

colorlab

FALL/WINTER 2005

SEASONAL LOOKS

THREE LOOKS TO FALL FOR

NEW PRODUCTS

PRESSED EYESHADOWS, NEW
BLUSH SHADES, CONCEALERS
AND MORE

SUCCESS STORIES

EVAN KAMINSKY, MAKEUP ARTIST
AND OWNER OF OUI THREE QUEENS

FALL FASHION

REINVENTING CLASSIC BEAUTY

www.colorlabcosmetics.com

NOVEMBER 2005

table of contents

FALL LOOKS	3-5
LOOK 1, SOPHISTICATE	3
LOOK 2, BOHEMIAN RHAPSODY	4
LOOK 3, FALL ROMANCE	5
NEW PRODUCTS	6-7
MIXOLOGY	7
SUCCESS STORY	8
A WARM WELCOME	9
BOOSTING YOUR BUSINESS	9
FALL FASHION	11



makeup tip

COLOR MATCHING LIQUID FOUNDATION AND CONCEALER
When creating custom (liquid) foundation, you should need no more than 3 ml (6 pumps) worth of toners to match your client's skin tone. If you are using more than this, you are probably starting with the wrong base color or heading in the wrong direction with your toners.

Toner Hint:
When you apply foundation or concealer to the skin, if the shade does not yet match the skin tone, the product will appear to be one of four colors. Each color requires a different toner to move it in the right direction.

APPEARS TOO	peach	pink	yellow	gray
ADD TONER	Blue	Yellow	Purple	Yellow Brown

We hope this helps. If you have any questions, call your sales rep at 800-790-2417.

custom sales tip

STRIKE GOLD WITH BRONZERS
Pick up the action in your makeup department by piquing your client's interest in precious metal inspired highlighters and bronzers based on this fall's golden accents. These bronzers/highlighters are perfect products to lead your "makeup approach" with new and existing clients.

While your clients are waiting for a salon service, ask them to try on your custom bronzer them (be sure to use your Kabuki brush for a silky smooth, professional application). You might even get the opportunity to touch up their eyes and lips and build your sale even more!

Make a few of each bronzer shade to have at the ready for use as testers and for retail. Each of these products is multipurpose and can be used as a bronzer, highlighter, eyeshadow or blush.

Don't forget to stock up on brushes as you will sell a brush with every bronzer.

GOLD DIGGER (warm bronzer)

1/2 t. Translucent Modifier MP
1/2 t. + 1/8 t. Tigers Eye MP
1/2 t. + 1/8 t. Sand Frost
1/8 t. Pink Gold Frost
1/8 t. Gold Nugget Foil

24K (cool bronzer)

1/2 t. Medium MP
1/2 t. + 1/8 t. Tigers Eye MP
1/4 t. Moonlight Pearl MP
1/4 t. Sand Frost
1/4 t. Coral Frost
1/8 t. Gold Nugget Foil
4 tiny scoops Pink Gold Frost

BRONZED (dark bronzer)

1 t. Agate MP
1/4 t. Rose Quartz MP
1/4 t. Coral Frost
1/4 t. Pink Gold Frost
1/4 t. Sand Frost



