stated, all demo, special & Justine Top Sellers stine (Pty) Ltd. 148A Kelvin Drive, Woodlands I

SURPRISE PACK

R269

SAVE OVER R600*

Code 1304919

IMPROVED PRODUCT RANGE INCLUDES:

- Full-size fragrance
- Fashion accessory
- Make-up essentials

FILLED WITH AMAZING PRODUCTS YOU CAN USE TO:

- Grow your business by retaining current customers through free product giveaways
 - Spoil yourself, friends or family
- Build positive relationships with customers

Sell the surprise pack to her as a whole instead of breaking it up to sell the products individually.

This makes it easier for you to earn more.

*Based on Regular Prices. Gift box not included.

TERMS & CONDITIONS: • Valid from 1 to 31 December 2020 • The Surprise Pack Offer is exclusive to Consultants only • Each Consultant is permitted to order as many Surprise Packs as they wish • No returns accepted of Surprise Pack • Contents of the Surprise Pack may not be exchanged for other products • Surprise Pack orders are subject to stock availability • Contents may vary from one Surprise Pack to another • No discount can be earned on the Surprise Pack • The value of each product in the Surprise Pack is based on its Regular Price. Not for sale in the following markets: Botswana, eSwatini & Lesotho. No discount applies.



LOOK FORWARD TO: AMAZING FESTIVE BEAUTY & SKINCARE GIFT SETS & MORE

ORDER IN DECEMBER to support & maximise your JANUARY 2021 brochure sales

MASHARI

JUSTINE MASHARI™ FOR HER ANTI-PERSPIRANT ROII-ON

ONLY **R19***

when you spend R99 in this Just For You**

One product per qualifying R99 spent. **Excludes samples, sales aids & brochures



UP TO 72 HOURS OF ODOUR PROTECTION[†]

†Based on a clinical study.

FLORAL ORIENTAL SCENT





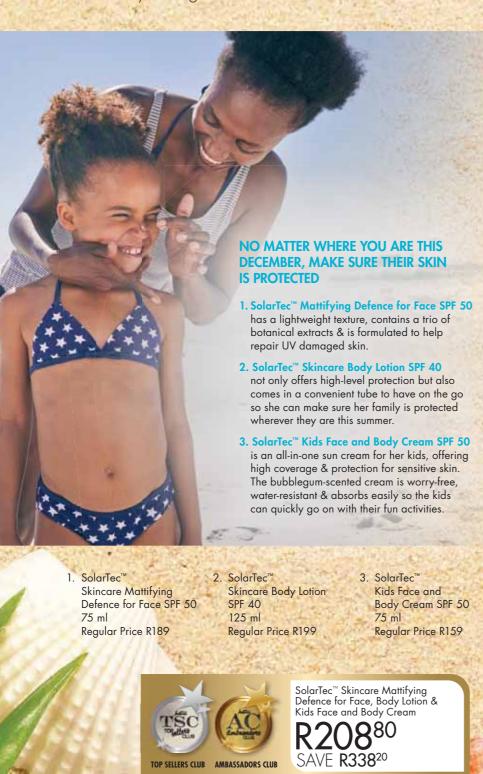


Justine Mashari™ for her Anti-Perspirant Roll-On Deodorant 50 ml Code 49692 Regular Price R39*

SUNCARE BENEFITS

- Shields skin from harmful UV rays
- Helps prevent premature ageing
- Helps prevent sunburn
- Enhances healthy-looking skin





BOOST YOUR EARNINGS WITH

Sunny weather is the perfect time to be outdoors. The SolarTec™ suncare range makes it easier to enjoy the sunshine without her being concerned about the safety of her family's skin.



SOLARTEC™ MATTIFYING DEFENCE FOR FACE, **BODY LOTION & KIDS FACE AND BODY CREAM**

OFFER CODE 9446

BUY 3 • ONLY PAY FOR 2* • ONLY R261

EARN R87

*Cheapest 1 free Your free product will automatically be included with your order.

