

# MERLE NORMAN®

## COSMETIC STUDIOS

DISCOVER JUST HOW BEAUTIFUL YOU CAN BE!

### Dear valued customers,

*What a great summer—George finished his stem cell research program at the University of Wisconsin with flying colors. He is very happy that they asked him to stay on in Phase II of the program. I'm sure it will be just as successful as Phase I.*

*We had a wonderful time at our 76-year Merle Norman Convention in Atlanta, Georgia, seeing all of our Merle Norman friends and getting new and exciting products. Every year I think Merle Norman can't come up with any new products as exciting as we already have, but they always surprise and please me with great new products for you, our valued customer.*

*You will love the new 2007 items, especially Luxiva Brilliant-C, an anti-aging skin brightening serum that helps improve skin clarity and brings back a youthful glow, and the now-available Luxiva Purely Mineral Cheeks, a mineral blush that creates a soft, radiant glow. Stop by the studio to try these amazing new products!*

*If you're eagerly awaiting the holiday season, you'll be pleased to know our Holiday 2007 color collection is available November 1. Watch your mail for details on our upcoming Holiday Open House.*

*You are invited in for a free facial and holiday makeover, as well as an opportunity to win fabulous prizes. It's the perfect way to get in the holiday spirit! See you soon!*

—LaNelle Neal



### Save 50% on newly retired Vera Bradley handbags

Now you can save 50% on all Vera Bradley handbags and accessories in recently retired colors: Classic Black, Windsor Navy, Petal Pink, Capri Melon, and Medallion.

You'll want to take advantage of this great opportunity to get these fabulous bags at our lowest prices. They make excellent gifts for special family and friends, too!



### HIGH BROW: Changing your eyebrows changes your face

Eyebrows are the pillars of the face. They broadcast a powerful message to the world about who you are. Tweaking one's brows can alter the way in which one is perceived. Different brow shapes can make you look sexy, angry, happy, even innocent.

Dark brows give a face strength. Eyebrows are the single most important variable in conveying human emotion. Besides conveying emotion, the right brow can also make you look younger.

Try holding a teaspoon horizontally under your brow to provide a guide for the perfect arch. Stop in to see LaNelle, an eyebrow specialist, for your free consultation.

### Women's Expo is Nov. 17-18

Visit our booth at the Women's Expo 2007 on Saturday, November 17 and Sunday, November 18 from 10:00 a.m. to 4:00 p.m. in the Exhibition Hall at the Alliant Energy Center in Madison. We will have makeup specialists and skin care consultants ready to answer all of your makeup and skin care questions.

LaNelle and George Neal  
Serving the Madison area for 32 years!

MARKET SQUARE—(608) 833-2090  
www.merlenormanstudio.com/mn-2324  
HOURS: Mon. through Fri. 10-6,  
Sat. 10-5, Sun. 12-4  
6662 Odana Rd., Madison, WI 53719



*Feeling cheeky?  
Sweep your cheeks  
with new Luxiva  
Purely Mineral Cheeks  
for the sweetest  
pink of color.*

## Have you tried our at-home Luxiva Derma Peel System?

It is an effective at-home alternative to a professional glycolic peel. The two-step system chemically exfoliates the skin leaving it refined, smooth and restored for a radiant complexion. Oil-free. Fragrance-free. Stop by the studio for a free demonstration.



## Four types of facials available

What does your skin need today? Now you can choose the facial that best meets your skin care needs. Here are your four free in-studio options:

**BRIGHTENING:** Discover brighter, younger-looking skin with Luxiva Derma-Peel System, a 10% glycolic peel, and Luxiva Brilliant-C, a Vitamin C brightening boost.

**RETEXTURIZING:** Uncover softer, smoother skin with Luxiva Micro-Refiner, a gentle microdermabrasion.

**DEEP CLEANSING:** Learn how to prevent clogged pores and clear up breakouts with Luxiva Clarifying Clay Mask, an impurity-eliminating mask.

**DEEP HYDRATING:** Experience a creamy, ultra-rich mask and skin-energizing moisturizer with Luxiva Moisture Rich Facial Treatment.



## Treat your hands to relaxation and hydration therapy

Indulge yourself with a deep-heat paraffin hand treatment in our studio. When this occlusive paraffin treatment is applied to the skin, it prevents loss of water and directly increases hydration levels by up to 50 percent. Skin is left smooth and soft, renewed and protected. In addition, the deep, penetrating heat relaxes muscles and drives tension from your arms and shoulders while hydrating dry, chapped skin. Treat yourself today!

**Ninety-four percent of women are wearing the wrong foundation...  
ARE YOU?**



When was your last foundation update?  
Your skin changes with the seasons. Come in for a FREE shade and formulation check.