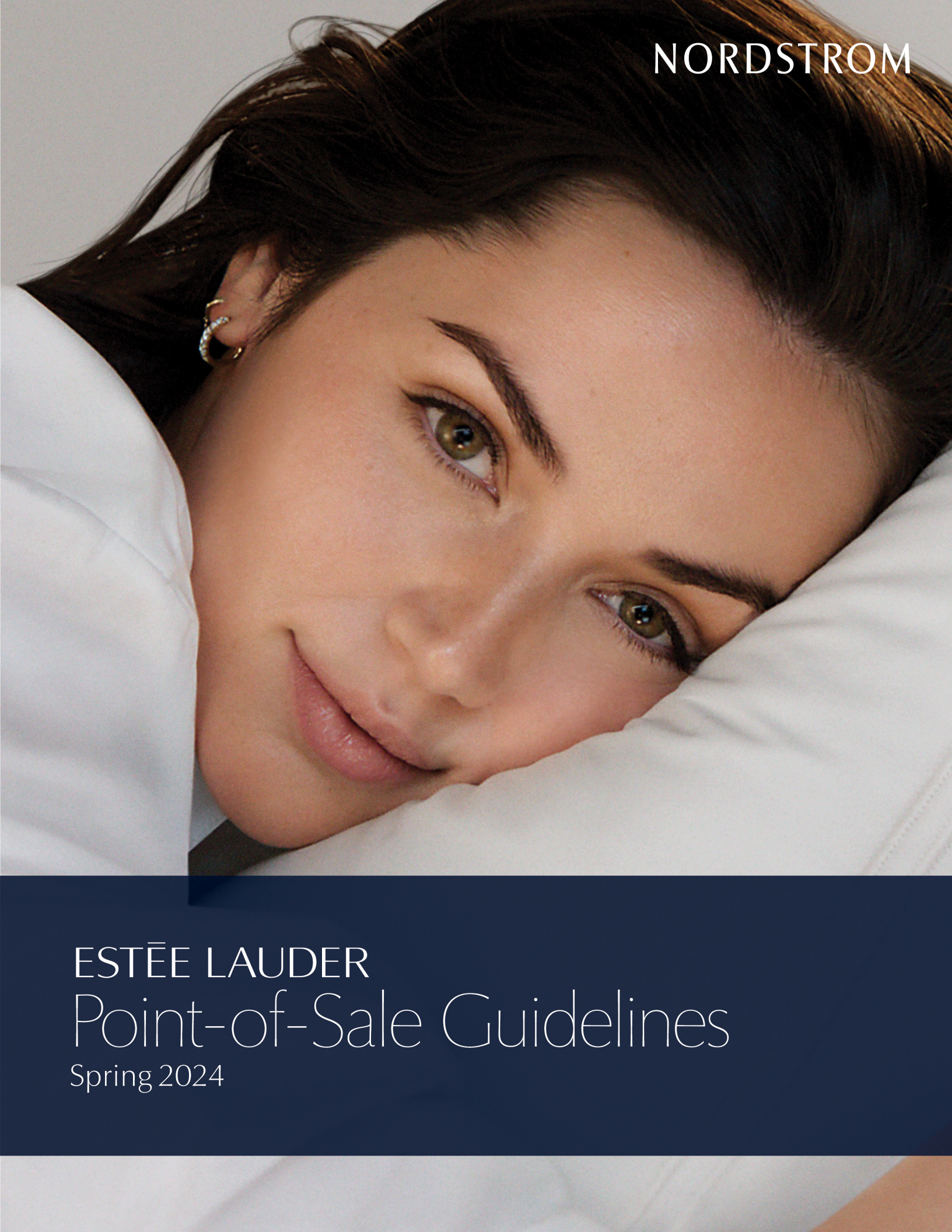




NORDSTROM

ESTÉE LAUDER
Point-of-Sale Guidelines
Spring 2024



Hello to the BEST Nordstrom Counter Managers in the World,

Spring is here, and we're thrilled to share what's in our beauty bags! You'll find a NEW lineup of skincare, makeup and fragrance, with launches in Revitalizing Supreme+, Perfectionist Pro and more. Our bestselling Double Wear Foundation—loved for its 24-hour staying power and breathable, cashmere matte finish in 55+ shades—will stay in the spotlight. So will our cult favorite Advanced Night Repair Serum, formulated with our exclusive Night Peptide to help fans look like they got their 8 hours of beauty sleep.

New in Skincare

Perfectionist Pro Rapid Firm + Lift Serum

Helps strengthen skin's structure to firm and lift. In just 4 weeks, 83% said their neck felt firmer.¹

Perfectionist Pro Rapid Brightening Treatment

Infuses skin with plumping, soothing, long-lasting moisture for a radiant, more even-toned look. +87% said skin looked brighter, with renewed clarity.²

Revitalizing Supreme+ Youth Power Creme SPF 25

Offers a more lifted look in 3 key zones: cheeks, smile lines, jawline. Now with SPF 25. 94% who tried it said skin's elasticity, bounce improved.³

Ultimate Diamond Transformative Brilliance Soft Creme

Inspired by longevity science. Powered by SIRTIVITY-LP™ technology. Reveals visible age reversal starting in 14 days.

New in Makeup

Double Wear Smooth & Blur Primer

Blurs the look of pores. All-day oil control. The perfect base for makeup.

Pure Color Explicit Slick Shine Lipstick

One swipe, high-impact color and shine. Precise application. Immediately plumps and hydrates.

Re-Nutriv The Diamond Serum Lipcolor

Full coverage, radiant satin finish. With 270 million micro-facets that reflect light like diamonds.

1 week: Lips appear fuller, plumper and more defined.





New in Fragrance

Magnolia Stellar

Our bestselling fragrance—a hypnotic blend of lush Magnolia, solar Gardenia, warm Woods and luminous Musk—now in a limited-edition celestial bottle.

Bronze Goddess Nuit

Radiant. Seductive. Enticing. Dazzling reflections of Bergamot Essence dance with delicate petals of Ylang Ylang, their spicy floral facets enhanced with smoldering Pepper.

As always, thank you for making Estée Lauder the ultimate destination for beauty. We are incredibly grateful for your partnership and look forward to embracing this, and every season, together.

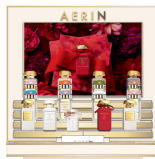
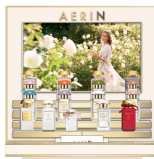
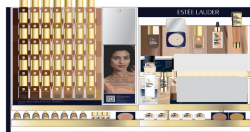
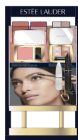
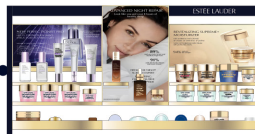
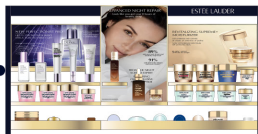
With gratitude,

Fiona Sainty

Senior Vice President, General Manager
Estée Lauder and AERIN Beauty North America

1 Consumer testing on 155 women after using product for 4 weeks, 2x daily.
2 Consumer testing on 280 women after using product for 4 weeks.
3 Consumer testing on 131 women after using product for 4 weeks.