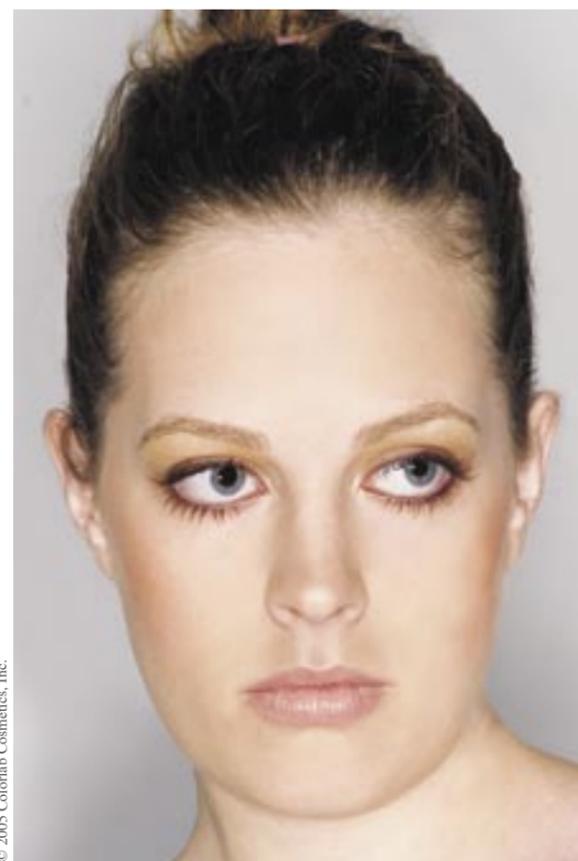
new item



Loose Pans

Available for all pressed minerals...foundations, blush and eyeshadow. Pans are sold individually in a clear tester case.

fall looks



© 2005 Colorlab Cosmetics, Inc.



© 2005 The Fashion Group Foundation, Inc.

sophisticate

Couture design inspired this clean, sexy and sophisticated makeup. This woman is confident, metropolitan and classic. Fresh luminous skin and an understated nude mouth set the stage for neutral eyes in shades of beige and soft brown that are brought to the fore with liner and generous mascara.

Nude Drama (lipstick)

Long Last Matte base
.50 +.25 +.25 White
.50 +.25 +.25 Peach
.125 +.25 Brown
.25 Marigold
.125 Russet
.125 Wineberry
1 large scoop Sand Frost
1 small scoop Crystal Frost
1.5 ml Moisture Additive

*Puppy Love



Sheer Ginger (blush)

1 1/4 t. Translucent Modifier MP
1/2 t. Sunlight Gold MP
4 tiny scoops Tourmaline MP
2 tiny scoops Gold MP
2 tiny Scoops Amber MP

*Bella



Moet (eye glaze)

5 ml Pearl Toner
5 ml Thinner
1.5 ml Fringe Benefit
1 small + 2 tiny scoops Jade MP
2 tiny scoops Agate MP
1 large scoop Champagne Frost

*Ingot



Luminous Beige (eyeshadow)

1/2 t. Light MP
1/8 t. + 3 tiny scoops Champagne Frost
1/8 t. + 3 tiny scoops Sand Frost
1/8 t. + 3 tiny scoops Crystal Frost
2 tiny scoops Pink Frost
2 tiny scoops Gold Frost

*Golden Taupe



Coffee Bean (eyeshadow)

1/2 t. Onyx MP
1/4 t. + 1/8 t. Agate MP
1/4 t. + 1/8 t. Rose Quartz MP

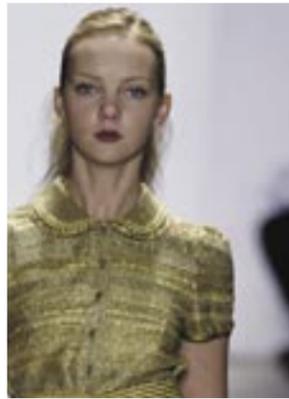
*Sable



*RTW ALTERNATE SHADES



fall looks



© 2005 The Fashion Group Foundation, Inc.

© 2005 Colorlab Cosmetics, Inc.

bohemian rhapsody

Bohemian fabrics with strong play of color are reflected in this bold look. These confident shades weave themselves effortlessly into the bohemian/ethnic fashion prominent this fall. The face is bathed in warm spirited reds, vitalic yellowy coppers complemented by the majesty of muted purples.

