

Boulevard®

MAIN STREET QUARTERLY NEWS
US EDITION

Bon Voyage 2016... Hello 2017!



Wrap up Year-End
Creating a Checklist

CONSULTANT ORDER FORM

Section 1 price changes, additions
and discontinued items dated:

02.16.2017 to 05.15.2017

EXPERIENCE THE EASIEST ROAD TO SUCCESSFUL BUSINESS MANAGEMENT

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LIMITED EDITION & NEW REGULAR LINE

New Spring Limited Edition & Regular Line items releasing on February 16 and Product Categories for the quarter.

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ACTIVE & NEW PRODUCT BUNDLES

Convenience bundles for the current quarter

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SECTION 1 LAST CHANCE & CLOSEOUTS

Items moved to Section 1 Last Chance and Closeout Items no longer on the order form.

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SPOTLIGHT FEATURES

Wrap up year-end with the recommended reports for taxes, and create checklists for your customers, unit and address contacts!

ONLINE SUPPORT CENTER & WEBINARS

We're creating new ways to support you; from a new online Support Center to Facebook, Twitter, Google+, YouTube and now live webinars.

IMPORTANT NOTE:

A new service release was posted on February 6th for Boulevard 2017. Please ensure that your file version is now **22.0.6.104 or higher**.

LIMITED EDITION & NEW REGULAR LINE

PRODUCT CATEGORIES

Your Boulevard Product List contains the following categories for the current quarter:

SPRING 2017

TIMEWISE

TIMEWISE REPAIR

BOTANICAL EFFECTS SKIN CARE

CLEAR PROOF ACNE SKIN CARE

MK MEN SKIN CARE

CUSTOMIZED SKIN CARE

FLAWLESS FACE

CC CREAM SUNSCREEN SPF 15

MATTE-WEAR LIQUID FOUNDATION

LUMINOUS-WEAR LIQUID FOUNDATION

MINERAL POWDER FOUNDATION

MEDIUM-COVERAGE FOUNDATION

ENDLESS PERFORMANCE CREME-TO-POWDER

SHEER MINERAL PRESSED & LOOSE POWDER

COMPACTS/BRUSHES/APPLICATORS/BAGS

MINERAL CHEEK COLOR

MINERAL & CREAM EYE COLOR

EYELINER, MASCARA & BROWS

NOURISHINE PLUS LIP GLOSS

TRUE DIMENSIONS LIPSTICK

CREME LIPSTICK

GEL SEMI-MATTE LIPSTICK

LIP LINER

MARY KAY AT PLAY

BODY CARE

SUN CARE

FRAGRANCES

SECTION 1 WHILE SUPPLIES LAST

CLOSEOUT ITEM

PROMOTIONAL ITEMS

PRODUCT SAMPLES

SUPPLIES/PACKAGING

EDUCATIONAL/TEAM-BUILDING MATERIAL

MARY KAY CULTURE

SECTION 2 WHILE SUPPLIES LAST

CLOSEOUT SUPPLIES

DELUXE MINIS

ADDED TO PRODUCT CATEGORY:

SPRING 2017

MARY KAY PRODUCT LINE

- Enchanted Wish Eau de Toilette

LIMITED EDITION: SPRING PRODUCT LINE

- Eye Color Palette: Glistening Horizon
- Eye Color Palette: Sunlight
- Glossy Lip Oil: Brilliant Violet
- Glossy Lip Oil: Magenta Ray
- Glossy Lip Oil: Sheer Pink
- Nail Lacquer: Brilliant Violet
- Nail Lacquer: Luminous Mauve
- Nail Lacquer: Vivid Sunburst
- Enchanted Wish Body Lotion
- Enchanted Wish Shower Gel

SUN CARE PRODUCT LINE

- Sun Care After-Sun Replenishing Gel

ADDED TO PRODUCT CATEGORY:

GIFT & PURCHASE WITH PURCHASES

- Enchanted Wish Collection Bag *(fixed \$5 wholesale)*

ACTIVE & NEW PRODUCT BUNDLES

ADDED TO PRODUCT CATEGORY:

CLOSEOUT ITEMS

Bundles will automatically be split into the individual part numbers.

