

BLEND YOUR BEAUTY EVENT SURVEY

| Welcome to our event! Thanks for joining us. As people filter in, pour team of Beauty Advisors can better serve you. | olease take some ti | ime to answer the following questions so tha |
|--|--|---|
| What results are you looking for from a foundation? | | |
| What results are you looking for from a powder? | | |
| How are you applying your makeup at home? | | |
| Do you have any sensitivity to fragrance or certain ingredients? If so | o, which ones? | |
| Do you or someone you know have issues or concerns with the f | ollowing? | |
| Check the following that fit: | You | Name of family or friend |
| Makeup does not go on smoothly/evenly | | |
| Makeup does not last throughout the day | | |
| Foundation/powder does not match skin | | |
| Foundation causes breakouts | | |
| Skin is oily/dry | | |
| Interested in reversing/repairing aging | | |
| Concerned with brown spots/discolorations | | |
| Digestive health (acid reflux, ulcers, IBS, colitis, etc.) | | |
| Interested in slowing down the aging process from the inside | | |
| Interested in learning more about wellness and nutrition | | |
| Interested in hosting a Beauty Basics Event | | |
| Next a Certified Custom Consultant will spend time with you, pe provide you with the perfect solutions! We wanted to give you the opportunity to host your own Motives obetween a Beauty Basics Event, a Skincare Clinic, or an 'It's Your Time credit toward any product purchase of your choice. In addition, you | event and earn free e to Shine' applicati | product and / or cash! You could choose on workshop to earn 10% of the retail sales as a |
| bottle by selling 1-10 custom blends or \$10 per bottle by selling 11 Beauty Advisors before leaving to set this in motion! | -20 blends at your | event! Be sure to speak to one of the Motives |
| Name of whom invited you | | |
| Your name | | |



MOTIVES® CUSTOM BLEND LIQUID SURVEY

| Name: | Date: | |
|----------|--------|--|
| | | |
| Address: | | |
| | | |
| Phone: | Fmail: | |



| Questions (circle your answer) | | | | | | | | |
|--|--------|----------|-------|--|--|--|--|--|
| 1. Would you like additional sunscreen in your custom blend? (Contains a natural SPF content of 6-8) | Yes | | No | | | | | |
| 2. Do you want your foundation to be a BB Cream? (aka Beauty Balm – Note: this will make coverage more sheer) | Yes | | No | | | | | |
| 3. What level of coverage do you prefer? (Our base contains 11% pigment and typical foundation is 6-7%) | Sheer | Medium | Full | | | | | |
| 4. What type of finish are you looking for? | Matte | Natural | Dewy | | | | | |
| 5. What skin tone category would you consider yourself? | Light | Medium | Dark | | | | | |
| 6. Do you have sensitive skin? | Yes | | No | | | | | |
| 7. Which best describes your skin type? | Dry | Balanced | Oily | | | | | |
| 8. Are you concerned with aging? | Yes | | No | | | | | |
| 9. Would you like a primer added to your liquid foundation? | Yes | | No | | | | | |
| 10. What texture do you prefer your foundation? | Liquid | | Cream | | | | | |



Sanitize Hands – Conduct Consultation in Form of Conversation – Stripe Foundation (2-3 shades) – Then Begin

| SUNSCREEN | YES | NO | FORMULA AMOUNT |
|-------------------------------------|---------------------------------------|--|----------------|
| Adding will make product more sheer | 5 ml = SPF 10-12 10 ml = SPF 14-16 | Naturally contains SPF content of 6-8 | |

| 2 | BB CREAM | YES | NO | FORMULA AMOUNT |
|---|-----------------------------|-------|----|----------------|
| | Beauty Balm = less coverage | 15 ml | | |

| 3 | COVERAGE | SHEER | MEDIUM | FULL | FORMULA AMOUNT |
|---|---|----------------------|---------------|--|----------------|
| | Consider first 2 steps & compensate if needed | 15 ml = half of base | (leave as is) | Coverage Enhancer (1-2 scoops = 2.5-5 ml) | |

| 4 | FINISH | MATTE | NATURAL | DEWY | FORMULA AMOUNT |
|---|--------|--------------------------------|---------------|----------------------|----------------|
| | | Mattifier (5 ml = 2 scoops) | (leave as is) | Pearl (2-4 pumps) | |

SKIN TONE CATEGORIES: After adding the above (if applicable), choose closest base shade(s)

| LI | GHT | MED | IUM | | DARK | | |
|-------|-----------|-------|-----|----------|------|----------|---|
| | | | | | | | AMOUNT FOR FORMULA Add until 30 ml total |
| lvory | Porcelain | Beige | Tan | Hazelnut | Deep | Espresso | may use combination / more than 1 |

