

Why wash your face... by NSD Diana Sumpter!

Did you know that as women we control 80% of purchases in America? That is a lot of power when we take our consumer dollars and invest in products, people and companies who align with our value systems.

I don't know what other cosmetic companies do with their money, but I do know what happens when you choose to wash your face with Mary Kay products.

Did you know that when you wash your face with Mary Kay, you are directly investing in a local woman-owned small business and impacting her dreams and legacies! In fact, if you choose Mary Kay products tonight, you are investing in... (share how Mary Kay will impact your life, family, mission, etc)

Did you know that when you wash your face with Mary Kay, you are supporting our local economy? The \$\$ you choose to spend with your MK consultant go right back into our community! How many of you agree that teachers need a raise? How about our roads? Part of that money comes from our local business tax base.

Did you know that when you wash your face with Mary Kay, you are supporting our company started by Mary Kay Ash, a company created by a woman for women, where women could be paid what they are worth without sacrificing their priorities of Faith first, Family second, and Career third, and living by the Golden Rule. Did you know that Mary Kay is a private, family owned, 100% debt-free company celebrating 52 years with well over \$4 billion in sales a year and #1 in brand loyalty?

Did you know that when you wash your face with Mary Kay, 5100 employees here in the United States and a worldwide sales force of over 3.4 million in 35 countries say thank you. You are helping them get up every day and design their dream life.

Did you know that when you wash your face with Mary Kay, you can be proud of our environmentally friendly company, "PINK DOING

GREEN", and that the majority of our products are manufactured right here in the U.S. Our manufacturing plant in Dallas and our 5 distribution centers in the U.S. are 0% landfill. Our compact-exchange program has resulted in 400,000 trees being planted, and MK has built 13 nature-explore classrooms around the U.S.

Did you know when you wash your face with Mary Kay, you are helping us stop animal testing in China! We were one of the first cosmetic companies in America to do a moratorium on animal testing. We were able to do this through in-vitro testing to make sure we still put out a safe product. We paid for both tests here in the US, and now are doing the same in China, so we can show the Chinese government that safe products can be produced without testing on animals.

Did you know that when you wash your face with Mary Kay, there are women and families safe tonight in shelters all across the US, because of the 3 million dollars a year we donate to Domestic Violence Shelters around the country! We also donated over \$1.2 million to Cancer research, to eradicate cancers that affect women. PLUS our newest partnership is called Love is Respect. This is a 24/7 text-to-help hotline where a young girl can text loveis to 22522, and there is someone on the other end of that hotline to explain what a healthy relationship looks like.

Finally let's look Global. Did you know that when you wash your face with Mary Kay, there are families impacted all across the globe. There are so many stories, but my favorite is one from China. At an event where new National Sales Directors came together, National Sales Director Diana Sumpter was talking with the #1 NSD in China and asked her why she thought Mary Kay was growing so fast in China. Her response was, "Because of the money we make in Mary Kay, we can have more than one child." That is mind blowing, isn't it?

After hearing all of this, let me know what your favorite part was on how Mary Kay impacts families on a personal, local, national and global level.