



## The Gift You Give

I've just lost one of my closest friends to ovarian cancer. She'd been my buddy for almost 30 years.

We met as mini-skirted Brits in New York. There wasn't much we didn't share. I remember how she comforted me on an early failed romance by giving me a cup of tea, hot-buttered cinnamon toast and a good ego-boost. Later, it was my turn when she went through the misery of divorce from a man she always loved.

The day she called me about her illness was just another day at my desk. Me, "How are ya?!" Her, "It isn't good, Jane." I went for a long walk in a cloud of disbelief trying to imagine what things would be like without her.

It took eleven years. She beat the odds by six. I put that down to her indomitable spirit. Even after forty sessions of chemotherapy she would often tell me how grateful she was for everything she had in life. She turned her hospital visits into parties for the nurses.

Then she pulled her own plug. "That's it," she declared over the phone from her hospital bed. "No more chemo, no more prodding and pulling." And she checked herself out. Preparing me, she said, "You'll be shocked at how thin I am."

And I was.

Two weeks before she died, she had thirty people over for a party she called, "A Celebration of Life."

This is the time of the year I'll miss her the most because she especially loved the holidays. She began the ramp up at Thanksgiving and moved into Christmas like Santa driving a Porsche. Christmas trees, lights, gifts, mince pies, crown roasts and candles. Candles — she never put two candles

on the table when ten would do.

Why am I telling you all this? Because I want you to know that what she looked forward to most of all during her illness, the thing that gave her the biggest lift, was a visit to our local salon for the works — facial, manicure, pedicure, waxing (she didn't have a hair on her head but her body hair flourished) and getting her various wigs styled. She had one long blonde one that made her feel sexy.

So, as we approach the holiday season and get caught up in its commercialism, always remember that the gift of your hands can, for a moment, help a woman forget that she's dying and make her smile. "Jane, I feel like a million bucks!" A million was cheap. The happiness in her voice was worth much more than that.

I've always felt proud to be part of this caring industry. Now the gratitude swells my heart. Thank you for everything you do for all the women out there who need to forget something for a while.

Our appreciation and gratitude for your partnership with us. We all wish you a holiday season full of satisfaction and hope.

Talk to you soon



## Holiday Fun

For a real spirit-booster, nothing beats makeup. (After 9/11, lipstick sales increased by 25%!) And it's infectious. I get a kick just watching someone's face as she opens her package. This season, we have something that's sure to bring a light into the eyes.

We thought, "Why shouldn't eyes be treated to the same sensuous feeling that lips are when you apply that luscious gloss?" So we did something about it — our new *Eye Bar* with six perfect *Eye Glosses* — **Champagne Silk, Brown Silk, Green Silk, Mauve Silk, Grey Silk, and Wine Silk**. There's a reason why these six beautiful shades are called "Silks," because that's the way they go on and that's the way they look on the lid. Smooth and luxurious, they won't crease or smear and they'll stay on until you take them off! Really!

And yet they're a cinch to apply and feel weightless. This is a holiday look that you'll always remember as being your *jane iredale Eye Gloss Year*.

The *Eye Bar* is made more exciting with a gift-size of our new extraordinary mascara to be released in the spring. When you begin to use this mascara be sure to take before and after pictures!

And then, of course, there's the case itself. Quilted and zippered with its own mirror, use it to carry your makeup emergency kit. It's the perfect size for any bag and could even be carried on its own.

But beware! Not only will you want to buy an *Eye Bar* for everybody on your holiday list, you won't be able to resist buying one for yourself as well. You're the last person you should leave out!



## What's In

- High impact lips — red, orange, pink
- Jewel tones in clothes
- Streamlined silhouettes
- Statement necklaces
- Metallic accessories
- Feather accents
- Oversize scarves
- One-shoulder dresses
- Wide, high waistbands

## Did You Know That...?

There is a painless and effective test for ovarian cancer especially if you are high risk. (For example, one of the first questions doctors ask when they suspect ovarian cancer is if the patient has ever had an ectopic pregnancy — my friend had). Below is part of an article that explains the procedure. It is crucial to catch ovarian cancer at an early stage. Unfortunately, symptoms usually begin when treatment is too late.

## CA-125 and TVU Tests for Ovarian Cancer

From an article by David Johnson, Ph.D., and David Sandmire, M.D. with Daniel Klein

The carcinogenic antigen (CA) 125 blood test measures levels of a protein that is normally confined within a cell. Ovarian cancer cells may produce an excess of these protein molecules, and therefore the CA-125 test can help in diagnosing and monitoring this disease.

It's important to remember that simply measuring blood levels of

CA-125 alone cannot effectively find early ovarian cancer. In many early-stage ovarian cancers, this molecule is not necessarily released in large amounts. In conjunction with a transvaginal ultrasound (TVU) screening, however, the CA-125 test can be very effective.

A transvaginal ultrasound, also

known as an endovaginal ultrasound, involves the use of sound waves to delineate internal structures.

The transducer produces images that can be seen on a video monitor, and a hard copy can be made on film. The test is completely painless and does not take much time.

## Media Watch

- *Allure*, October — Best of Beauty Editors' Choice Award Winner, BEST NATURAL WONDER: *Moonglow*
- NBC's "Today", October 12<sup>th</sup> — *Allure* Best of Beauty Editors' Choice Award Winners, *Moonglow*
- *Natural Health*, October — POMMISST™ and *Active Light™* Under-eye Concealer
- *Town&Country*, October — *Pink 24-Karat Gold Dust*
- *Natural Health*, September — *jane iredale* - THE SKIN CARE MAKEUP®
- *Allure*, September — *Smoky Grey PurePressed®* Eye Shadow
- *New Beauty*, Summer/Fall — *Active Light™* Under-eye Concealer
- *Us Weekly*, August 20<sup>th</sup> — *Moonglow*
- *Shape*, August — *Amazing Base®*
- *Prevention*, August — *Brush-Me Bronze™*
- *Fit Pregnancy*, August — *Brush-Me Bronze™*



**Concealer**  
The creamy smooth formula of JANE IREDALE ACTIVE LIGHT covers imperfections, while mica reflects light, cucumber extract and white tea tighten and soothe skin, vitamin K lightens dark circles, and avocado and sunflower seed oils help moisturize dry patches.

JANE IREDALE POMMISST™ is infused with antioxidant extracts of pomegranate, white tea, and grapeseed.



## A Star-studded Event

We participated in an Emmy Gift Suite on September 13<sup>th</sup> and 14<sup>th</sup>, during which a number of celebrities made appointments for an exclusive makeover with *jane iredale* products.



Paula Abdul with National Educator, Todd Taubman-Walker.



Olivia Wilde from NBC's "The Black Donnellis" with LA Sales Consultant, Leilah Seif.

On the cover Nicole is wearing **Caramel PurePressed Base** and **Mink Amazing Base**; **Wine Silk Eye Gloss** with **Cloud Nine PurePressed Eye Shadow** and **Lilac 24-Karat Gold Dust** on eyes; **Auburn Brow Gel**; **Blue Moon PurePressed Eye Shadow** as eyeliner; **PureLash Extender and Conditioner**; **Black Ice Longest Lash Mascara**; **Bridget PureMoist LipColour** with **Mulberry PureGloss**; **D<sub>2</sub>O Hydration Spray**

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**Makeup**  
HOLIDAY 2007 **News**

*Allure*  
**BEST OF BEAUTY**  
Editors' Choice Award Winner

**BEST NATURAL WONDER**  
Moonglow Bronzer

"Made with 24-karat flakes, the four shades create a flattering glow." — *Allure* Magazine



Go for the gold – because everyone loves a winner!