TESTER CADENCE

	CURRENTLY ON-COUNTER	JAN	FEB	MAR	APR-JUL
LAUNCH UNITS	 SKINCARE TRENDING NOW UNIT Update with new templates and graphics Select Doors Unit Code #:PG5E-60 Update Code #:G882-60	 SKINCARE TRENDING NOW UNIT Update with new templates and graphics Select Doors Unit Code #:PG5E-60 Update Code #:G47Z-60			
AERIN	 AERIN FRAGRANCE UNIT Premier Top Doors Update with new holiday graphic Graphic Update Code #:G4ZG-70  AERIN FRAGRANCE UNIT All AERIN Fragrance Core Doors Update with new holiday graphic Graphic Update Code #:G4ZG-70		 AERIN FRAGRANCE UNIT All AERIN Fragrance Core Doors Update with new Med Honey Tiare graphic Graphic Update Code #:G73S-70  AERIN FRAGRANCE UNIT Premier Top Doors Update with new Med Honey Tiare graphic Graphic Update Code #:G73S-70		
RE-NUTRIV	 RE-NUTRIV DIAMOND LTU Select Doors Update with new templates and graphics Uit Code #:PT2M-60 Graphic Update Code #:G13Z-70 Acrylic Update Code #:G881-60	 RE-NUTRIV DIAMOND LTU Select Doors Update with new templates and graphics Uit Code #:PT2M-60 Graphic Update Code #:G68L-70 Acrylic Update Code #:G488-60			
LINE TESTERS	 SKINCARE LTU VER. 1 (W/O SUPREME MOISTURIZER REFILLS) Most Doors Update with new templates and graphics Unit Code #:PG58-60 Graphic Update Code #:G14I-70 Acrylic Update Code #:G87Y-60  NORDSTROM COLOR HYBRID LTU Update with template and graphics Select Doors Unit Code #:PG5G-60 Update Code #:G1BP-70  SKINCARE LTU VER. 2 (WITH SUPREME MOISTURIZER REFILLS) Select Doors Update with new templates and graphics Unit Code #:PG58-60 Graphic Update Code #:G14O-70 Acrylic Update Code #:G87X-60  FOUNDATION LINE TESTER UNIT Update with new templates and graphics All Doors Unit Code #:PJHJ-60 Update Code #:G88T-60  ADVANCED NIGHT REPAIR SKINCARE LTU BANNER Doors With Full Skincare Unit Only Banner Code #:G76C-70  EYE & CHEEK HYBRID UNIT Remove plug on top template only Select Doors Unit Code #:PG5G-60 Update Code #:TBD	 SKINCARE LTU VER. 1 (W/O SUPREME MOISTURIZER REFILLS) Most Doors Update with new graphics for ANR and updates to S.R.P. Unit Code #:PG58-60 Update Code #:G780-70  NORDSTROMCOLOR HYBRID LTU (V1) Update with template and graphics Select Doors Unit Code #:PG5G-60 Graphic Update Code #:G49D-60 Acrylic Update Code #:G6D3-70  SKINCARE LTU VER. 2 (WITH SUPREME MOISTURIZER REFILLS) Select Doors Update with new graphics for ANR and updates to S.R.P. Unit Code #:PG58-60 Update Code #:G781-70  FOUNDATION LINE TESTER UNIT Update with new templates and graphics All Doors Unit Code #:PJHJ-60 Acrylic Update Code #:G4AS-60 Graphic Update Code #:G6CS-70  EYE & CHEEK HYBRID UNIT New graphics containing new SRP. Select Doors Unit Code #:PG5G-60 Update Code #:G73Q-70		 SKINCARE LTU VER. 1 (W/O SUPREME MOISTURIZER REFILLS) Most Doors Update with new Supreme+ graphics only Unit Code #:PG58-60 Update Code #:TBD  SKINCARE LTU VER. 2 (WITH SUPREME MOISTURIZER REFILLS) Select Doors Update with new Supreme+ graphics only Unit Code #:PG58-60 Update Code #:TBD	

SKINCARE LINE TESTER

Version 1: Without Moisturizer Refill
Dec. 26th - March '24 Update



Main Platform

- 1. New Perfectionist Pro Brightening Treatment (1.7 oz)
- 2. New Perfectionist Pro Rapid Firm + Lift Serum (1.7 oz)
- 3. Perfectionist Pro Rapid Renewal Retinol Treatment (1.0 oz)
- 4. Perfectionist Pro Multi-Zone Wrinkle Concentrate (0.85 oz)
- 5. Perfectionist Pro Multi-Defense UV Gel (1.0 oz)
- 6. Resilience Multi-Effect Face and Neck Creme SPF 15 (1.7 oz)
- 7. Resilience Multi-Effect Face and Neck Creme Dry (1.7 oz)
- 8. Resilience Multi-Effect Night Creme (1.7 oz)
- 9. Resilience Multi-Effect Eye Creme (0.5 oz)
- 10. Advanced Night Repair Rescue Solution with Bifidus Ferment (0.68 oz)
- 11. Advanced Night Repair Serum Synchronized Multi-Recovery Complex (1.7oz)
- 12. Advanced Night Repair Supercharged Gel-Creme Synchronized Multi-Recovery (0.5 oz)
- 13. New Revitalizing Supreme+ Youth Power Creme SPF 25 (1.7 oz)
- 14. Revitalizing Supreme+ Youth Power Creme (1.7oz)
- 15. Revitalizing Supreme+ Night Intensive Restorative Creme (1.7 oz)
- 16. Revitalizing Supreme+ Youth Power Eye Balm (0.5 oz)

