

COSMO

A COOL NEW MAGAZINE FOR TEENS

FREE
GUYS
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POSTERS:

- *Joshua Jackson*
- *Paul Walker*
- *Ryan Phillippe*
- ...and more!

4 Secrets Your Crush Is Keeping
Uncover Them and Unlock His Heart

Freddie Prinze Jr. Stickers

pretty smart!
Fun, Flirty Makeup for Under \$5

FEBRUARY 2000



girl!

VALENTINE'S BONUS!
26 PAGES OF JUICY GUY TIPS & PICS



▶ **Name:** Lindzi Scharf
 ▶ **Age:** 16 years old
 ▶ **Hometown:** Fort Lauderdale, FL
 ▶ **Business:** "Lindzi's Page of Insanity" (www.lindzi.com), a Web zine for girls that features exclusive celebrity interviews and fashion and makeup info.
 ▶ **Trade-off:** "In the beginning, I called cosmetics and fashion companies to request product samples to see if I should recommend them to my readers. Then I asked those companies if they wanted to advertise on my site—instead of paying me in cash, they could pay me in merchandise. It saved me a lot of money in makeup and clothes!"
 ▶ **Smooth talker:** "When I call companies, I usually deepen my voice a little—you won't be taken seriously if you sound like a kid. I also used to work from a script to help me start the phone call, like 'Hi, my name is Lindzi Scharf. I produce a Web site....' Once you get their attention, though, you have to be able to explain your site very well—you don't want to get caught off guard by questions you can't answer."
 ▶ **Her advice:** "Be persistent! Be confident! Be yourself!"

ma blair
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