New Product Launch Bundle (Feb 2017)

part number **10118431** | **\$216.50** retail

- Enchanted Wish Eau de Toilette
- Enchanted Wish Body Lotion
- Enchanted Wish Shower Gel
- Eye Color Palette: Glistening Horizon
- Eye Color Palette: Sunlight
- Glossy Lip Oil: Brilliant Violet
- Glossy Lip Oil: Magenta Ray
- Glossy Lip Oil: Sheer Pink
- Nail Lacquer: Brilliant Violet
- Nail Lacquer: Luminous Mauve
- Nail Lacquer: Vivid Sunburst
- Enchanted Wish Collection Bag
- Sun Care After-Sun Replenishing Gel

Active Order Bundle (Feb 2017)

part number **10118430** | **\$454.50** retail

Contains everything from the New Products Bundle plus:

- Replenishing Serum+C
- Foundation Primer SPF 15
- Volu-Firm Day Cream Sunscreen SPF 30
- Age-Fighting Moisturizer SPF 30
- Sun Care Broad Spectrum SPF 50
- Sun Care Lip Protector SPF 15
- MKMen Advanced Facial Hydrator SPF 30
- Mineral Cheek Color Duo: Ripe Watermelon
- Bronzing Powder

ADDED TO PRODUCT CATEGORY:

CLOSEOUT ITEMS

- Glowing Finish Illuminating Stick Bronze
- Glowing Finish Illuminating Stick Gold
- Mini Eye Brush Set
- Modern Maven
- Prime Candidate
- Purple Smoke Palette
- Skip the Squats
- Hello, Clean
- Be Delighted Body Mousse & Body Wash Set
- Age-Fighting Lip Primer
- Eye Color Palette: Rock the Runway
- Gel Eyeliner Duo: Dramatic Gold
- Nail Lacquer: Blue Debut
- Nail Lacquer: Gold Is Bold
- Nail Lacquer: Rosy Encore
- MK High Intensity Ocean Hair & Body Wash
- Satin Lips Lip Balm
- Satin Lips Lip Mask
- Satin Lips Set
- Fragrance-Free Satin Hands Hand Cream
- Fragrance-Free Satin Hands Pamper Set
- Peach Satin Hands Hand Cream
- Peach Satin Hands Pampering Set
- Belara Midnight Eau de Parfum
- Travel Roll-up Bag
- At Play Fluid Eye liner: Hello Violet
- At Play Fluid Eye liner: The Real Teal
- At Play Eye Crayon: Gold MIne
- At Play Jelly Lip Gloss: Glow With It
- At Play Jelly Lip Gloss: Jammin' Berry
- At Play Jelly Lip Gloss: Poppy Love
- At Play Jelly Lip Gloss: Teddy Bare
- At Play Jelly Lip Gloss: Violet Vixen


ADDED TO PRODUCT CATEGORY:

SECTION 1 LAST CHANCE

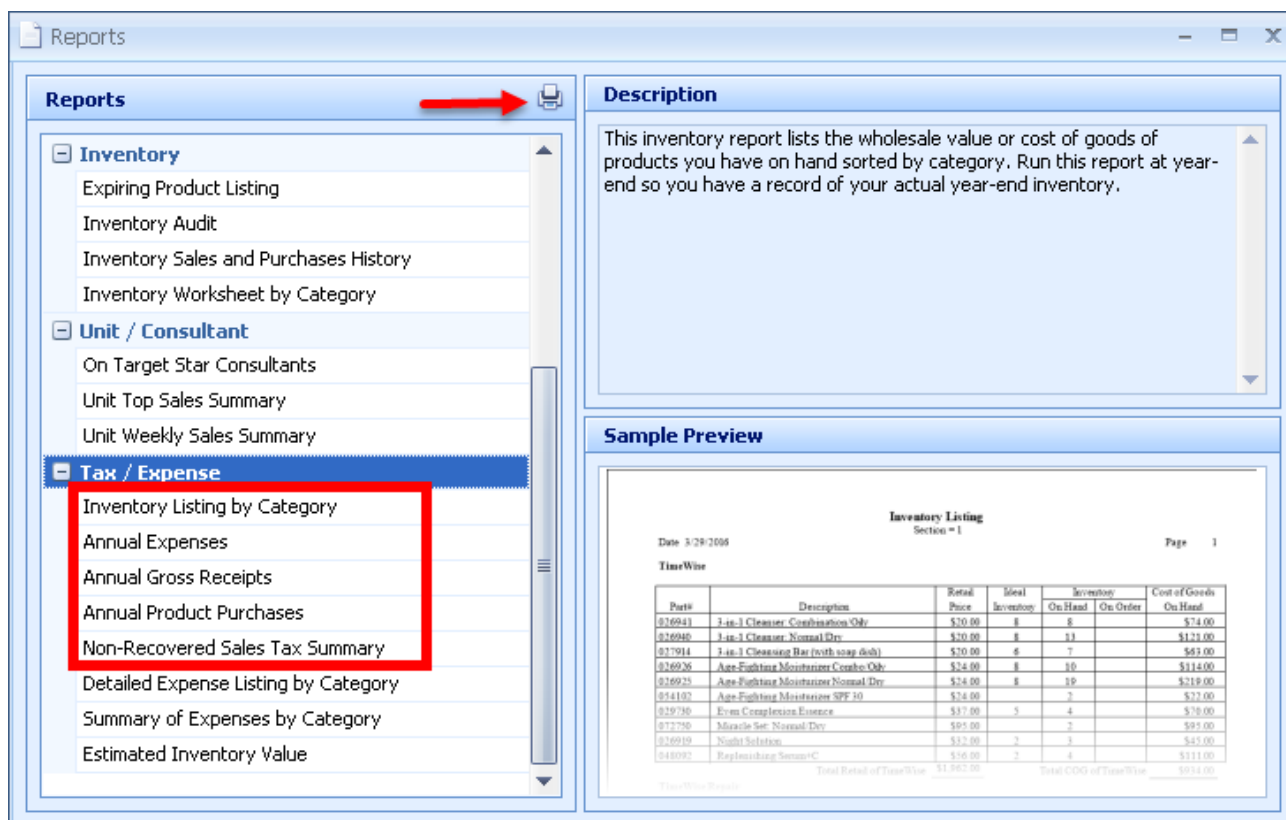
- Eye Palette: Maui Gardens
- Eye Palette: Moroccan Dunes
- Eye Palette: Paris Starlight
- Be Delighted Shimmer Mist
- Be Delighted Body Mousse
- Be Delighted Body Wash
- MK High Intensity Gift Set
- At Play Baked Eye Trio: Neapolitan
- At Play Baked Eye Trio: Out of the Blue
- At Play Baked Eye Trio: Purple Eclipse
- At Play Baked Eye Trio: Sunset Beach
- At Play Eye Crayon: Over the Taupe
- At Play Eye Crayon: Teal Me More
- At Play Fluid Eye liner: Blue My MInd
- At Play Fluid Eye liner: Gold Metal
- At Play Lip & Cheek Stick: Peach Pop
- At Play Lip & Cheek Stick: Razzleberry
- At Play Lip Crayon: Perfect Pink
- At Play Lip Crayon: Purple Punch
- At Play Lip Crayon: Toasted
- At Play Shadow & Liner: Caramellow
- At Play Shadow & Liner: Iced Lilac
- At Play Shadow & Liner: Mint to Be
- At Play Shadow & Liner: Rebel Rose
- At Play Tinted Lip Balm: In the Plum
- At Play Tinted Lip Balm: Orange You Lovely
- At Play Tinted Lip Balm: Pink Again
- At Play Tinted Lip Balm: Atomic Red

Recommended Reports for Taxes

IMPORTANT NOTE: PLEASE ENSURE YOU'VE INSTALLED THE LATEST SERVICE RELEASE FOR BOULEVARD 2017 (22.0.5.111) BEFORE PRINTING YOUR YEAR-END TAX REPORTS.

