

# This is NSD Diana Sumpter's Skin Care Class Opening.

## **Why Wash Your Face With Mary Kay?**

- Did you know that as women we control 80% of all purchases made in America? That creates a lot of power when we take our consumer dollars and invest in products, people and companies who align with our priorities and 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, Inc. products.
- Did you know that when you wash your face with Mary Kay, you are directly investing in a 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 goes right back into our community! How many of you agree that teachers need a raise? How about the roads we travel everyday? Part of the money that builds those roads come right from our local business tax base.
- Did you know that when you wash your face with Mary Kay, you are supporting a company started by a woman named Mary Kay Ash? Mary Kay is a company created by a woman for women! Women who represent Mary Kay are paid what they're worth and not what the job is worth. They are encouraged to keep the priorities of God first, family second, and career third, and do business 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 3 billion in sales a year and we are #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 thank you. You are helping them get up every day and design their dream life.

- Did you know when you wash your face with Mary Kay; you are helping us stop animal testing in China! We were the first cosmetic company in the US to declare a moratorium on animal testing. We were able to do this through in-vitro testing in order to make sure we sell a safe product. We pay for both tests here in the US and now we 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. In addition, our most recent partnership, called “Love is Respect” is a 24/7 “text for help” hotline where a young woman can text 22522 and find someone on the other end of that hotline to explain what a healthy relationship should look like!
- Finally, let’s look at 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, the # 1 NSD in China was asked why she thinks Mary Kay, Inc. is growing so fast in China. Her response was “because of the money we make with Mary Kay, we can have more than one child”. That thought is mind blowing isn’t it?  
After knowing all of this, I’m sure you feel great about washing your face with Mary Kay!!!