Earn based on January brochure offer (which excludes the cheapest of the 3 products)



SOLARTECTM **BODY LOTION SPF 40**

OFFER CODE 9444 ONLY **R149**30 **EARN R49**70



Complete SolarTec™ range available to purchase in December brochure

JANUARY BROCHURE OFFER: BUY 3 SELECTED SOLARTEC™ PRODUCTS & ONLY PAY FOR 2

HOW TO USE BUNDLE SELLING:

1 REGIMEN **BUNDLING**

Sell multiple products together that are:

2 COLLECTION BUNDLING

Sell a group of products together that are:

HIGHER **EARNING** OPPORTUNITY



EASY TO **SELL**

RADIANT SKIN WITH #REALTISSUEOIL

Our trusted Tissue Oil range with its highly nourishing complex of botanical oils should be part of her regimen, to leave her skin glowing & beautifully smooth. Let her try more than the oil to expand her range this year with our innovative face & body care





SKIN REPAIR FACE CREAM SPF 20 FOR OILY SKIN HELPS SKIN TO LOOK & FEEL MOISTURISED & IS PROVEN TO HELP REDUCE UV PHOTODAMAGE WITHIN 14 DAYS OF USE*

SOFTENING BODY BUTTER

RETAINS SKIN'S MOISTURE LEVELS FOR UP TO 24 HOURS AFTER A SINGLE APPLICATION*

Tissue Oil

Regular Price R209 **Brochure Offer R139**

SPECIAL OFFER R8180 **EARN R57**²⁰



SPECIAL OFFER R13130

EARN R4370

Tissue Oil Skin Repair Face Cream SPF 20 for Oily Skin 50 ml Code 9451 Regular Price R215 **Brochure Offer R175**



EARN IN DECEMBER



SPECIAL OFFER R74²⁰ **SAVE R4480**

Tissue Oil Nourishing Hand & Nail Cream 50 ml **Code 1177** Regular Price R119





INCLUDE TISSUE OIL SAMPLE SACHETS IN YOUR CUSTOMERS' ORDERS TO ENTICE THEM TO BUY THE PRODUCT.

THE ORIGINAL & **STILL OUR BEST**

botanical oils excellent for dry, sensitive or stressed skin. It helps with the look of pigmentation, scars & stretch marks

SAMPLE **R3 SAVE R5**

> Tissue Oil Sample 2 ml Code 1300135 Regular Price R8



BODY CARE FOR THE WHOLE FAMILY

The Body Balance range is enriched with natural ingredients to enhance her & her loved ones' skin. It is the perfect companion to beautiful skin this summer





Body Balance Intensive Moisturising Body Cream 200 ml Code 3359 Regular Price R99

PROTECTS & INCREASES • HYDRATION FOR UP TO 8 HOURS AFTER A SINGLE APPLICATION*

Skin Management For Men Hydrating Lip Balm SPF 15 4 g Code 9564 Regular Price R55 R4290



BOTH FOR R5180

OFFER CODE 9452 SAVE R4220

FEELING

SOFT &

LEAVES HANDS

MOISTURISED.

NOURISHED

Body Balance

Body Balance For Men

Active Body Lotion

Regular Price R95

400 ml **Code 7644**

Hydro Hand Cream

100 ml Code 7783

Regular Price R69

• CONTAINS VITAMIN E TO HELP SOFTEN & **NOURISH DRY LIPS**

Justine

V

body

balance

hydro HAND CREAM

She can renew & revive her feet to enjoy a carefree summer with Pedi PerfectTM

THE PERFECT

SUMMER FEET



SAVE R41²⁰

Pedi Perfect™ Revitalising Foot Soak 100 ml Code 87531







1. Pedi Perfect™ Cooling Foot Spray 125 ml Code 89782 Regular Price R85

R66³⁰

2. Pedi Perfect™ Moisture-Lock Heel Balm 100 ml Code 82629 Regular Price R115 R8970



Contains

properties

skin-repairing

BOTH FOR R124

SAVE R76

OFFER CODE 9455

NO LIMIT ON THESE OFFERS NOT LIMITED TO ONE PER CONSULTANT

body

• HELPS TO REMOVE DEAD SKIN CELLS HELPING TO REVEAL BRIGHTER, WITH SWEET HEALTHIER-LOOKING SKIN **ALMOND OIL**

> 1. Body Balance For Men Nourishing **Body Cream** 250 ml Code 7408 Regular Price R89 R6940

2. Body Balance For Men Exfoliating Shower Gel 200 ml Code 9248 Regular Price R95

R74¹⁰

R58⁵⁰ **SAVE R40**50

LEAVES HIS SKIN FEELING Justine HYDRATED BUT **NON-GREASY** body balanc FOR MEN 400ml BODY LOTION

