
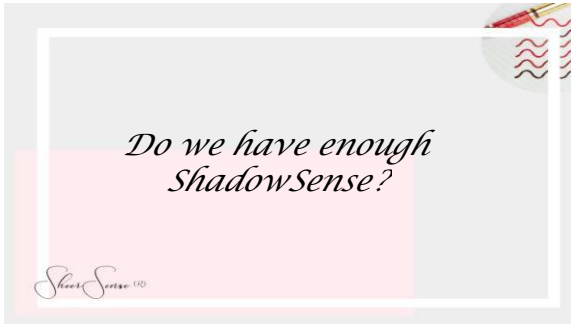
*Do we have enough colours?*




*Want more???*











*Also Matte gloss  
samples now  
available!*



*What is your top tips?*