Red Stone (blush)

- 3/4 t. Translucent Modifier MP
- 1/4 t. Sunlight Gold MP
- 1/4 t. Rose Quartz MP
- 1/4 t. Sunstone MP
- 1/4 t. Tourmaline MP
- 1/4 t. Pink Gold Frost

*Sienna



Indian Gold (eyeshadow)

- 1/2 t. Saturated Yellow MP
- 1/2 t. Gold Frost
- 1/4 t. Copper Frost

*Ingot & Candy Apple mixed



Amethyst Shimmer (eyeshadow)

- 1/4 + 1/8 t. Tourmaline MP
- 1/4 + 1/8 t. Lapis MP
- 1/4 + 1/8 t. Violet Frost
- 1/8 t. Nugget Foil

*Smash



Crimson Spirit (lipstick)

- Butter base
- .25+.25+.125 Brown
- .25+.25 Peach
- .125+.125+.125+.125 Magenta
- 1 large scoop Champagne Frost

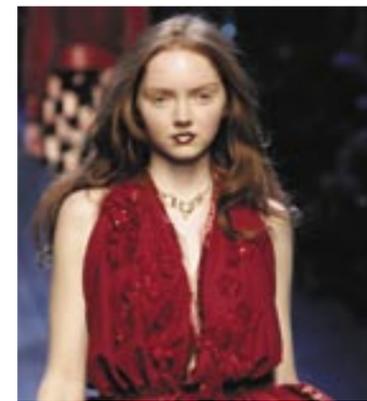
*Look of Love & Ring of Fire



*RTW ALTERNATE SHADES



fall looks



© 2005 The Fashion Group Foundation, Inc.

© 2005 Colorlab Cosmetics, Inc.

fall romance

Rich velvets, flowing satin and flower inspired fabrics evoke romanticism and femininity this season. Sensuous, softened red lip complements a neutral rose eye for a look that is poised and confident.

Rose Petals (blush)

- 1/2 t. Translucent Modifier MP
- 1/2 t. Medium MP
- 1/4 t. Tourmaline MP
- 1/4 t. Sunstone MP
- 1/4 t. Pink Gold Frost
- 1/4 t. Gold Frost

*Adobe



Golden Desire (eyeshadow)

- 1/8 t. Dark MP
- 1/2 t. Sand Frost
- 1/4 t. Gold Frost
- 1/4 t. Bronze Frost

*Golden Taupe



Gilded Violet (eyeshadow)

- 1/2 t. + 1/8 t. Amethyst MP
- 1/4 t. Fuchsia Frost
- 1/4 t. Bronze Frost
- 1/8 t. Champagne Frost
- 1/8 t. Sand Frost

*Twilight



Golden Rose (eyeshadow)

- 1/4 t. Rose Quartz MP
- 1/4 t. Pink Gold Frost
- 1/4 t. Coral Frost
- 1/8 t. Gold Frost
- 1/8 t. Sand Frost
- 4 tiny scoops Champagne Frost
- 1 tiny scoop Fuchsia Frost

*Raspberry



Red Satin (lipstick)

- Butter base
- .50 Magenta
- .50 Coral
- .50 Mahogany
- 1 small scoop Pink Gold Frost
- 3 tiny scoops Sand Frost
- 3 tiny scoops Gold Frost
- 2 tiny scoops Pink Frost

*Played Out



new products

TAKE IT ALL OFF! MAKEUP REMOVER

Oil-Free Makeup Remover for Eyes, Face and Lips. Take It All Off! Makeup Remover cleanses and soothes as it instantly removes all traces of makeup. Refreshing and gentle, this liquid makeup remover is ideal for all skin types. This cooling formula, rich with botanical extracts (green tea, pomegranate, calendula, chamomile, linden, cornflower and St. John's wort), leaves your skin clean, refreshed and glowing.

Ideal for quick removal of makeup prior to a makeup application or custom blending.

To use: Moisten cotton pad with Take It All Off! and apply to desired areas.

WIPE OUT! BRUSH CLEANER

This quick drying, spray-on cleaner is specially formulated to thoroughly remove dirt, impurities, and disinfect all brushes and tools to ensure maximum performance.

To use: Mist onto a tissue until damp. Gently sweep the brush along the dampened area until the color is completely removed. Let dry for a couple of seconds, and your brush is ready for action!

BRUSH WITH PERFECTION! BRUSH CONDITIONER

Like your hair, your makeup brushes need conditioning. This spray-on brush conditioner moisturizes, imparts manageability and maintains the life of your brushes.

To use: Spray on after cleaning with Wipe Out! Brush Cleaner. Let dry.