Body Balance For Men Hydrating Body Lotion 400 ml Code 9565 Regular Price R95

> R5850 **SAVE R36**50

Justine

0

body

balance

BOOY LOTION

R38²⁰ **SAVE R3080**

LOCKS IN MOISTURE, PROTECTS THE . SKIN'S BARRIER & PREVENTS DRYNESS

1. Body Balance Cream 250 ml Code 3351 Regular Price R75

2. Body Balance Nourishing Body 250 ml Code 9448 Regular Price R75

HELP NOURISH & CONDITION SKIN

CONTAINS SWEET

ALMOND OIL TO

body BODY CREAM

R46

SAVE R29

body BODY LOTION 0

OFFER CODE 9453 SAVE R77¹⁰

W

body

balance

BODY LOTION

R5850

SAVE R3650

body CELLULTE OFL-CREAM

Firming Body Lotion 400 ml Code 9567 Regular Price R99 R77²⁰

Firming Body Lotion 750 ml Code 78438 Regular Price R149

R9280

SAVE R56²⁰

1. Body Balance Firming Cellulite Gel-Cream 200 ml Code 7784

BOTH FOR **R120**%

R46



FOR INTENSE

nourishing

BODY CREAM

BOTH FOR R10840

OFFER CODE 9454 SAVE R7560

2

MOISTURE

ALL BODY TYPES CAN DEVELOP CELLULITE & 9 OUT OF 10 WOMEN WILL EXPERIENCE IT AT SOME POINT IN THEIR LIVES THE BODY BALANCE FIRMING RANGE CAN IMPROVE THE LOOK OF CELLULITE & NOURISH HER SKIN FOR A SUMMER-**READY BODY**

Regular Price R99 R77²⁰

2. Body Balance

*Based on a clinical study.

SAVE R29

Listers



ESTEEM

A SCENT FOR A REFINED **GENTLEMAN**

FOUGÈRE AMBERY MUSKY SCENT



• Lemon • Moss • Amber

BOOST YOUR

SCENT SALES

Buy these indulgent scents at our special discounted price to get your clientele to try them & increase your sales through testing



1 X 100 ML FRAGRANCE = OVER 1 000* **CUSTOMER TRIALS**

LET HER REVEAL HER SEDUCTIVE SIDE WITH WİŞTERİA GLIMMER

FRUITY FLORAL ORIENTAL SCENT



• Peach • Orange Blossom • Sandalwood





WISTERIA

OFFER CODE 9478 BOTH FOR R22470 **SAVE R223**30



Wisteria Glimmer Eau de Parfum 50 ml Code 7748 Regular Price R409

2. Wisteria Glimmer Anti-Perspirant Roll-On Deodorant 50 ml Code 82379 Regular Price R39

**Based on a clinical study.

FUSS-FREE Hragrance GIFTING

Gifting just became easier with Justine. Sell fragrance gift sets to increase earnings or use the offers to create your own gifts







EARN MORE BY SELLING FRAGRANCE GIFT SETS

Tabasheer Gift Set R359 +

Cantare Gift Set R339

Wisteria Gift Set R399

= Total **R1097** X **22%** (Discount on fragrance) = **R241.34** x 9 customers = **R2 172.06** Earnings



Carpe Diem After Dark Gift Set R389

 \times 22% = R85.58 x 9 customers **= R770.22** Earnings

LIMITED EDITION BOXES

Encourage your customers to buy the limited edition gift box sets in the December brochure

- Indicated gift sets are pre-packaged in a free gift box, saving her time & money
- The boxes are the perfect size for the gift
- It includes tissue paper & a satin ribbon, which will make her gift look luxurious.





CREATE HER OWN GIFTS

There are many fragrance bundles & combination offers in the December brochure; teach your customers how to use them to her advantage. She can:

- Separate the bundle & split the gifts between loved ones
- Use smaller items as stocking fillers



Example: Buy two Carpe Diem Access 100 ml Colognes for R499 If she splits them she has two gifts, & each cost ner **R249.50**

See offer details on page 60 of the December brochure



PUT MONEY IN YOUR POCKET WITH PRIVÉ

SAMPLE NOW & EARN

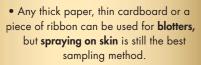
Research shows that 25% of customers who try will buy

100 customers per tester = 25 customers x R309 $= R7725 \times 22\%$

= R1699.50 potential earnings

• The Privé Tester 30 ml is the perfect opportunity to get more people to fall in love with the fragrance! This bigger size is much better value than individual samples,

as it allows far more customers to test the fragrance.



- Trying is buying, so include a blotter or ribbon sample with your customers' orders to entice them to trial.
- Don't forget to use a tester at recruitment & prospecting sites.
- Become your own advert of the scent by wearing Privé yourself.