When you are ready to close your business year in Boulevard and capture year-end data, print the following 5 tax reports. Access these and other reports from *Shortcuts* by clicking on  **Reports** (or under the *Business Tools* menu, select *Reports*).

1. **Inventory Listing by Category:** This report lists the wholesale value or cost of goods of all products you have on hand, sorted by category.
2. **Annual Expenses:** This report lists expenses, income and mileage* within a given year grouped by category. Each category is on a separate line with totals (* If entered under Expenses. If mileage is added under the Trip Log, then print from the Trip Log.)
3. **Annual Gross Receipts:** This report lists gross personal sales for a given year grouped by month and broken down by classes, facials, reorders, etc. It also lists additional income from dovetail/prizes, and subtracts any discounts given to give a net total (Information is obtained from the Weekly Accomplishment Sheet).
4. **Annual Product Purchases:** This report lists total products purchased from the company within a given year. Each order is a separate line item with totals given for Section 1, 2 and Additional Discounts.
5. **Non-Recovered Sales Tax Summary:** This report is a running account, during a specified period of time, of each transaction where the amount of sales tax collected, differs from the amount your business paid when the product was purchased (Information is obtained from the Weekly Accomplishment Sheet).



Reports

Inventory

- Expiring Product Listing
- Inventory Audit
- Inventory Sales and Purchases History
- Inventory Worksheet by Category

Unit / Consultant

- On Target Star Consultants
- Unit Top Sales Summary
- Unit Weekly Sales Summary

Tax / Expense

- Inventory Listing by Category
- Annual Expenses
- Annual Gross Receipts
- Annual Product Purchases
- Non-Recovered Sales Tax Summary
- Detailed Expense Listing by Category
- Summary of Expenses by Category
- Estimated Inventory Value

Description

This inventory report lists the wholesale value or cost of goods of products you have on hand sorted by category. Run this report at year-end so you have a record of your actual year-end inventory.

Sample Preview

Inventory Listing
Section = 1

Date: 3/28/2008 Page: 1




TimeWise

Part#	Description	Retail Price	Ideal Inventory	Inventory On Hand	Inventory On Order	Cost of Goods On Hand
026941	3-in-1 Cleanser, Combination Only	\$20.00	8	8		\$74.00
026940	3-in-1 Cleanser, Normal Dry	\$20.00	8	11		\$121.00
027914	3-in-1 Cleanser Bar (with soap dish)	\$20.00	6	7		\$63.00
026926	Age-Fighting Moisturizer Cream, Oil	\$24.00	8	10		\$114.00
026925	Age-Fighting Moisturizer Normal Dry	\$24.00	8	19		\$219.00
024102	Age-Fighting Moisturizer SPF 10	\$24.00	2	2		\$27.00
029730	Even Complexion Essence	\$37.00	5	4		\$78.00
027270	Miracle Set, Normal Dry	\$95.00	2	2		\$95.00
026919	Night Solution	\$32.00	2	3		\$65.00
048092	Regenerating Serum/C	\$56.00	2	4		\$111.00
Total Retail of TimeWise		\$1,942.00				\$914.00
TimeWise Reports						




SPOTLIGHT FEATURE

INVENTORY LISTING BY CATEGORY




Important Note: It is important to run this report as close to the year-end as possible. This report can only capture your current inventory value when the report is ran. If any sales or product orders for the next tax year have been entered before printing the report, view an estimated inventory value for the previous tax year by clicking **Ctrl + Alt + Y**.