PRESSED BLUSHERS

Eight new blushers join Colorlab's ready-to-wear blush collection. Free of oils, talc and fragrance, these blushers give the skin a natural vitality and fresh glow. Microfine, sheer and silky, these easy to wear shades add the perfect touch of color.

Four brand new shades: Shell, Fresh Rose, Cinnabar and Sunkissed make their debut while four ready-to-wear favorites (formerly available only as loose) are now available as pressed: Bella, Rosewood, Sweets and Tart.

WONDERBROW - BROW TINT

Frame your eye with Colorlab's new brow tint—color, define and enhance. Wonderbrow fills brows, sets them in place and emphasizes your natural arch. Use alone or mix with mineral shadows to alter the shade. Available in three shades.

PRESSED EYESHADOWS

Colorlab's luxuriously silky pressed eyeshadows glide on smoothly and effortlessly for long lasting, crease-proof color. Delicately milled and microfine, the mineral shadows reflect light away from fine lines and add vibrancy to the eye. Free of talc, fragrance and other skin irritants, they are designed for sensitive skin and are an excellent choice for post-surgical use.

Can be used as eyeshadow and eyeliner (wet or dry). To transform your eyeshadow into an even longer lasting liquid liner, use Colorlab's Stuck On You eyeliner fixative. Available in 24 shades.

mixology

Let your imagination run wild! Unleash your creativity! Think outside the box! Discover the cosmetic chemist in you! Mixology is all about creating new products through experimentation. Sometimes mixology happens intentionally, other times it materializes accidentally.

Here are a few mixology recipes we have gathered. Take a look. Try them out. Use them as a springboard to create your own. We'd love to hear about your mixology! Be sure to tell your sales representative about your favorite mixology recipes the next time you talk.

QUEEN'S CREAM

Derived from Evan Kaminsky of Oui Three Queens While Evan of Oui Three Queens carries a skin care line, his favorite skin care product to date is Queen's Cream, which he invented specifically for his San Francisco clientele. With a few simple adjustments, this is easily converted to a tinted moisturizer for very dry skin.

10 ml Botanical Crème Complex
10 ml Fringe Benefit
1 ml Thinner

Package in 1/2 oz. jar, FA27 or FA32
Suggested Retail \$ 35 - \$40

Transform Queen's Cream to a tinted moisturizer with a few simple additions:

10 ml Sunscreen
5 ml Enriched Foundation (and any toners)
Package in a 1 oz. jar, FA28 or FA31
Suggested Retail \$45 - \$50

FULL COVERAGE CREAM FOUNDATION

Luxuriously rich cream foundation provides full coverage in a hydrating whipped formulation. Great for covering rosacea or other skin discoloration. Can be made in enriched or oil-free formulations. When blending, choose coverage enhancer and toner shades to match your client's skin tone.

4 large scoops Coverage Enhancer
5 ml Fringe Benefit
3 ml Pearl Toner
Up to 3 ml Toner to match skin tone

* (optional) up to 4 tiny scoops Botanical Crème Complex
* eliminating Botanical Crème Complex makes the product oil-free.

Package in 1/2 oz. jar, FA27 or FA32
Suggested Retail \$35

ALL-IN-ONE CONCEALER TINT & EYE CREAM

This moisturizing eye cream tint smoothes and evens out the skin tone around the entire eye. A great quick product for those "I don't have time for makeup" days, for clients who are concealer averse or as a great first line of defense before normal makeup application.

2 large scoops Botanical Crème Complex
1 large scoop MP (custom blended to match under eye skin tone)
.5 to 1 ml Fringe Benefit

Package in 1/8 oz. jar, FA19
Suggested Retail \$20

success stories

AN INTERVIEW WITH EVAN KAMINSKY, MAKEUP ARTIST AND OWNER OF OUI THREE QUEENS

HOW DID YOU GET STARTED AS A MAKEUP ARTIST?

As a little boy I was fascinated with my mother's makeup. I'd wait until she wasn't around and I would sit myself down at her dressing table, turn on the 5x's magnifying lighted mirror and play with her makeup. Even at that young age I was very good! As a theater student in college I studied makeup formally. Before opening my own business, I worked for MAC and as an Assistant Manager for Benefit.