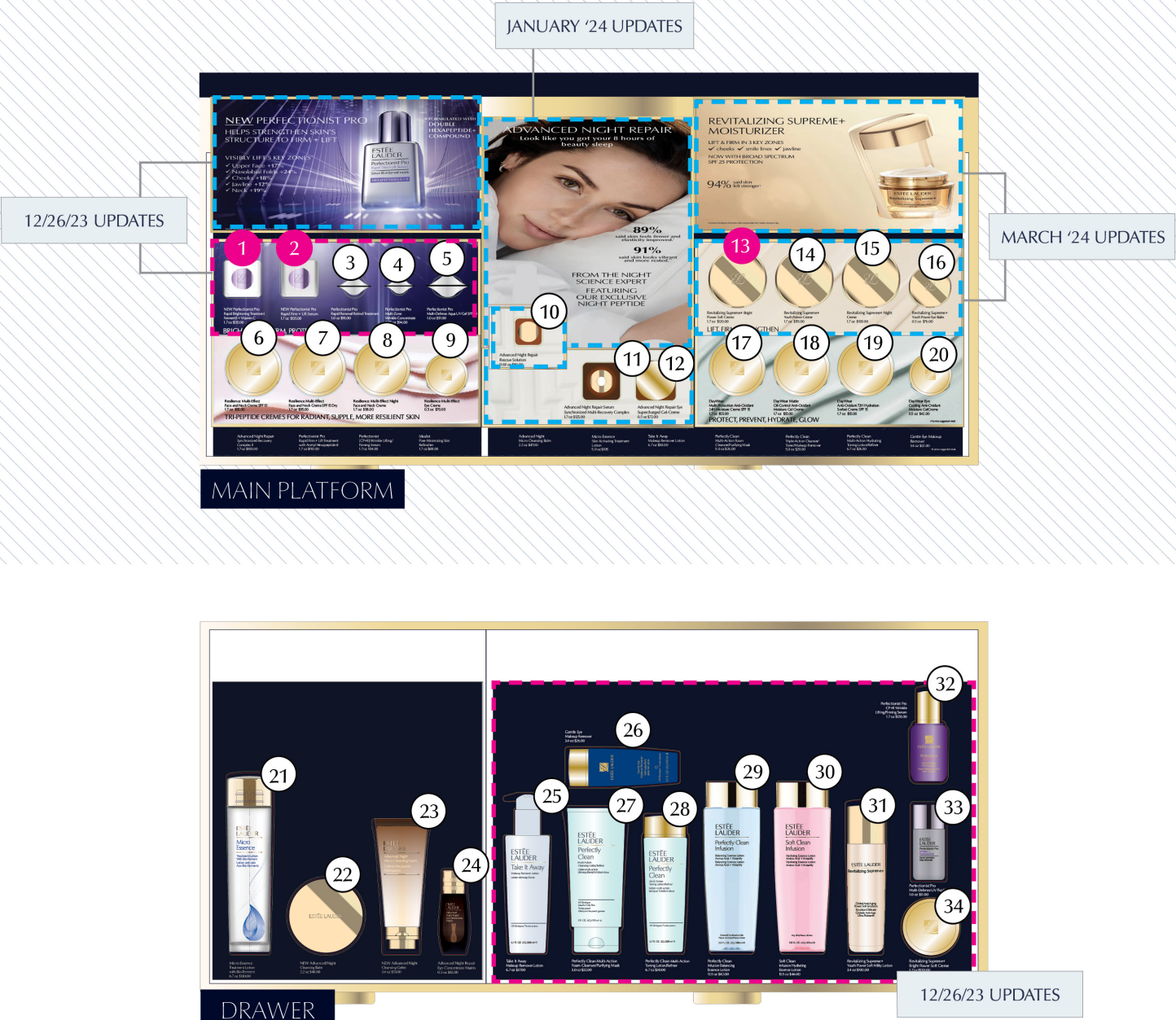
- 17. Daywear Multi-Protection Anti-Oxidant 24H-Moisture Creme SPF 15 (1.7 oz)
- 18. Daywear Matte Oil-Control Anti-Oxidant Moisture Gel Creme (1.7 oz)
- 19. Daywear Anti-Oxidant 72H Hydration Sorbet Creme SPF 15 (1.7 oz)
- 20. Daywear Eye Cooling Anti-Oxidant Moisture Gel Creme (0.5 oz)

Drawer

- 21. Micro Essence Treatment Lotion with Bio-Ferment (6.7 oz)
- 22. Advanced Night Cleansing Balm (2.2 oz)
- 23. Advanced Night Cleansing Gelée (3.4 oz)
- 24. Advanced Night Repair Eye Concentrate Matrix Synchronized Multi-Recovery Complex (0.5 oz)
- 25. Take It Away Makeup Remover Lotion (6.7 oz)
- 26. Perfectly Clean Multi-Action Foam Cleanser/Purifying Mask (5.0 oz)
- 27. Gentle Eye Makeup Remover (3.4 oz)
- 28. Perfectly Clean Multi-Action Toning Lotion/Refiner (6.7 oz)

HISTORY OF UPDATES

Jul '23	Update with new templates, new graphics, and new products. Graphic Update Code #: G14I-70 Acrylic Update Code #: G87Y-60.
Dec 26th '23	Update with Perfectionist Pro graphics and templates (Acrylic Update Code #: G47Q-60 Graphic Update Code #: G6BQ-70).
Jan '24	Update with new ANR graphics and graphics with new S.R.P. (Graphic Update Code #: G7B0-70).
Mar '24	Update with new Supreme+ SPF 25 on unit and graphic. (Code TBD).



Continued from Left

- 29. Perfectly Clean Infusion Balancing Essence Lotion (13.5 oz)
- 30. Soft Clean Infusion Hydrating Essence Lotion (13.5 oz)
- 31. Revitalizing Supreme+ Youth Power Power Soft Milky Lotion (3.4 oz)
- 32. Perfectionist CP+R Wrinkle Lifting/Firming Serum (1.7 oz)
- 33. Perfectionist Pro Multi-Defense UV Fluid SPF 45 (1.0 oz)
- 34. Revitalizing Supreme+ Bright Power Soft Creme (1.7oz)

NEW GRAPHICS
NEW TEMPLATES & GRAPHICS

SKINCARE LINE TESTER

Version 2: With Moisturizer Refills
Dec. 26th - March '24 Update



Main Platform

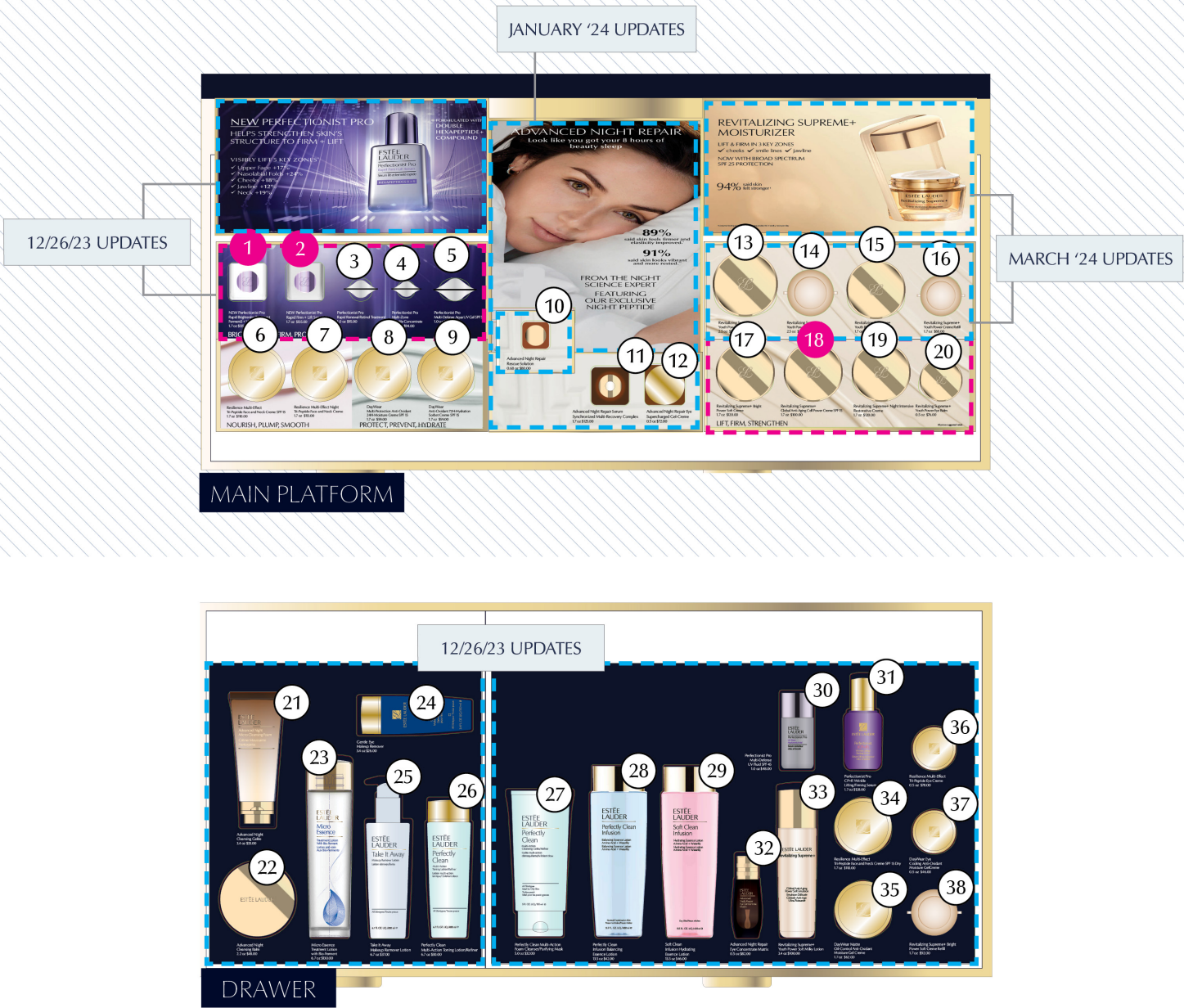
1. New Perfectionist Pro Rapid Brightening Treatment (1.7 oz)
2. New Perfectionist Pro Rapid Firm + Lift Serum (1.7 oz)
3. Perfectionist Pro Rapid Renewal Retinol Treatment (1.0 oz)
4. Perfectionist Pro Multi-Zone Wrinkle Concentrate (0.85 oz)
5. Perfectionist Pro Multi-Defense UV Gel (1.0 oz)
6. Resilience Multi-Effect Face and Neck Creme SPF15 Normal / Combination (1.7 oz)
7. Resilience Multi-Effect Night Creme (1.7 oz)
8. DayWear Multi-Protection Anti-Oxidant 24H-Moisture Creme SPF 15 (1.7 oz)
9. DayWear Anti-Oxidant 72H Hydration Sorbe Creme SPF 15 (1.7 oz)
10. Advanced Night Repair Rescue Solution with Bifidus Ferment (0.68 oz)
11. Advanced Night Repair Serum Synchronized Multi-Recovery Complex (1.7oz)
12. Advanced Night Repair Supercharged Gel-Creme Synchronized Multi-Recovery (0.5 oz)
13. Revitalizing Supreme+ Youth Power Creme (2.5 oz)
14. Revitalizing Supreme+ Youth Power Creme Refill (2.5 oz)
15. Revitalizing Supreme+ Youth Power Creme (1.7 oz)