1. In the Report section under Tax / Expense, select **Inventory Listing by Category**.
2. Click  to open the preview form (*All section 1 items with on-hand amounts will be displayed*).
3. From the Preview tool bar click  to print, or  to choose an export format such as pdf.




ANNUAL EXPENSES

1. In the Report section under Tax / Expense, select **Annual Expenses** (*new format*).
2. Click  to open the Tax Year form.
3. Select the year to print from the *Filter Tax Year* field, then click **OK**.
4. From the Preview tool bar click  to print, or  to choose an export format such as pdf.




ANNUAL GROSS RECEIPTS

1. In the Report section under Tax / Expense, select **Annual Gross Receipts**.
2. Click  to open the Tax Year form.
3. Select the year to print from the *Filter Tax Year* field, then click **OK**.
4. From the Filter side bar, choose whether or not to include *Personal Use*.
5. From the Preview tool bar click  to print, or  to choose an export format such as pdf.

ANNUAL PRODUCT PURCHASES

1. In the Report section under Tax / Expense, select **Annual Product Purchases**.
2. Click  to open the Tax Year form.
3. Select the year to print from the *Filter Tax Year* field, then click **OK**.
4. From the Preview tool bar click  to print, or  to choose an export format such as pdf.

NON-RECOVERED SALES TAX SUMMARY

1. In the Report section under Tax / Expense, select **Annual Product Purchases**.
2. Click  to open the Tax Year form.
3. From the *Start* and *End* drop-down menus or *Quick Dates* menu, choose a period of time, then click **OK** to preview.
4. From the Preview tool bar click  to print, or  to choose an export format such as pdf.