WHAT BROUGHT YOU TO COLORLAB?

Again, it was my mother. She called me to tell me about this cool custom lipstick that she got that was made just for her. I contacted Colorlab and the rest is history.

I have been a makeup artist for over ten years and I have never come across a product that was so easy to use, with such great results. Forgive me for sounding like an infomercial, but I fell in love with the product and concept right away. I have worked for some of the top makeup lines out there and the makeup all seemed so alike. With Colorlab I feel that the ingredients are different, the products work better, and when you want a specific color, no problem...you just make it.

HOW DID YOUR BUSINESS GET ITS START?

I fell in love with the product and realized that I could work for myself doing the same job I had been currently doing. In a whirlwind, I left my job and opened my boutique, Oui Three Queens about three months later. It started out as a stand alone business but I recently relocated my business to within a salon. There are synergies created with the salon setup—more people are exposed to my business and stylists refer clients to me (and I refer clients to them). When a hair client changes her hair coloring and even style, new makeup is often needed. It is very convenient to buy their makeup right then and there.

HOW DID YOU GET YOUR FIRST CUSTOMERS?

When I told my clients at Benefit I was going to be starting my own business, many of them volunteered their contact information. I introduced myself to other businesses in the area and offered them discounts (coupons).

HOW HAVE YOU BUILT YOUR CLIENT BASE SINCE THEN?

I do a variety of things. Word of mouth is a big part of it. I volunteer my services at charitable events—it is a great way to give back and is also exposure. Since my business is inside a salon, I get referrals from the stylists. I continue to use discount coupons to attract new customers and I promote my services at events, such as fashion shows, where my prospective clients may be found.

WHAT SALES TECHNIQUES DO YOU USE?

I am a makeup artist that happens to sell makeup; I do not use typical sales techniques. These products pretty much sell themselves. The Colorlab custom blend systems enable me to come up with quick, solutions to many different requests.

Really, all I have to do is show a client how they could look every day, show them how to apply the makeup and it's up to them to decide to purchase the products. Nine out of ten times they will purchase everything I put on them. If they can't afford to purchase them right away, I make a checklist on their face chart. This way they can purchase products over time without feeling pressured.

DO YOU USE A TESTER BAR?

Yes. I keep testers of all the colors I feel are needed for a great palette. These include: glosses, lipsticks, foundations (liquid and mineral), eyeshadows, concealer, blush, bronzer and highlighters. I don't keep any stock products on hand as I prefer to custom blend on the spot. If I have a makeup application I either use testers or create small amounts of products as needed.

DO YOU HAVE LOYAL CUSTOMERS?

The combination of customization, product quality and convenience makes for many loyal customers—once a client falls in love with a product, they are very committed. I can't take all the credit though. I may have formulated the perfect color and coverage, but the bases are all Colorlab.

ANY ADDITIONAL CUSTOMER EDUCATION REQUIRED WHEN SELLING CUSTOM?

Yes, initially. Many first time clients think I have to send out to a lab to have a product made and just don't get that I can make their product within minutes right in front of them. Once they get it, the "cool factor" kicks in and they are hooked.



DO YOU SELL ANYTHING BESIDES COLORLAB'S COSMETICS?

My primary business is cosmetics and Colorlab is the only cosmetics line I carry. I do sell a skincare line as well, which complements my makeup, but that is secondary. My favorite moisturizer to date, however, is a combination of Botanical Crème Complex, Fringe Benefit, Thinner and SPF. (See recipe in Mixology, page 7). I also offer image services which always have a makeup component to them.

WHAT IS THE MOST REWARDING PART OF BEING A MAKEUP ARTIST?

The smile on my clients' faces when they feel good about themselves. Second best...making good money doing something you love.

TO WHAT DO YOU ATTRIBUTE YOUR SUCCESS AS A MAKEUP ARTIST?

I believe there is a big difference between being a makeup artist and a sales clerk. A sales clerk learns basic application techniques needed to sell a product. A makeup artist knows color theory, product ingredients, anatomy and can convey that information to a client when needed.