Drawer

16. Revitalizing Supreme+ Youth Power Creme Refill (1.7 oz)
17. Revitalizing Supreme+ Bright Power Soft Creme (1.7 oz)
18. New Revitalizing Supreme+ Youth Power Creme SPF 25 (1.7 oz)
19. Revitalizing Supreme+ Night Intensive Restorative Creme (1.7 oz)
20. Revitalizing Supreme+ Youth Power Eye Balm (0.5 oz)
21. Advanced Night Cleansing Gelée (3.4 oz)
22. Advanced Night Cleansing Balm (2.2 oz)
23. Micro Essence Treatment Lotion with Bio-Ferment (6.7 oz)
24. Gentle Eye Makeup Remover (3.4 oz)
25. Take It Away Makeup Remover Lotion (6.7 oz)
26. Perfectly Clean Multi-Action Toning Lotion/Refiner (6.7 oz)
27. Perfectly Clean Multi-Action Foam Cleanser/Purifying Mask (5.0 oz)
28. Perfectly Clean Infusion Balancing Essence Lotion (13.5 oz)

HISTORY OF UPDATES

Jul '23	Update with new templates, new graphics, and new products. Graphic Update Code #: G14O-70 Acrylic Update Code #: G87X-60
Dec 26th '23	Update with Perfectionist Pro graphics and templates (Acrylic Update Code #: G47S-60 Graphic Update Code #: G6BR-70).
Jan '24	Update with new ANR graphics and graphics with new S.R.P. (Graphic Update Code #: G7BI-70).
Mar '24	Update with new Supreme+ SPF 25 on unit and graphic. (Code TBD).



Continued from Left

29. Soft Clean Infusion Hydrating Essence Lotion (13.5 oz)
30. Perfectionist Pro Multi-Defense UV Fluid SPF 45 (1.0 oz)
31. Perfectionist CP+R Wrinkle Lifting/Firming Serum (1.7 oz)
32. Advanced Night Repair Eye Concentrate Matrix Synchronized Multi-Recovery Complex (0.5 oz)
33. Revitalizing Supreme+ Youth Power Power Soft Milky Lotion (3.4 oz)
34. Resilience Multi-Effect Face and Neck Creme Dry (1.7 oz)
35. Daywear Matte Oil-Control Anti-Oxidant Moisture Gel Creme (1.7 oz)
36. Resilience Multi-Effect Eye Creme (0.5oz)
37. Daywear Eye Cooling Anti-Oxidant Moisture Gel Creme (0.5 oz)
38. Revitalizing Supreme+ Bright Power Soft Creme Refill (1.7 oz)