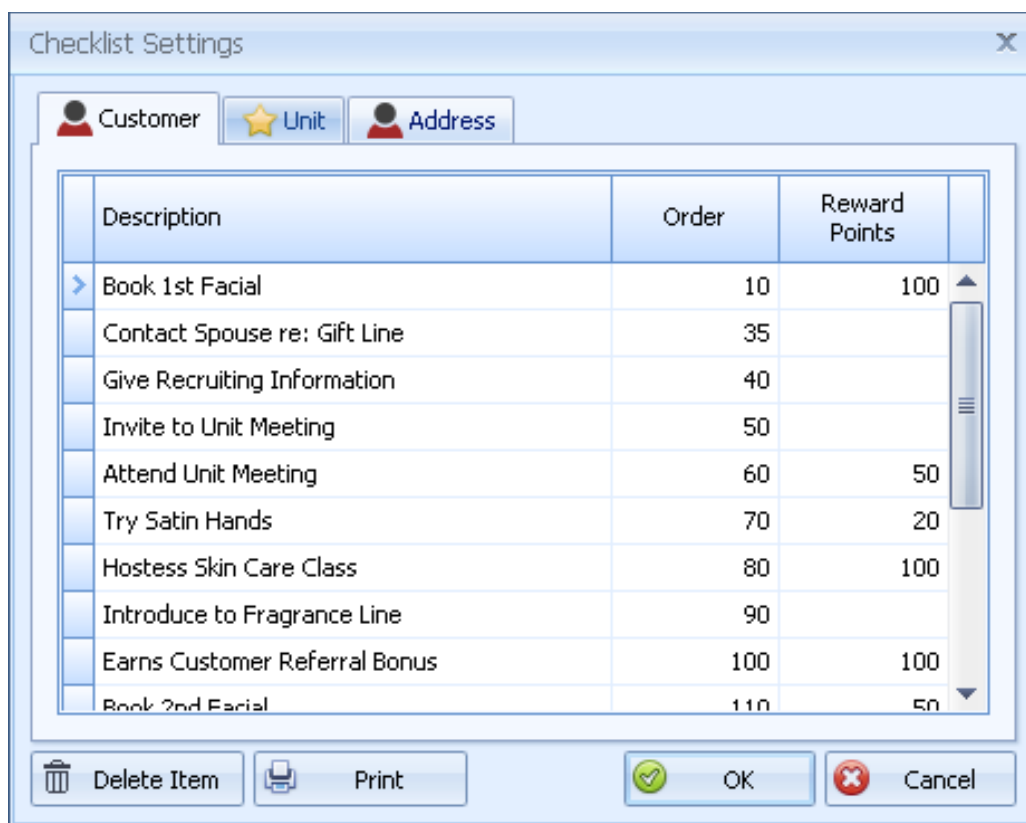
Creating a Checklist

Create a separate checklist of tasks for the customer, address and unit list . Once you have defined the tasks and specified the order in which you want them to appear, the items will appear in the Checklist tab of each profile. The list can then be managed individually for each contact.

Checklist Settings

1. From the **Edit** menu, select **Settings**, then **Checklist**.
2. Select either the **Customer**, **Unit** or **Address** tab.
3. Type a task description in the **Description** field (*examples shown in image below*).
4. In the **Order** field, enter a number corresponding to the order of the task in the list. (*A suggestion for ordering is to use 10 for the first item, 20 for the second, etc. This numbering allows you to insert numbers in between without having to renumber the entire list.*)
5. If you track Reward points and if applicable to the task, enter a point value in the **Rewards Points** field.
6. Continue adding tasks as needed. When finished, click **OK** to accept and close the form.

Note: If you need to insert a new item, scroll to the bottom of the list and type the item. Enter an order number that corresponds to where it should fall in the list. As long as the order number falls between the items directly before and after it, the new item appears in the list in the desired place.



The screenshot shows the 'Checklist Settings' dialog box with the 'Unit' tab selected. The table below represents the data shown in the dialog:

Description	Order	Reward Points
> Book 1st Facial	10	100
Contact Spouse re: Gift Line	35	
Give Recruiting Information	40	
Invite to Unit Meeting	50	
Attend Unit Meeting	60	50
Try Satin Hands	70	20
Hostess Skin Care Class	80	100
Introduce to Fragrance Line	90	
Earns Customer Referral Bonus	100	100
Book 2nd Facial	110	50

Customer Profile : Customer, Suzie

Suzie **Customer** Account: **\$0.00**
 No Preferred Contact Method Best Time: Anytime Rewards: **0**
 Last Contact

Main Additional Info Notes Account & Invoice Products
 Checklist Contact Log Action Items Connections Rewards & Wish List

Checked items have been completed

Description	Date	Rewards
<input checked="" type="checkbox"/> Book 1st Facial		100
<input type="checkbox"/> Contact Spouse re: Gift Line		
<input type="checkbox"/> Give Recruiting Information		
<input type="checkbox"/> Invite to Unit Meeting		
<input type="checkbox"/> Attend Unit Meeting		50
<input type="checkbox"/> Try Satin Hands		20
<input type="checkbox"/> Hostess Skin Care Class		100
<input type="checkbox"/> Introduce to Fragrance Line		
<input type="checkbox"/> Earns Customer Referral Bonus		100
<input type="checkbox"/> Book 2nd Facial		50
<input type="checkbox"/> Introduce to Body Care		
<input type="checkbox"/> Offered Auto Delivery		
<input type="checkbox"/> Attended Open House		50
<input type="checkbox"/> Earned Recruit Referral Bonus		200

Each profile will have a checklist. As tasks are completed, the current date will be added to the task and an entry will be added to the Contact Log. If applicable, rewards points will be added on account as well.

For more information on filtering and printing a report based on completed and uncompleted checklist items, see [Checklist Filtering](http://boulevard.help) in our online support center (<http://boulevard.help>)

Visit our online support center for more tips and information about the many aspects of Boulevard. Find many great articles, previously recorded and upcoming webinars!

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