Beyond that, with Colorlab I am lucky—I get to be a product developer too! I have extensive knowledge about my products, I am creative in the custom blending and application process, and I don't take myself too seriously!

ANY ADVICE FOR THOSE WHO ARE THINKING ABOUT PURCHASING OR WOULD LIKE TO GET MORE OUT OF THEIR COLORLAB CUSTOM BLEND SYSTEMS?

Colorlab provides us with wonderful product recipes, new products and marketing ideas. But those are just some ideas—try to go above and beyond that by using your product knowledge and creativity. If you're creative and open to new possibilities you can transform a wonderful business into an amazing business!

a warm welcome

TO SALES DIRECTOR, CHERYL SANTUCCI

We are pleased to announce the addition of Cheryl Santucci as Colorlab's new Sales Director. A makeup artist with almost twenty (20) years success managing and growing makeup counters and other retail sales in a premier multi-chain salon, she brings to Colorlab, and ultimately to you, a depth of understanding and wealth of knowledge of the issues and challenges you face in growing your business.

"Over the years I have had the great pleasure of establishing the Colorlab custom systems in the salon/spa environment and have seen tremendous success in the smallest to largest salons. With private label (Colorlab) cosmetics we built an extremely loyal client base on unique, high quality products created to their specifications. The thriving, profitable makeup business also helped fuel confidence in and sales of body, nail and hair products."

"I feel fortunate to now be a part of Colorlab. Colorlab's unique products helped me fulfill my company's goals as well as my personal career goals. Colorlab can do the same for you. I look forward to offering any assistance possible, be it direct or indirect, to help you achieve your goals."

Warm regards,
Cheryl Santucci



building your cosmetic business

STAND OUT WITH CUSTOM COSMETICS

By Cheryl Santucci, Sales Director

From the moment your clients walk into your salon or spa they become a captive audience. You have an opportunity. They have come to enhance their beauty. Whether or not they have come in for makeup, you have an opening to sell cosmetics.

What will capture your clients attention? What do you have that is unique—that no one else can offer? What will compel them to try your products and keep them coming back for more? The answer is private label custom cosmetics. Colorlab's Mineral, Foundation and Lipstick systems give you the ability to create exactly the formula, texture and coverage your client desires. You and your clients can achieve any trend looks or create your own—it is about finding your client's best look, whatever that may be. Individualized beauty draws clients to your makeup department. Products that are personalized for her and are exclusive to your salon will give her a reason to return again and again.

A foundation for customer loyalty and repeat business.

One of the most elusive products for many cosmetics consumers is the perfect foundation. This makes custom blend liquid or mineral foundation a great place to start when building your cosmetics business. Since most women go through three to four foundations a year—it can easily become your #1 product to drive repeat sales.

Make your dollars work for you. With an eye to your bottom line...Colorlab custom blend products have a low cost of goods so you can enjoy higher profit margins. It also minimizes the amount of money you have tied up in inventory since you don't have to keep a large stock of ready-to-wear products. You may, however, want to keep a small stock of your own RTW line for quick sales. In this case, since you are creating your own products, your inventory levels are determined by you, not by minimum order requirements. More importantly, the products you create can be tailored specifically to your client base. Close management of your inventory ensures that you won't have excess stock at the end of a season that you have to discount.

Colorlab is committed to helping you grow your business. Colorlab Cosmetics offers training to get you up and running with your private label cosmetics business. We also offer ongoing product support as well as assistance in helping you structure, manage and grow your cosmetics retail program.

BOOST YOUR CUSTOM COSMETICS BUSINESS

ENCOURAGE ALL GUESTS TO VISIT THE MAKEUP DEPARTMENT

by offering a complimentary makeup application. Offer this service to new guests on their first visit, and to existing clients two to three times a year to experience new color collections and replenish skin care and other cosmetics items.

ENCOURAGE MAKEUP STAFF TO APPROACH CLIENTS

and offer quick touch-ups to feature key custom offerings. This interaction ensures quick sales and keeps the action going in your makeup department.

