

## How are L'BRI prices changing in the updated Spring/Summer 2022 catalog?

L'BRI is transitioning to whole number pricing, meaning most prices will be full dollar amounts ending in ".00." We are making this change in an effort to simplify our pricing and make it easier to communicate cost with your customers.

## Will prices increase with this change?

L'BRI will adopt a slight price increase due to rising costs. Here are a few examples of the increases you can expect:

### Aloe Vera Barbadosis Jelly

2021 price: \$18.50

**2022 price: \$19**

### Flawless Finish Liquid Foundation

2021 price: \$22.50

**2022 price: \$25**

### Add a Serum to a Set

2021 price: \$19.50

**2022 price: \$20**

### Trios

2021 price: \$60.50

**2022 price: \$65**

## When will these increases take effect?

All increases will be updated online as of 11:00 PM CST on January 31, 2022. Please note, shopping cart images will have to be manually updated. This will happen on the morning of February 1, 2022 so you may experience a lag between an update in the price and an update to the image.

## Will Customers and Consultants be able to shop January sale prices through February 1, 2022 at 11 PM CT as usual?

Yes. January sale prices will hold through February 1 at 11 PM CT. These prices will be updated at that time.

## What about February Product Specials? Are these impacted by the price increase?

February Product Specials pricing is based off of 2021 pricing and will not be impacted. These prices will remain unchanged until March 1, 2022 at 11:00 PM CT.

## Will there be any other changes along with the price increase?

You will also notice increases to pricing for samples, Sampling Made Easy, and most Consultant only items. These price changes will also take effect at 11:00 PM CST on January 31, 2022.

## Will there be any changes to shipping charges?

The Free Shipping threshold will increase from \$65 to \$75 as of February 1. For customer orders less than \$75, an \$8 shipping fee will apply, up from the current shipping fee of \$6.75.

## When will the shipping threshold and shipping fee increase take effect?

The change to these costs is a manual process that will take effect on the morning of February 1, 2022 prior to 10 AM CT.

## Will shipping prices for Starter Kits be changing?

As of February 1, 2022 at 10 AM CT, the cost for the Starter Kit shipping will be as follows:

**Try L'BRI Kit: \$10**

**Signature Kit: \$20**

**Ultimate Kit: \$30**

## Will Consultant shipping costs be increasing as well?

A restructure of the Consultant Shipping Table will launch with the other shipping changes. You will be able to find a complete list of changes to shipping costs and procedures on the shipping page of our website: [lbri.com/policies/shipping-handling-information](http://lbri.com/policies/shipping-handling-information) on February 1, 2022.