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<th>Undertone</th>
<th>TW Liquid</th>
<th>Medium Coverage</th>
<th>Mineral Powder</th>
<th>CC Cream</th>
<th>EP Crème to Powder</th>
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<th>Pressed Powder</th>
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<th><em>Day Radiance Cream</em></th>
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<td>Mahogany Bronze</td>
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</tbody>
</table>

*Discontinued Products*
**Finding the Right Shade—Working with Undertone**

Ask these 3 questions...

1. Do you burn easily? If yes, recommend shades with a pink undertone.
2. Do you burn & then tan? If yes, recommend shades with a yellow undertone.
3. Do you tan easily? If yes, recommend shades with an olive undertone.

Next....

1. Decide, if she is Ivory, beige, or bronze.
2. Then, find the column with her correct undertone.
3. For example, if she is light ivory with a pink undertone, you would select Ivory 1, Ivory 3 & Ivory 6 to color-stripe test.

<table>
<thead>
<tr>
<th>Lightest Shade to Darkest Shade</th>
<th>Yellow</th>
<th>Olive</th>
<th>Pink</th>
<th>Golden Orange</th>
<th>Brown</th>
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<td>Ivory</td>
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</tr>
</tbody>
</table>

Also, keep in mind...

1. These questions are a good guideline but of course, they are only a starting point. You may need to adjust the shade.
2. For the most part, your goal is to match the undertone. However, sometimes there may be redness, brown spots, or ashy tones that you can match by working in an opposite tone.

**Finding the Right Formula—Ask These Questions**

1. What is the most important thing you want your foundation to do?
2. What is your skin type?
3. What kind of finish would you like to have?:

<table>
<thead>
<tr>
<th>Skin Type</th>
<th>Foundation</th>
<th>Finish</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Normal/Dry</td>
<td>TW Luminous</td>
<td>Luminous/dewy</td>
<td>Reduces appearance of pores, fine lines, &amp; skin imperfections. Leaves skin, radiant &amp; bright</td>
</tr>
<tr>
<td>Combo/Oily</td>
<td>TW Matte</td>
<td>Matte</td>
<td>Reduces appearance of pores, fine lines &amp; skin imperfections. Absorbs oil &amp; controls shines all day.</td>
</tr>
<tr>
<td>Oily</td>
<td>Med Coverage</td>
<td>Natural</td>
<td>Stay true, stay put color. Controls oil for 8+ hrs.</td>
</tr>
<tr>
<td>All types (dry skin may need extra moisturization)</td>
<td>Mineral Powder</td>
<td>Natural/matte</td>
<td>Blends easily. Buildable coverage. Controls shine. Long wearing &amp; transfer resistant.</td>
</tr>
<tr>
<td>All Type</td>
<td>CC Cream</td>
<td>Natural</td>
<td>8 benefits in 1 step—protect, brighten, correct, minimize redness, conceal, hydrate, reduce signs of aging</td>
</tr>
</tbody>
</table>