Next: Perfect base shade and optimize customization by adding pumps of toner

- 1. Adjust/perfect the depth (lightness/darkness)
- 2. Perfect your base shade by adding a toner to neutralize unwanted pigment in base
- 3. Add to complement skin's natural undertone

| LIGHTEN | C | ARKE | N | TONER | | | | | | | |
|---------|--------------|-------|------------|-------|--------|------|------------|--------|------|----------|-------|
| White | Yellow-Brown | Black | Blue-Brown | | Yellow | Pink | Yellow-Red | Purple | Blue | Blue-Red | Green |

| 6 | SENSITIVE | YES | NO | FORMULA AMOUNT |
|---|-------------------------|-------------------------|----|----------------|
| | If yes, stop after this | Ultra Soothing (1.0 ml) | | |

| 7 | SKIN TYPE | DRY | BALANCED | OILY | FORMULA AMOUNT |
|---|-----------|-------------------|---------------|----------------------|----------------|
| | | Hydrator (0.5 ml) | (leave as is) | Oil Control (0.5 ml) | |

| 8 | ANTI-AGING | YES | YES | NO | FORMULA AMOUNT |
|---|-----------------------------------|---|--|----|----------------|
| | Choose 1 to remain cost effective | Soften/smooth while tightening 'flash' effect | Stimulate collagen and elastin formation, neutralize free radicals | | |
| | Offer both for optimal results | Ultra Firming (1.0 ml) | Copper Peptide (1.0 ml) | | |

| 9 | PRIMER | YES | YES | NO | FORMULA AMOUNT |
|---|----------------------|----------------------------|-------------------------------|----|----------------|
| | Reference Question 7 | (Dry/Balanced Skin) | (Oily Skin) | | |
| | Choose 1 | Fringe benefit (2-4 pumps) | Sheer Porefection (2-4 pumps) | | |

| 10 | TEXTURE | LIQUID | CREAM | FORMULA AMOUNT |
|----|---|---------------|-------------------------------|----------------|
| | Start with 3 drops, mix, and add until desired result | (leave as is) | Whipping Crème (3-6 drops) | |



MOTIVES® CUSTOM BLEND POWDER SURVEY

| Name: | Date: | |
|----------|--------|--|
| | | |
| Address: | | |
| | | |
| Phone: | Email: | |



| Questions (circle your answer) | | | | | |
|--|-------|--------------------|----------------|--|--|
| 1. Would you like additional sunscreen in your custom powder? (Already contains a full-spectrum SPF content of 17) | Yes | | No | | |
| 2. What level of coverage do you prefer? | Sheer | Medium | Ful | | |
| 3. What type of texture would you prefer? | Matte | Soft, healthy glow | High Luminesce | | |
| 4. Would you like a High Definition Finish? | Yes | | No | | |
| 5. Which best describes your skin type? | Dry | Balanced | Oily | | |
| 6. Do you struggle with hyper-pigmentation? | Yes | | No | | |
| 7. Would you like your powder to contain anti-aging benefits? | Yes | | No | | |
| 8. What skin tone category would you consider yourself? | Light | Medium | Dark | | |



Sanitize Hands – Conduct Consultation in Form of Conversation – Then Begin

| 1 | SUNSCREEN | YES | NO | FORMULA AMOUNT |
|---|--|------------------------|----|----------------|
| | adding will make product more sheer | 1 tsp = increase SPF 4 | | |

| 2 | COVERAGE | SHEER | MEDIUM | FULL | FORMULA AMOUNT |
|---|---|--------------------------------|---------------|---------------------------------|----------------|
| | Be mindful of how the above additives may affect coverage | 1 tsp. Translucent Modifier | (leave as is) | 1 tsp. Coverage. Intensifier | |

| 3 | TEXTURE | MATTE | HEALTHY GLOW | HIGH LUMINESCENT | FORMULA AMOUNT |
|---|---------|---------------|----------------------------------|------------------------------------|----------------|
| | | (leave as is) | Sunlight Gold (1/8 - 1/4 tsp) | Moonlight Pearl (1/8 - 1/4 tsp) | |

| 4 | HIGH DEFINITION | YES | NO | FORMULA AMOUNT |
|---|-------------------|-------------------------|----|----------------|
| | Great for HD Film | 1/8 tsp Flawless Finish | | |

| 5 | SKIN TYPE | DRY | BALANCED | OILY | FORMULA AMOUNT |
|---|-----------|----------------------|---------------|-------------------|----------------|
| | | Moisturizing 1/8 tsp | (leave as is) | Balancing 1/8 tsp | |

| 6 | HYPERPIGMENT | YES | NO | FORMULA AMOUNT |
|---|--------------|--------------------|----|----------------|
| | | Lightening 1/8 tsp | | |

| 7 | ANTI-AGING | YES | NO | FORMULA AMOUNT |
|---|------------|-----------------|----|----------------|
| | | Firming 1/8 tsp | | |