HOW TO APPLY FRAGRANCE

- Store fragrance in a cool, dry place with a steady temperature, not a bathroom
- Pulse points, like wrists & neck, emit more heat, which helps to develop & maximise scent.
- Don't rub wrists together, as it can interfere with the scent & dull the fragrance.
 - Apply fragrance on dry skin after showering or bathing when skin is clean & pores are open.
- Spraying fragrance directly onto clothing can stain; rather spritz it in the air & walk through the mist.

DIGITAL SELLING

• Use all the digital assets available to drive awareness.

- Create a competition (number of shares) for your followers to win a prize.
- Share your feedback on Just Connect



R99 SAVE R50

Eau de Parfum Tester 30 ml Code 1382325 Limited Edition Regular Price R149

Limited to 2 Testers per Consultant.

VISIBLE ANTI-AGEING **RESULTS IN 7 DAYS***

& a blend of unique ingredients that will assist in improving, **SELLING TIP** & enhancing the overall appearance of mature skin

Help her switch to A-Firm

Find out which advanced anti-ageing range she uses & let her know that A-Firm Platinum is designed for mature skin with intensive anti-ageing care. Formulated with platinum extract & fruit stem cells, A-Firm Platinum helps to combat signs like deep wrinkles, sagging, dryness & rough skin.

Anti-Ageing Day Cream SPF 25

Clinically proven to significantly increase skin firmness & skin elasticity after

7 days*

Anti-Ageing Night Cream

Formulated to help boost collagen & increase skin's smoothness in

All South African

Skin Tones

*Based on a clinical study.

7 days*

Anti-Ageing Serum Increases skin

hydration for up to 24 hours* & decreases wrinkle depth in

A premium anti-ageing range enriched with fruit stem cells

Line Diminishing Treatment

Clinically proven to decrease wrinkle depth 10 minutes after application on crow's feet wrinkles & forehead











SELLING TIP

Put the Line Diminisher to the test

Firsthand results are way better than telling her about the benefits of the range. Have her try the A-Firm Platinum Line Diminishing Treatment on her forehead wrinkles or wrinkles around her eyes. She will see a difference in iust 10 minutes.



1. A-Firm Platinum Anti-Ageing Day Cream SPF 25 Regular Price R419 **Brochure Offer R369** 2. A-Firm Platinum Anti-Ageing Night Cream 50 ml Regular Price R419 Brochure Offer R369

OFFER CODE 9457

ALL 4 FOR R86240

3. A-Firm Platinum Anti-Ageing Serum Regular Price R419 4. A-Firm Platinum Line Diminishing Treatment Regular Price R319

Brochure Offer Serum & Line Diminishing Treatment Both For R459

REDUCE UNEVEN SKIN TONE IN 4 STEPS

Leaves skin looking more radiant & doesn't strip away natural moisture

1. Perfecting Foaming Cleanser 150 ml Regular Price R99 Brochure Offer R89

history

Contains bearberry extract to help increase skin's brightness & even skin tone

2. Perfecting Toner 200 ml Regular Price R99 **Brochure Offer R89**

> Helps protect skin against UV exposure with SPF 25 & improve skin's overall complexion

3. Perfecting Moisturising Day Cream SPF 25 Regular Price R189

Enriched with phytol, known to help increase cell renewal & proven to even skin tone in 4 weeks*

4. Perfecting Moisturising Night Cream 50 ml Regular Price R189 Brochure Offer Day & Night Cream Both For R299 Being exposed to the sun can heighten the production of melanin & increase the risk of uneven skin tone. Her perfect skin tone is attainable this summer with the Dailycare® Perfecting range

SELLING TIP

Encourage her to buy the whole range to see better results at a faster pace & make the Dailycare® Perfecting range her trusted regimen for her uneven



Based on a clinical study.