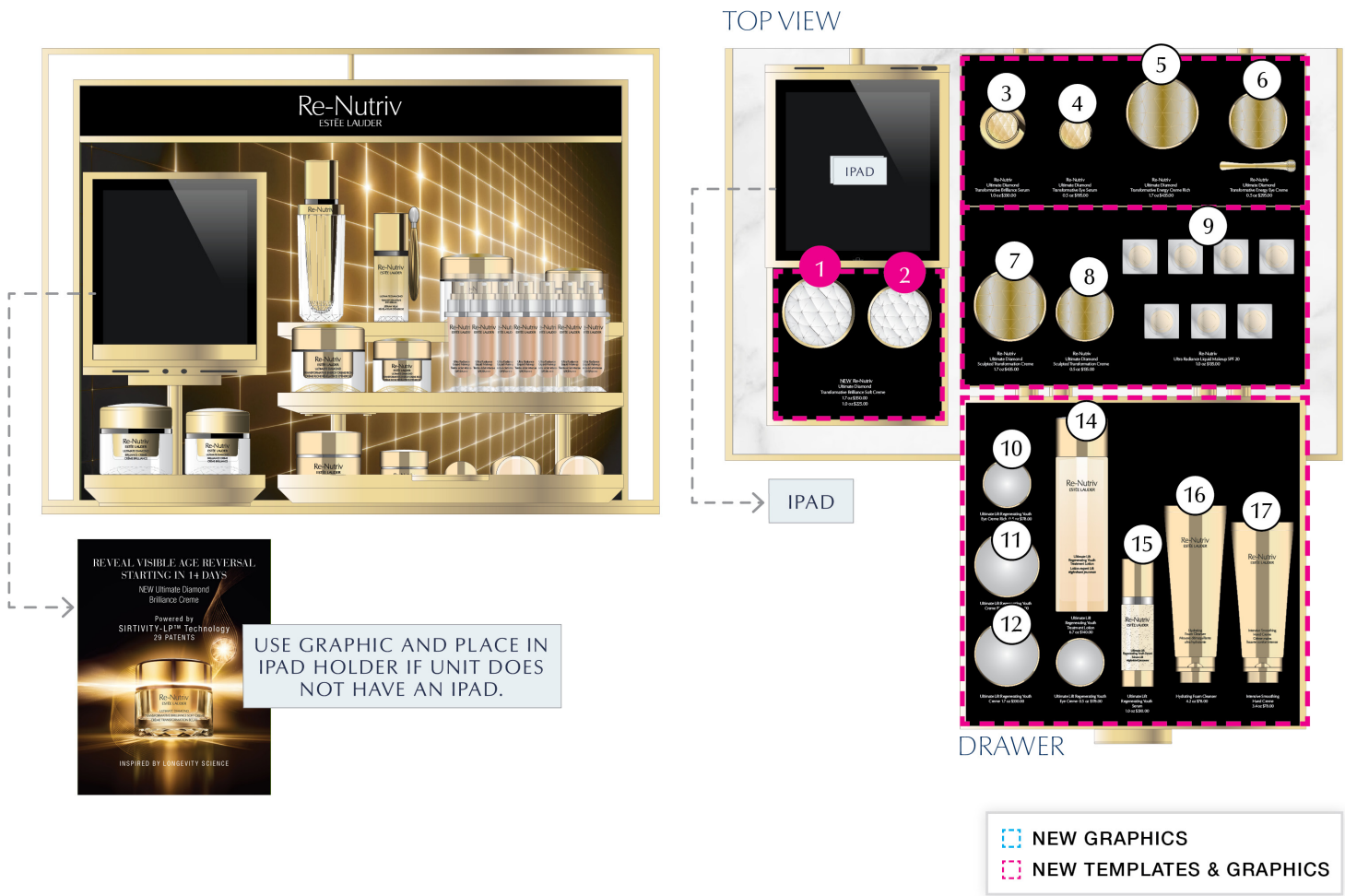
NEW GRAPHICS
NEW TEMPLATES & GRAPHICS

RE-NUTRIV LINE TESTER

Select Diamond Department Stores
January Update

HISTORY OF UPDATES

Jan '23	Update with new graphics and templates (Graphic Update Code #: G5LK-70 Acrylic Update Code #: G5LM-60).
Aug '23	Update with new graphics and templates (Graphic Update Code #: G5LK-70 Acrylic Update Code #: G5LM-60).
Jan '24	Update with new graphics and templates (Acrylic Update Code #: G48B-60 Graphic Update Code#: G6BL-70).



Line Tester (Use saleable products except where indicated.)

1. New Re-Nutriv Ultimate Diamond Brilliance Creme 1.7 oz, (1)
2. New Re-Nutriv Ultimate Diamond Brilliance Creme, 1.0 oz, (1)
3. Re-Nutriv Brilliance Serum 1 oz, (1)
4. Re-Nutriv Ultimate Diamond Eye Serum 0.5 oz, with applicator (1)
5. Re-Nutriv Ultimate Diamond Transformative Energy Creme Rich 1.7 oz, (1)
6. Re-Nutriv Ultimate Diamond Transformative Energy Eye Creme 0.5 oz, with applicator (1)
7. Re-Nutriv Ultimate Diamond Sculpted Transformation Creme 1.7 oz, (1)
8. Re-Nutriv Ultimate Diamond Sculpted Transformation Creme Mini 0.5 oz, (1)
9. Re-Nutriv Ultra Radiance Liquid Makeup SPF 20 1 oz, (7)

10. Re-Nutriv Ultimate Lift Regenerating Youth Eye Creme Rich 0.5 oz, (1)
11. Re-Nutriv Ultimate Lift Regenerating Youth Creme Rich 1.7 oz, (1)
12. Re-Nutriv Ultimate Lift Regenerating Youth Creme 1.7 oz, (1)
13. Re-Nutriv Ultimate Lift Regenerating Youth Eye Creme 0.5 oz, (1)
14. Re-Nutriv Ultimate Lift Regenerating Youth Treatment Lotion 6.7 oz, (1)
15. Re-Nutriv Ultimate Lift Regenerating Youth Serum 1 oz, (1)
16. Re-Nutriv Rich Foaming Cleanser 4.2 oz, (1)
17. Re-Nutriv Intensive Smoothing Hand Creme 3.4 oz, (1)

FOUNDATION LINE TESTER

January Update

HISTORY OF UPDATES

Jan '23	Update with new graphics (G5PL-70).
Sept '23	Update with new graphics and templates (G5PL-70).
Jan '24	Update with new graphics and templates (Acrylic Update Code #: G4AS-60 Graphic Update Code #: G6CS-70).

SEE PAGE 106 FOR TESTER PRE-PACK CODES.



Product List

1. Double Wear Stay-In-Place Makeup (42)
2. Double Wear Sheer Longwear Makeup (1)
3. Double Wear Matte Powder (1)
4. Double Wear Stay-In-Place Makeup (1)
5. Futurist SkinTint Serum (1)
6. Futurist Hydra Rescue Moisturizing Makeup SPF 45 (16)
7. Futurist Aqua Brilliance Watery Glow Primer (1)
8. New Double Wear Smooth and Blur Primer (1)
9. Futurist Peptide-Power Serum Primer (1)
10. Futurist Soft Touch Brightening Concealer (18)
11. Futurist Hydra Rescue Moisturizing Makeup SPF 45 (12)
12. Futurist Soft Touch Brightening Concealer (6)
13. Double Wear Stay-in-Place Flawless Wear Concealer (12)
14. Double Wear Sheer Flattery Loose Powder in Shaker Godets (5)
15. Double Wear Sheer Flattery Loose Powder (1)
16. Futurist SkinTint Serum (10)
17. Double Wear Sheer Longwear Makeup (5)
18. Double Wear Stay-in-Place Matte Powder (12)

NEW GRAPHICS

NEW TEMPLATES & GRAPHICS

Unit Code #:

AERIN

Nordstrom Premier Unit
February Update

HISTORY OF UPDATES

Oct '23	Update with new back riser graphic (G4ZG-70).
Jan '24	Update with new back riser graphic and new Med Honey Tiare on the platform (G73S-70).



TOP VIEW



Line Tester (Use salable products)

- | | |
|--|-----------------------------|
| 1. Rose de Grasse 1.7 oz | 13. Amber Musk 1.7oz |
| 2. Rose de Grasse Joyful Bloom 1.7 oz | 14. Limone di Sicilia 1.7oz |
| 3. Rose de Grasse Pour Filles 1.0 oz | 15. Tuberose le Jour 1.7oz |
| 4. New Mediterranean Honeysuckle Tiare 1.7 oz | 16. Tuberose le Soir 1.7oz |
| 5. Rose de Grasse Rouge 1.7 oz | 17. Ambrette de Noir 1.7oz |
| 6. Mediterranean Honeysuckle 1.7 oz | |
| 7. Wild Geranium 1.7 oz | |
| 8. Ikat Jasmine 1.7oz | |
| 9. Fleur de Peony 1.7 oz | |
| 10. Lilac Path 1.7oz | |
| 11. Hibiscus Palm 1.7oz | |
| 12. Cedar Violet 1.7oz | |

NEW GRAPHICS
NEW TEMPLATES & GRAPHICS

NOTES:

- New Mediterranean Honeysuckle Tiare has a hard on-counter date of 2/1. Do not place on unit until 2/1.**
- Once Rose de Grasse Rouge sells through, replace with Med Honey.
- Only 1.7oz bottles should be merchandised except Pour Fille 1.0oz
- All bottles should be merchandized with the cap on.