HOLD SEASONAL PROMOTIONS WHERE YOU CREATE YOUR OWN COLLECTION

of custom mineral eye shadows, blushes, lipsticks and glosses. This is a perfect way to attract new clients and get existing clients to return.

HOST CUSTOM BLEND EVENTS.

At the events you can book clients for individual beauty sessions where you will create all of their seasonal color cosmetics.

OFFER YOUR EXISTING CLIENTS SPECIAL PRICES OR GIFT WITH PURCHASE

on select custom blend products.

INC MAGAZINE'S 100 FASTEST GROWING

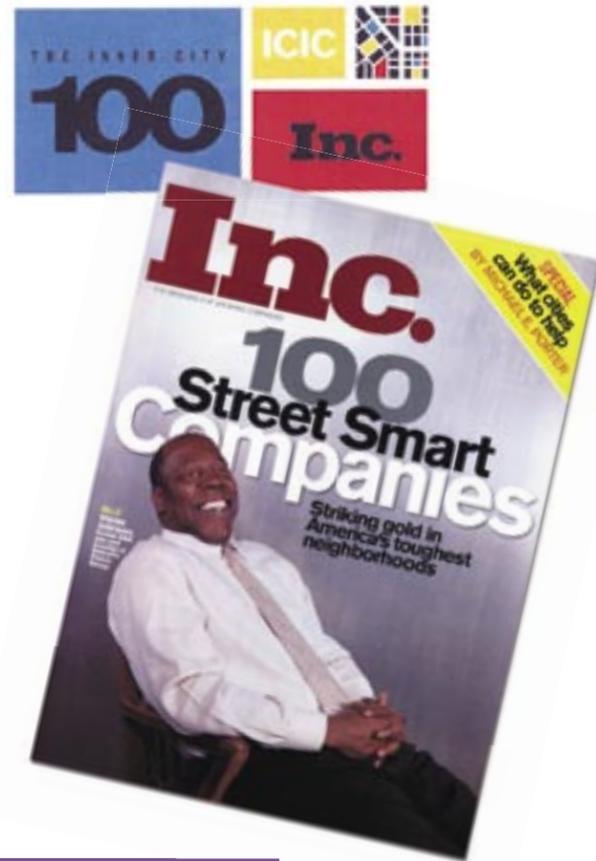
Colorlab Cosmetics Selected as One of Inc Magazine's 100 Fastest Growing Inner City Companies

On April 22, 2005, the 2005 ICIC-Inc Magazine Inner City 100 ranked Colorlab Cosmetics number 72 on the list of the fastest growing inner-city companies in America. The Inc Magazine Inner City 100 list, a ranking of 100 of the fastest-growing businesses in inner city areas around the country was culled from more than 7,500 nominations in 150 cities.

A Message from Mary Swaab, Colorlab founder and CEO - It is a huge honor to be included in this prestigious ranking. We would like to thank our customers for the trust and confidence they place in us to help them build their businesses through our products.

Colorlab's strong growth is a result of our commitment to innovative cosmetics and innovative delivery methods (custom blending). We feel this has given us and our customers a competitive edge in an increasingly competitive environment.

We also owe tremendous thanks to our dedicated employees who have worked hard to serve our customers and grow our business—we couldn't have done it without them.



BUILD MAKEUP AWARENESS THROUGH SIGNAGE



Your salon is hopping, every staff member is focused on their client and your waiting area is full of early arrivals. You are already talking up your makeup line with the client you're with, but how can you reinforce awareness with those in the waiting area? Along with an attractive makeup display, makeup signage throughout your salon helps keep your makeup "top of mind" with your clients.

Colorlab now offers signage that can be used at the point of purchase and/or throughout your salon. The simple, clean design of the signage lends itself to any décor.

For more information, call your sales representative at 800-790-2417.

FALL FASHION PREVIEW

the looks that get looks



Fashion is inspired by **CONFLICTING DUALITIES** this season. From earth-tones to rich reds, blues and metallics; romantic ruffles to sophisticated suits; stately wools to bohemian prints to luxurious velvets and satins, fall 2005 has something to offer everyone.