What your customers need to see, try & buy this December

EARN OVER R450 WHEN YOU SELL 1 OF EACH OF THE BELOW OFFERS IN DECEMBER:

PRODUCTS TO SELL

CUSTOMER SPENDS

YOU EARN



Bella 50 ml Eau de Parfum, Parfum Body Spray & Luxury Shower Crème

All 3 For R359

R78.98

She'll feel undeniably beautiful with Bella's delicate notes of peach, florals & sultry sandalwood



Carpe Diem Riche 100 ml Cologne & Hair & Body Wash

Both For R369

R81.18



Buy the 200 ml Tissue Oil for R185 & Get the Tissue Oil Cleansing Bar for Only R39

Both For R224

R56

A blend of naturally derived oils that help to improve the overall appearance of scars, stretch marks & sun damage in just 2 weeks*



A-Firm Time Reversal Anti-Aging Day Cream, Serum & Eye Cream Gift Set

All 3 For R599

R149.75

Help stimulate cell regeneration & enjoy younger-looking skin with the benefits of A-Firm Time Reversal



Amina Bag With Pouch

R379

R37.90

A classic faux-leather handbag that features a durable carry handle & shoulder strap with chain detail. It comes with a trendy printed pouch.

> Honey Herbal 200 ml Hand Treatment Cream, Nail & Cuticle Cream and Nail File Gift Set

All 3 For R229

R50.38

Keep her hands moisturised & reduce the look of rough or wrinkled skin with the benefits of Honey Herbal & royal jelly

TOTAL R2 159 R454.19



Single	1316995	R11.00	(R11.00)
Pack of 5	1317008	R39.50	(R7.90)
		R61.50	
Pack of 25	1317032	R116.00	(R4.64)
Pack of 50	1317044	R219.00	(R4.38))
JANUAR	RY 2021		
Single	1419655	R11.00	(R11.00)
Pack of 5	1419667	R39.50	(R7.90)
Pack of 10	1419679	R61.50	(R6.15)
Pack of 25	1419691	R116 00	(R4 64)

R219.00.

DECEMBER 2020

SALES AIDS		
2613	Customer Order Slips (10)	R11
0481	Plastic Bags (small) (50)	R17
0480	Plastic Bags (large) (50)	R31
7020	Recruitment Flyers (50)	R27.50
0694	Justine Application/Order Form Pack	R90
7755	Appointment Pack	R20
870203	Justine Single Order Form	R0.20
860114	Justine Shopper Bag	R27
9511	Literature Value Pack	R60
	(50 Recruitment Flyers, 2 Appointment Packs & 1 Shopper Bag)	



Include any of the GIFTING OFFERS* in your December order & stand a chance to

WIN 1 OF 70 R1000 GIFT **VOUCHERS OF YOUR CHOICE**

The winners will receive an SMS with details on how to redeem their voucher

*Look out for the gifting icon in the December brochure





SHARE & WIN

Place any order using the **JUSTINE ON** APP & stand a chance be 1 OF 100 winners to get R500 into your Justine account





PLEASE READ THIS IMPORTANT NOTE

HELP HER UPDATE HER SUMMER STYLE WITH THESE AMAZING HOLIDAY OFFERS

Limited units available on all exclusive offers. No further Discounts apply. Exclusive Offers not limited to one per Consultant.

Pedi Perfect™ Mini Pedi Set

1. Toe dividers 2. Nail brush

6. Pouch: 13 cm L x 11 cm W

4. Nail file 5. Nail clipper

Code 1324609

3. Cuticle pusher

Regular Price R105

R49

Contents:



The Natalie Watch

Powder blue watch with silvertoned surround, diamanté detail & pearlescent inner face. Face: 3.6 cm diameter Watch length: 23 cm Code 1302641 Regular Price R369

R249 **SAVE R120**

The Kennedi Watch

Silver-toned watch with diamanté surround & chain detail & a removable link strap. Face: 3.5 cm diameter Watch length: 22 cm Code 71139 Regular Price R469

R299 **SAVE R170**





White faux-leather & black faux-ostrich handbag featuring gold-toned details & two durable rolled handles. $36.5 \text{ cm L} \times 10.5 \text{ cm W}$ x 29 cm H Code 1328609 Regular Price R499

R349 **SAVE R150**





Forever Perfumed Body Soufflé 125 ml Code 35359 Regular Price R89

R59 SAVE R30



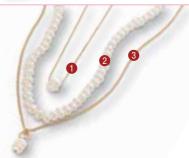
The Melina Necklaces

Three necklaces featuring two 18-carat gold-plated link chains with freshwater pearl pendants & one strand of freshwater pearls.