Unit Code #:

AERIN

Nordstrom Core Collection Unit
February Update

HISTORY OF UPDATES

Oct '23	Update with new back riser graphic (G4ZG-70).
Jan '24	Update with new back riser graphic and new Med Honey Tiare on the platform (G73S-70).



TOP VIEW



Line Tester (Use salable products)

- | |
|--|
| 1. Rose de Grasse 1.7 oz |
| 2. Rose de Grasse Joyful Bloom 1.7 oz |
| 3. Rose de Grasse Pour Filles 1.0 oz |
| 4. New Mediterranean Honeysuckle Tiare 1.7 oz |
| 5. Rose de Grasse Rouge 1.7 oz |
| 6. Mediterranean Honeysuckle 1.7 oz |
| 7. Wild Geranium 1.7 oz |
| 8. Ikat Jasmine 1.7oz |
| 9. Fleur de Peony 1.7 oz |
| 10. Lilac Path 1.7oz |
| 11. Hibiscus Palm 1.7oz |
| 12. Cedar Violet 1.7oz |
| 13. Amber Musk 1.7oz |

NEW GRAPHICS
NEW TEMPLATES & GRAPHICS

NOTES:

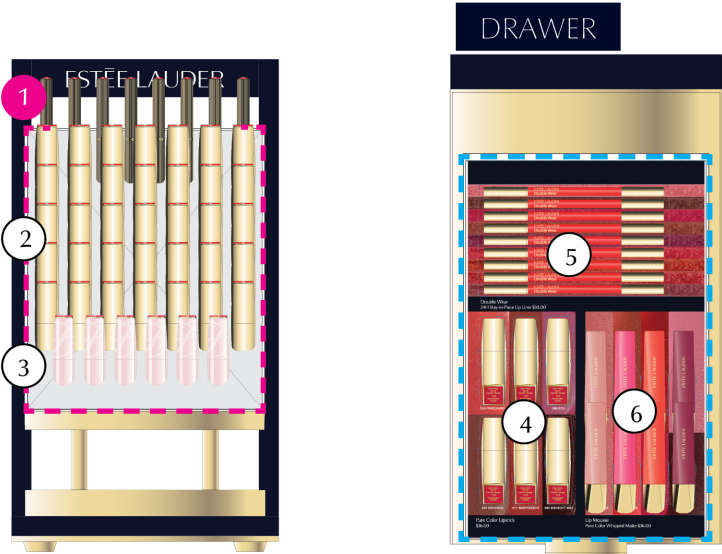
- New Mediterranean Honeysuckle Tiare has a hard on-counter date of 2/1. Do not place on unit until 2/1.**
- Once Rose de Grasse Rouge sells through, replace with Med Honey.
- Only 1.7oz bottles should be merchandised except Pour Fille 1.0oz
- All bottles should be merchandized with the cap on.

COLOR HYBRID UNIT

January Update

HISTORY OF UPDATES

Apr '23	Update with new templates and graphics.
Jul '23	Update with new graphics (G1BP-70).
Jan '24	Update with new graphics and templates (Acrylic Update Code #: G49D-60) (Graphic Update Code #: G6D3-70).



Product List

Main Platform

- 1. New Pure Color Explicit Slick Shine Lipstick (8)
- 2. Pure Color Lipstick (Emerald) (35)
- 3. Pure Color Revitalizing Crystal Balm (6)

Drawer

- 4. Pure Color Lipstick (6)
- 5. Double Wear 24H Stay-in-Place Lip Liner (9)
- 6. Pure Color Whipped Matte (8)

- NEW GRAPHICS
- NEW TEMPLATES & GRAPHICS



NIGHTTIME TESTER MAINTENANCE/
CLEANING RITUAL
To clean, use a soft dry cloth.
Never use sprays of any kind to
clean unit.

FACE HYBRID UNIT

January Update

HISTORY OF UPDATES

Jul '23	Update with new templates and new graphics (TBD).
Sept '23	Update to remove graphic plug on top template.
Jan '24	Update with new graphics containing new SRP (G73Q-70).



Product List

Main Platform

- 1. Pure Color Envy Blush - in godets (6)
- 2. Pure Color Envy Blush (1)
- 3. Pure Color Envy Eyeshadow Quad - in godets (3)
- 4. Pure Color Envy Eyeshadow Quad (1)
- 5. Turbo Lash Night Revitalizing Serum Lash + Brow (1)
- 6. Turbo Lash High Powered Volume + Length Mascara (1)

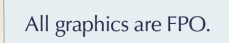
Drawer

- 7. Bronze Goddess Bronzer (3)
- 8. Bronze Goddess Healthy Glow Bronzer (1)
- 9. Bronze Goddess Highlighting Gelee (3)
- 10. Pure Color Envy Blush - in godets (2)
- 11. Double Wear Stay-In-Place Eye Pencil (7)
- 12. BrowPerfect 3D All-In-One Styler (5)
- 13. Kajal Eyeliner (3)
- 14. Little Black Liner (1)
- 15. Sumptuous Extreme Mascara (1)
- 16. Sumptuous Extreme Waterproof Mascara (1)



NIGHTTIME TESTER MAINTENANCE/
CLEANING RITUAL
To clean, use a soft dry cloth.
Never use sprays of any kind to
clean unit.

Aug '19	Install new unit (PG5F-60).
Jan '20	Update with all new graphics on Drimming Unit (PNIP-70). Update with all new magnetic panels on Drimming Pedestal (PNIT-60).
Aug '23	Update with all new unit and pedestal graphics (TBD).



COUNTERS AT A GLANCE

CASE MERCHANDISING

JAN-FEB

CASE CATEGORIES

- | | |
|---------------------|--------------|
| 1 AERIN + Re-Nutriv | 4 Skincare |
| 2 AERIN | 5 Foundation |
| 3 Re-Nutriv | |

NEW IN JANUARY:

- A Re-Nutriv Line Tester Unit Update
- B Skincare Line Tester Unit Update
- C Skincare Trending Now Unit Update
- D Foundation Line Tester Unit Update
- E Lip Color Hybrid Unit Update

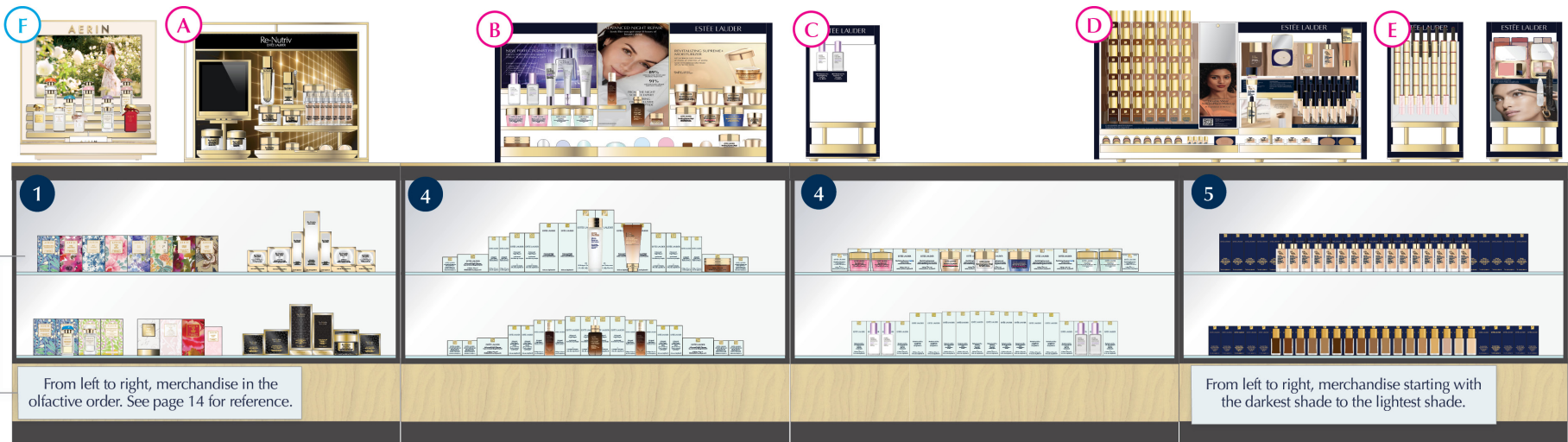
NEW IN FEBRUARY:

- F Aerin Core Line Tester Unit Update
- G Aerin Premier Line Tester Unit Update

3 CASES



4 CASES



5 CASES



AERIN PREMIER DOOR CASE SET UP

(See Page 30 for list of Top AERIN doors).

- 1 Premier AERIN + Re-Nutriv Case



- 2 Premier AERIN Case



NORDSTROM BAYS

JAN-FEB

3 BAYS



*SET UP FOR AERIN CORE DOORS. FOR TOP DOORS, REFER TO SET UP TO THE RIGHT

4 BAYS



*SET UP FOR AERIN CORE DOORS. FOR TOP DOORS, REFER TO SET UP TO THE RIGHT

*Follow shelf set up below for Premier AERIN Doors:



See page 20 for list of Premier AERIN doors.

NEW GRAPHIC

NORDSTROM BAYS

JAN-FEB

NEW GRAPHIC

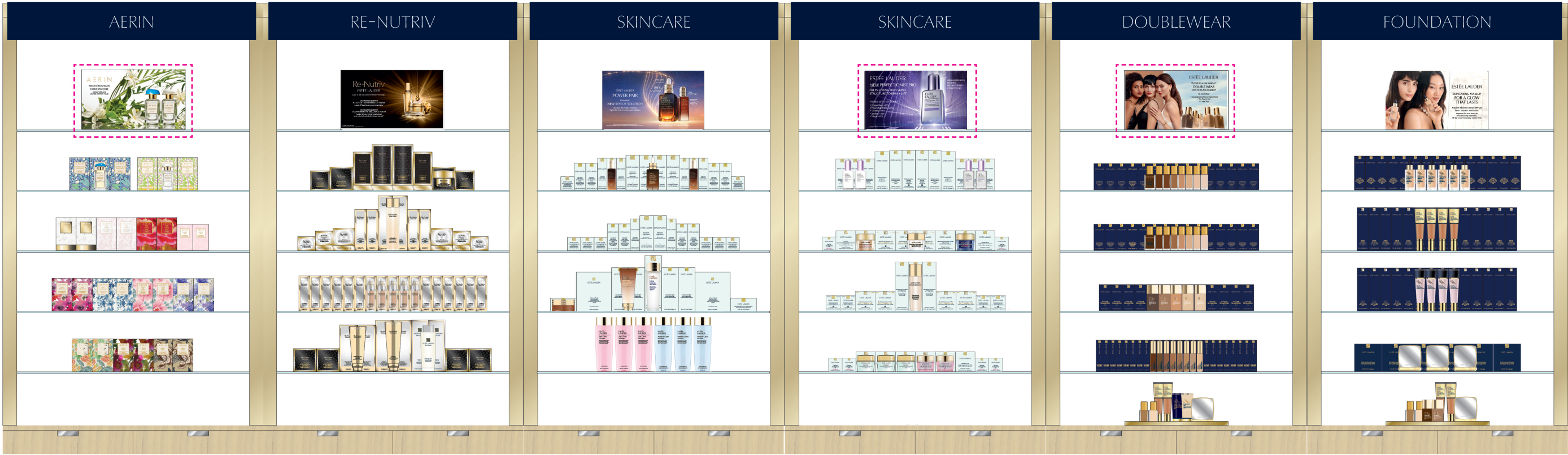
*Follow shelf set up below for
TOP AERIN Doors:



See page 20 for list of Top AERIN doors.

*SET UP FOR AERIN CORE DOORS. FOR TOP
DOORS, REFER TO SET UP INSIDE DOTTED BOX.

5 BAYS



*SET UP FOR AERIN CORE DOORS. FOR TOP
DOORS, REFER TO SET UP INSIDE DOTTED BOX.

6 BAYS

Tester Codes

As per our usual cadence, each tester/ godet is planned to ship in once this fiscal year. Please be mindful of this while also adhering to the latest hygiene standards. Small slushes of each tester code will be available to order through the COE if necessary.

FOUNDATION UNIT PRE-PACKS		
Franchise/Product	Shade	Code
Double Wear Stay-In-Place Matte Powder (TSD: 2/7/22)	• Tester Godet - 1C0	• PANX15
	• Tester Godet - 1C1	• PANX66
	• Tester Godet - 1N1	• PANX72
	• Tester Godet - 1N2	• PANX16
	• Tester Godet - 1W2	• PANX36
	• Tester Godet - 2C1	• PANX77
	• Tester Godet - 2N1	• PANX12
	• Tester Godet - 2N2	• PANXCC
	• Tester Godet - 2W1	• PANX53
	• Tester Godet - 2W2	• PANX84
	• Tester Godet - 3C1	• PANX19
	• Tester Godet - 3C2	• PANX04
	• Tester Godet - 3N1	• PANX10
	• Tester Godet - 3N2	• PANX38
	• Tester Godet - 3W1	• PANX37
	• Tester Godet - 3W1	• PANXCE
	• Tester Godet - 4C1	• PANX03
	• Tester Godet - 4N1	• PANX05
	• Tester Godet - 4N2	• PANX98
	• Tester Godet - 4W1	• PANX99
	• Tester Godet - 5W1	• PANX42
	• Tester Godet - 5W2	• PANX70
	• Tester Godet - 6C1	• PANX68
	• Tester Godet - 6N1	• PANXC1
	• Tester Godet - 7N1	• PANXC5
	• Tester Godet - 7W1	• PANXC4
	• Tester Godet - 8C1	• PANX09
	• Tester Godet - 8N1	• PANXC6
	• Tester Godet - 5N2	• PANXA4
	• Tester Godet - 6W1	• PANXC0
Double Wear Sheer Flattery Loose Powder (TSD: 2/7/22)	• Translucent Matte Testable Shaker	• PMWE-01
	• Light Matte Testable Shaker	• PMWE-02
	• Light Medium Matte Testable Shaker	• PMWE-03
	• Medium Matte Testable Shaker	• PMWE-04
	• Deep Matte Testable Shaker	• PMWE-05
	• Translucent Soft Glow Testable Shaker	• PMWE-06

Tester Codes (cont.)

