

MERLE NORMAN®

COSMETIC STUDIOS

DISCOVER JUST HOW BEAUTIFUL YOU CAN BE!

Happy Holidays!

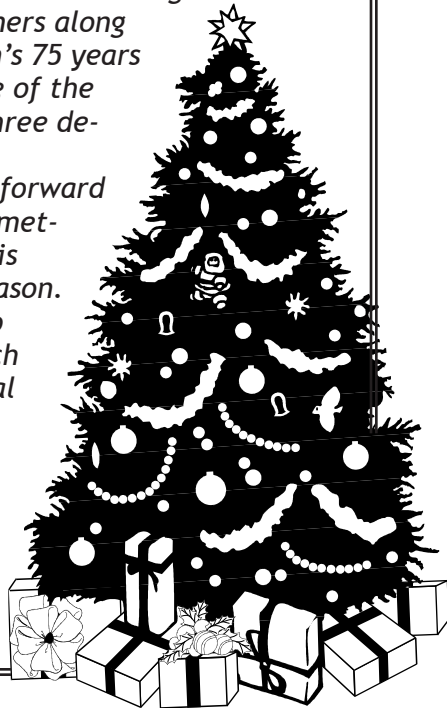
Dear friends and valued customers,

George and I hope you've enjoyed this year as much as we have. Going to Las Vegas this spring and celebrating our 30 years as studio owners along with Merle Norman's 75 years in business was one of the highlights of our three decades in business.

We are looking forward to serving your cosmetics needs during this exciting holiday season. George and I are so blessed to have such a fine group of loyal customers.

Thank you all and may your holiday season be prosperous and blessed.

LaNelle Neal



Chance to "Try Before You Buy" guarantees satisfaction

Ever find it difficult to choose the perfect foundation, skin care products, and makeup colors? Have you ever wanted a new "look" for the holidays, but been afraid to purchase bold colors that you're not sure are right for you? That's why at Merle Norman, we offer you the chance to "Try Before You Buy." Come in today for a free makeover and you can try on all of our skin care products and choose the regimen that works best for you. Then choose from a huge selection of makeup colors and formulas to find the ideal combination for your skin type and coloring.

Holiday 2006 Open House is Saturday, November 11

Celebrate this special season of thanksgiving and merriment with us at our Holiday Open House on Saturday, November 11. You'll be able to pamper yourself with a free hydrating facial followed by an expert makeover using our romantic new holiday colors. Then stay for a while and enjoy holiday treats and add your name to our drawing for fabulous prizes.

Plus, this year, holiday shopping is easier than ever. You'll be able to choose from four new "Beauty-full" gift sets for skin, lips, eyes, or face, as well as MN for Men. We look forward to seeing you on Saturday, November 11.

Holiday fashion takes a fanciful trip to Spain where dramatic jewel tones reign supreme

Deep shades of ruby and sapphire enliven flamenco-inspired ruffled gowns and feminine adaptations of the bolero jacket. Coats are rich with luxurious velvets and sateens embossed with stylized florals. For a more casual look, slim-fitted pants and leggings are paired with long, embellished cardigans and formfitting wrap dresses.

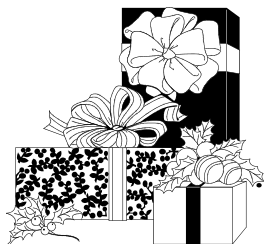
Romantic rose motifs decorate everything from shoes to handbags. Tassel accents add flair to the evening clutch and chandelier earrings. Shoes are dramatic and high in shades of red and black suede, lace and patent leather. Traditional embroidered shawls are draped over bare shoulders or used as a sash belt.

Hair is long, loose and sexy, complemented by makeup that's luscious and bold. Cheeks are dramatized with deep shades of pink, eyes get a "halo" effect with smoky shades of amber, and glossy, gold-flecked shades of fuchsia and red add richness to lips and nails.

Come in today to try our Romantica Holiday Collection. The sumptuously rich colors are sure to make your holiday season romantically beautiful!

LaNelle and George Neal
Serving the Madison area for 30 years!

MARKET SQUARE—(608) 833-2090
www.merlenormanstudio.com/mn-2324
HOURS: Mon.-Thurs. 10-7,
Fri. 10-6, Sat. 10-5, Sun. 12-4
6662 Odana Rd., Madison, WI 53719



'Tis the season
for a free
Holiday
Makeover!
Schedule your
appointment
today.

Out-of-towners receive free postage on their shipments

Need to send a gift to a special out-of-town friend this holiday season? Just call us, and we'll help you select a "Beauty-full" gift set or create a unique set containing a few of our most popular skin care and/or make-up products. Shipping is free and our products are guaranteed to make the women on your holiday list smile!

Monthly hydrating facials keep your skin healthy all winter

Let us pamper you with a free five-minute hydrating facial, an exclusive in-store service. Our facial gel is a steam-activated formulation that delivers moisture deep into the layers of the skin. It makes dull, lifeless skin appear radiant and visibly younger-looking. Come in once a month to enjoy this relaxing, moisturizing treat for your skin.

Get your best holiday look with these simple beauty tips

CONCENTRATE ON OUTER LASHES: For an eye-opening look, start applying mascara at the outer corner of your eye. Moving in toward your nose. Eyes look more awake when outer lashes are more defined.

FOR A PERFECT EYE RIM: Use pencil first, then creme eye liner.

GO FOR THE GOLD: Afraid smoky eyes are too strong for your fair complexion? Try pale gold shadow and gray liner.

PLAY UP EYES WITH PURPLE: Lavender enhances every eye color!

TONE DOWN RED: To pull off a bold red shade of lipstick, line lips with a Merle Norman neutral lip pencil.

PREP LIPS: Before glossing, gently deflake lips with Merle Norman Lip Revive. Exfoliating increases circulation and plumps up lips.

BLEND TWO BROW TONES: Apply less color where brows are thickest, use a light taupe to fill in brows from the inner corners to the arches and a darker brown for the tail ends. Do this by using Merle Norman Only Natural Brow Powder Duets.

BUILD UP VOLUME SLOWLY: Avoid clumps and flakes by brushing on multiple thin coats of mascara. Wait for each coat to dry before applying another. This can be accomplished by using any of Merle Norman's five beautiful mascaras (multiple shades available).

Is your neck aging you?

Does your neck look older than your face? Then it's time to try Merle Norman Firming Neck and Chest Creme, a clinically proven firming and retexturizing cream specifically developed for the neck and chest areas. Within 30 minutes of use, moisturization increases 100%. With regular use, skin elasticity improves by 45%, skin firmness increases by 42%, and the appearance of crepiness on the chest is diminished by 41%. Leaves your neck and chest as soft and smooth as your face.

Select Vera Bradley bags on sale

Looking for a great gift idea? Our beautiful Vera Bradley handbags, totes and accessories may be the answer you're looking for this holiday season. You'll find a great assortment of stylish bags in many colors. Plus, select bags are now on sale—up to 50% off. Hurry in while supplies last!