Polished 1950's suit tailoring is a chic look back to the styles of Grace Kelly, Kim Novak and Tippi Hedren. Modernized through **DECONSTRUCTED DETAILS**, volume and colors, the fashion is fresh and appealing. This look is accompanied by back-combed hairstyles and sophisticated, understated makeup in **SOFT BROWNS AND GOLDS WITH NUDE LIPS.**

Bohemian inspired prints and textures are paired with empire waisted dresses this fall for an away-from-the-body hippie look that recalls the late 60's and 70's. The look has become a favorite for

many designers this season including Michael Kors, Rucci, Jacons, Vuitton, Patrick Robinson for Paco Rabanne, Valentino and Yeohlee. **THE MAKEUP IS EQUALLY VIBRANT AND ECLECTIC.**

Romance is revived by the luxuriant fabrics of velvet and satin. Velvet is everywhere: jackets, skirts, dresses, pants, shoes, scarves, belts, hats and boots. Satin is shining when hammered or bias-cut with geometric placements by Rucci or the latest version of Valvo's shutter pleat dress. Ruffles, lace and other embellishments adorn these fabrics. Makeup is **SOFT, ROSY AND FEMININE.**

Spring's party girls have grown up into Fall's sophisticated ladies and reinventing the looks of classic beauty icons will give this season **JUST THE RIGHT AMOUNT OF DRAMA.**

UPCOMING TRADE SHOWS

SIGN UP FOR CUSTOM BLEND CLASSES NOW

Colorlab will be holding hands-on custom blending classes at all of the trade shows listed below. These classes offer an overview of all of Colorlab's custom blend systems and provide information on how you can make the most of them in your business. Colorlab's classes fill up quickly. To ensure your spot, please pre-register. Look for our postcard listing the times and dates of classes prior to the show.

November 20-21, 2005

Face and Body Show

Moscone West, San Francisco, CA

May 20-21, 2006

America's Expo for Skin Care & Spa

Navy Pier, Chicago, IL

Other dates and locations to be announced

COLORLAB TRAINING

If you currently sell or have recently purchased any of Colorlab's custom blend systems, (lipstick, foundation, or mineral powder), you are eligible for a free training session. If you would like a training session in your facility, call us at 1-800-790-2417.

Additionally, Colorlab Cosmetics has begun traveling to select metropolitan areas to present our full line of custom blend systems and complete RTW line. Professional representatives will be on hand to answer your questions and help you select the best combinations of products for your business. Product demonstrations as well as hand-on training of all three of our custom blend systems will be available. Please contact your sales representative for upcoming dates, locations and costs.

CONSULTING SERVICES

If you've ever wondered how you can...

- launch the Colorlab line
- raise in-house awareness of your cosmetics
- re-launch and re-energize your makeup line
- boost sales through event and promotions
- approach clients with cosmetics offerings
- best train makeup staff

...just ask. Sales Director Cheryl Santucci has spent almost twenty years creating, developing and growing successful makeup departments (for more information, see her profile on page 9). Now she can help you do the same. To set up a phone consultation with Cheryl, please contact your sales representative at 1-800-790-2417.

BULK PRICING ON READY-TO-WEAR SHADES

Your favorite ready-to-wear shades are available in bulk. Call us at 1-800-790-2417

CONTRACT MANUFACTURING

Create your own exclusive cosmetics line infused with Colorlab's technical knowledge and commitment to quality. Contract manufacturing is now available in our new state-of-the-art manufacturing facility in Williston, VT. Our plant was designed to fulfill your research, formulation and manufacturing needs...from lipstick, lip gloss, eyeshadow and foundation to skin care, body care and beyond. Take advantage of our flexible production capacity. Our equipment can accommodate runs from small to large. We look forward to the opportunity to help you achieve your business goals. For more information, please call: 1-800-790-2417.

ON-LINE CATALOG

Visit Colorlab's on-line catalog at www.colorlabcosmetics.com.

Click on Private Label, then catalog and follow the instructions provided.