- 1. 42 cm + 9 cm extender
- 2. 44.5 cm + 9 cm extender
- 3. 47 cm + 9 cm extender

Code 1302339 Regular Price R449







The Lola Cuff Bold gold-toned cuff. 4.9 cm L x 5.8 cm W Code 1315188 Regular Price R189

R119 **SAVE R70**

R399

SAVE R100

Anika Jewellery Set

18-carat rose gold-plated necklace featuring a freshwater pearl, cubic zirconia stones & a black petal design. Comes with matching earrings. Necklace: 42 cm + 9 cm extender

Earrings: 1.5 cm L x 1.7 cm W Code 1302344







backpack with 2 side pockets & a zipped inner pocket. 30 cm L x 14 cm W x 37.5 cm H Code 1320480 Regular Price R659

> **R449 SAVE R210**

1. The Adeline Handbag

Spacious ivory & brown faux-leather handbag featuring extra-durable carry handles. Has two side compartments, a functional front pocket & a secure inner pocket. 35.5 cm L x 14 cm W x 28 cm H Code 1315184 Regular Price R499

2. The Adeline Vanity

Ivory & brown faux-leather vanity bag featuring a zip closure. 23.3 cm L x 11.2 cm W x 14.5 cm H Code 1315183

Regular Price R199 **SAVE R80**

3. The Adeline Purse

Ivory & brown faux-leather purse featuring multiple card slots. 20 cm L x 10.5 cm H

Code 1320250 Regular Price R269

R169

SAVE R100

Adeline Vanity & Purse OFFER CODE 9291 SAVE R219 Use samples of our foundations to have them test & find their shade.



Purely Perfect Liquid Foundation SPF 15 30 ml Regular Price R249 each **Brochure Offer R279** Each with a 2-Piece

Blending Sponges Set R136⁵⁰

EACH



EARN IN DECEMBER

CREATE A LOYAL CLIENTELE & TRUE **EARNING** BUSINESS WITH COLOUR

Justine offers a diverse liquid foundation range to suit any skin tone with all-day flawless coverage

SELLING TIP

Colour is the perfect way to increase your earnings & gain loyal clientele. She'll always want to elevate her beauty looks, so inform her of the benefits of our range. She'll need to update her make-up kit every three months

16 SHADES created for all

SOUTH AFRICAN

SKIN TONES

Rich Espresso Code 11695

Spiced Almond Code 37485

Code 37471

Please indicate your choice of shades on your order form

BOOST YOUR PROFITS BY INVESTING IN SAMPLES THIS DECEMBER

SAMPLES

Pure Beige Code 33891

Medium Beige Code 33888

Code 33846

1340137 FortiGrain™

Day Cream SPF 30

Regular Price R10

Creamy Natural

Code 33613

Code 33605

FRAGRANCE SAMPLES 2 ML SACHETS

Ladies' Fragrance

=00.00	
03718	BellaR7
25822	Dare to LoveR7
NEW 78336	Dare to WishR7
56160	ImperiaR7
88256	MidnightR7
95962	Tabasheer RougeR7
Men's I	ragrance
NEW 78377	Discover PulseR7
NEW 68796	Discover VelocityR7
46194	Esteem BeholdR7
40764	Icon Man IntenseR7
NEW 1301760	Magnate EmpireR7





Please indicate your choice of products on your order form.

1 X 2 ML VIALS

Ladies	Fragrance
	CantareR7
Men's Fragrance	
5226	Red ExtremeR7

5 X 2 ML VIALS

PREMIUM SPA BODY

1346629 Orchid & Rose

Regular Price R8 each

R7 EACH

1346630

LOTION SAMPLES 3 ML

1346631 Coconut, Lime & Lily

Berry & Muguet

Ladies'	Fragrance	
5197	Pretty In Pastel R25	
5195	Ruby Sky R25	
4496	Wisteria R25	
Men's Fragrance		
7080	Carpe Diem After DarkR25	
5196	Encryption Evolve R25	

1340138 A-Firm Brightening Even Tone Day Cream SPF 15

1300135

Tissue Oil



FOUNDATION 5 ML

Regular Price R20 each

SKINCARE SAMPLES

SAVE R6

Purely Perfect Liquid Foundation SPF 15

R7 EACH

ANY 5

SAVE UP

TO R75

42434

1340139 A-Firm Brightening Even Tone

Nutmeg Code 1292613

Sable Code 10624

Dailycare® Hydrating Day Cream SPF 20 5 ml Dailycare® Perfecting Day Cream SPF 25 5 ml

Dailycare® Balancing Day Cream SPF 20 5 ml





Youth Regenerator 3 ml



88093 A-Firm

Intensive Super



SAVE R5

NEW 1382116 Tissue Oil Skin Repair Face Cream

SPF 20 2 ml Long

Regular Price R8

SAVE

Price R8





Price R8

Local