8 After adding all the above, fill in the remaining 3 teaspoons with desired base shade

| LIGHT | MEDIUM | DARK | ADD BASE (UNTIL 3TSP TOTAL) |
|-------|--------|------|-----------------------------|
| | | | AMOUNT FOR FORMULA |

Next: Perfect base shade and optimize customization by adding smidgen of toner

- 1. Adjust/perfect the depth (lightness/darkness)
- 2. Perfect your base shade by adding a toner to neutralize unwanted pigment
- 3. Add to complement skin's natural undertone

| LIGHTEN | DARKEN | | | TONER | | | | | | | |
|-----------|-----------|------|-------|-------|-------|-------------|----------|----------|-------|------------|------|
| | | | | | | | | | | | |
| Alabaster | Tiger Eye | Onyx | Agate | | Amber | Rose Quartz | Sunstone | Amethyst | Lapis | Tourmaline | Jade |



BLEND YOUR BEAUTY EVENT ORDER FORM

| Product | Code | Retail | Qty | Total |
|---|--------|----------|-----|-------|
| Motives® Custom Blend Liquid Foundation | | | | |
| Motives® Custom Blend Mineral Powder | | | | |
| Motives® Foundation Brush: applies any liquid/cream product smoothly and evenly | 45MBR | \$19.95 | | |
| Motives® Kabuki Brush: applies any powder flawlessly and smoothly | 53MBR | \$19.95 | | |
| Motives® Complexion Perfection Face Primer: smoothes skin surface for perfect application | 301FP | \$24.95 | | |
| Motives® Insta-Smooth: fills in and minimizes appearance of fine lines and wrinkles | 201LEG | \$18.95 | | |
| Motives® Pressed Bronzer — Miami Glow: creates a sun-kissed, healthy glow | 300MB | \$23.50 | | |
| Motives® 10 Years Younger Makeup Setting Spray: sets your makeup to last all day | 301FS | \$29.95 | | |
| Motives® No More Shine Setting Spray: Controls oil for a flawless matte finish | 302MAS | \$29.95 | | |
| Kit A: Custom Blend Foundation, Foundation Brush, Perfecting Face Primer | | \$95.00 | | |
| Kit B: Custom Blend Mineral Powder, Kabuki Brush, Perfecting Face Primer | | \$85.00 | | |
| Kit C: Custom Blend Liquid, Custom Blend Mineral Powder, Foundation Brush, Kabuki Brush | | \$120.00 | | |
| Skintelligence® Travel Kit: 5 travel-sized products in a travel pouch | 12601 | \$34.95 | | |
| Skintelligence® Skincare Value Kit: 3-piece set of full-sized product | 12604 | \$49.95 | | |
| Isotonix OPC-3° Beauty Blend: helps keep skin young and firm | 13997 | \$75.50 | | |
| Ultimate Aloe™ Strawberry Kiwi: promotes digestive health | 1285 | \$27.95 | | |
| Isotonix® Daily Essentials Kit: OPC-3, Activated B-Complex, Calcium Plus, Multivitamin Save 27% | 6459 | \$150.00 | | |
| Energy Booster Kit: Awake® Energy Shots (Grape), Isotonix® Activated B-Complex, MochaTonix Packets Save 26% | 6493 | \$89.95 | | |
| MochaTonix®: Promotes increased energy, mental awareness and weight loss | 7807 | \$39.95 | | |
| Fast Start Kit | | \$399.00 | | |
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| Subtotal | | | | |
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| Sales Tax | | | | |
| TOTAL DUE | | | | |

| Name | | | | | |
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| Address | | | | | |
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| Phone | | | | | |
| Credit Card 🗖 Visa 📮 MasterCard — Credit Card # | | | | | |
| Expiration | | CVV Code (3-digit code on back of car | rd) | | |
| Date | | Amount | | | |
| hereby authorize the above purchase for the amou | nt indicated. | | | | |
| Signature | | | | | |