COLOR UNIT PRE-PACKS		
Franchise/Product	Shade	Code
Bronze Goddess Powder Bronzer (TSD: tbd)	• Light (tester godet) • Medium (tester godet) • Medium Deep (tester godet) • Deep (tester godet)	• PT10-01 • PT10-02 • PT10-03 • PT10-04
Bronze Goddess Highlighting Gelee (TSD: tbd)	• Heatwave • Solar • Crush • Modern Mercury	• PJG0-01 • PJG0-02 • PJG0-03 • PJG0-04

Selling Tools

- Beautiful Skin For Life Diagnostic Tools (three versions)
- Foundation Finder Booklet (TSD: 8/2/21) GTFW-70
- iMatch Makeup Finder (Shipped 8/2/21) PMJE-70



- Fragrance Blotter Cards GYN4-70 (TSD: 2/7/2022)
- Multi-Language Best Sellers Tool
- Dramming Vial Card Holder (shipped 12/14/20) PPRE-70

Top AERIN Doors

1. 3972-10 Washington Square #025
2. 3974-64 Roseville Galleria #434
3. 3974-17 Brea #321
4. 3974-30 Topanga #341
5. 3974-24 Fashion Valley #360
6. 3973-48 Tysons Corner #600
7. 3973-53 Garden State Plaza #520
8. 3973-81 Roosevelt Field #524
9. 3972-06 Bellevue
10. 3973-63 Somerset
11. 3974-23 Cerritos
12. 3974-61 Santa Anita
13. 3973-49 Old Orchrd#223
14. 3973-59 Montgomery#623
15. 3973-73 Woodfield#225
16. 3974-31 Walnut Crk#421
17. 3974-85 Scottsdale#380

How to Measure a Light-box

STEP 1: DETERMINING "OUTSIDE" MEASUREMENT

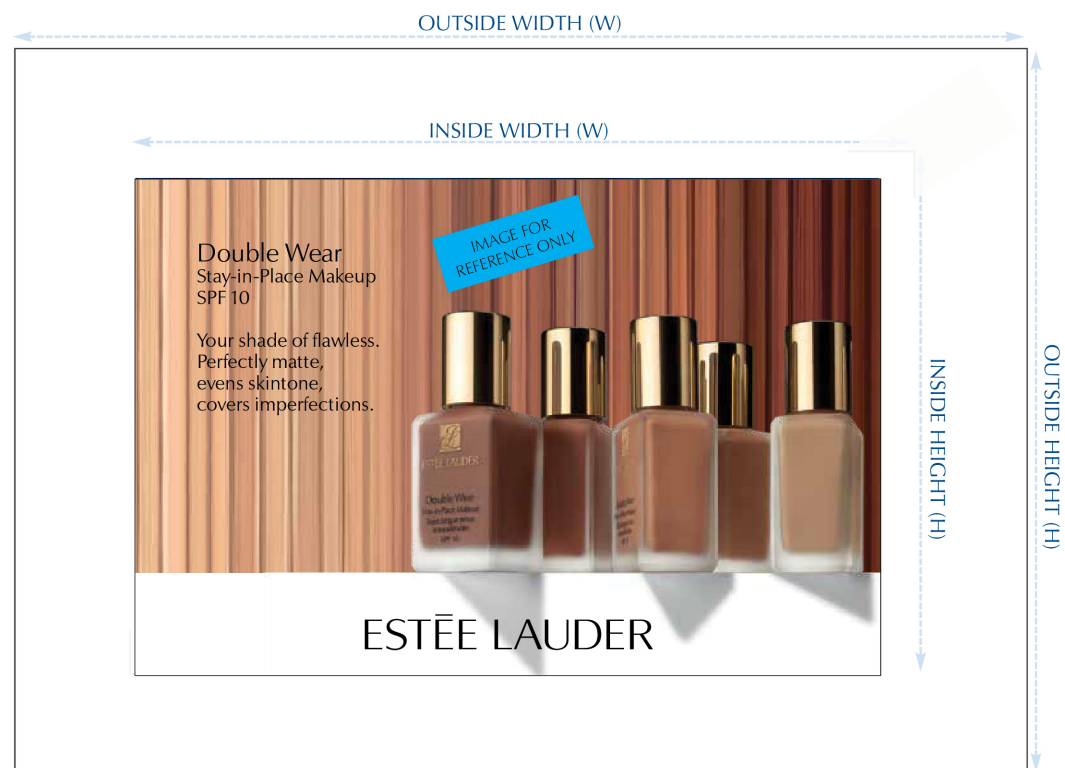
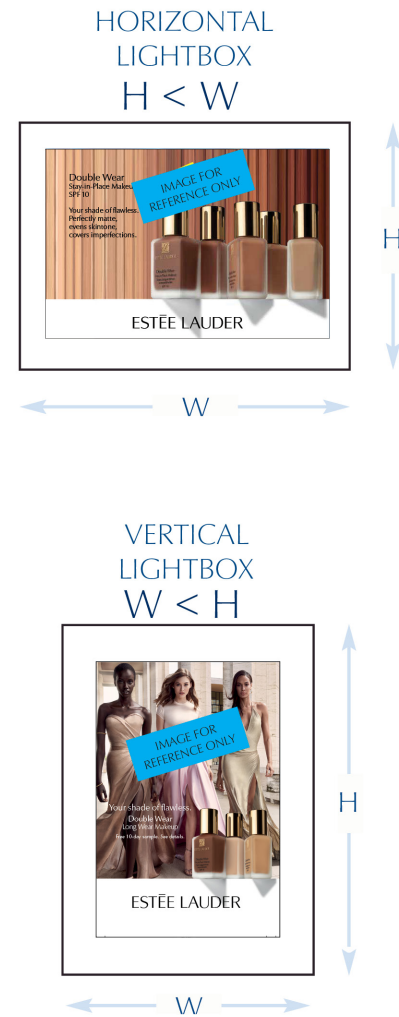
Open light-box. Measure end-to-end of the light-box horizontally (Width) and then vertically (Height). This is your “outside” measurement because it is the width (W) and height (H) of the “outside”, or total area, of the transparency that goes into the light-box.

STEP 2: DETERMINING “INSIDE” MEASUREMENT

Close light-box. The part of the transparency that you see (not the part that is hidden behind the frame) is called the “inside” measurement.

POINTERS

1. W x H (that's the order) – otherwise the “vertical” or “horizontal” distinction will be inverted.
2. The “outside” measurement is always larger than the “inside” measurement. If it's not, something is wrong.
3. Think of a picture frame in your house. If you buy a 5x7 picture frame it does not mean necessarily (unless there is no frame) that the whole picture frame itself measures 5x7 – it means that the “inside” measurement” or the part of the picture you see is 5x7. However, the overall actual size of the photo you put in the frame may be larger than what you see – that's called the “outside” measurement.



Need Some Help?

For all questions / concerns regarding:

- Tracking collateral (ongoing or launch)
- Tracking GWP/ samples
- Tracking Light Box graphics

- Requesting missing or damaged collateral/ tester units
- Light Box issues
- Request Point-of-Sale Guidelines

UNITED STATES

- Phone: +1 (844)-387-1122
- Email: PointOfSaleSupport@estee.com

CANADA

- Phone: +1(855) 523-7105
- Email: PointOfSaleSupport@estee.com

Hours of operation: Monday to Friday 9:30AM – 8:00PM EST; Saturday 11AM – 6PM EST. Voicemail is available outside hours of operation, for a call back on the next business day.

Please refer to Estée Lauder's visual merchandising guidelines for reference/code numbers.

[illegible]

