

Why Wash your face with Mary Kay? (Orig script from NSD Diana Sumpter)

~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 & impacting her dreams & 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 me, your MK consultant goes right back into our local community! How many of you agree that teachers need a raise? How about the roads we travel every day? 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 & not what the job is worth. We are encouraged to keep 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? AND a Top 10 Global Best Selling Brand!

~Did you know that when you wash your face with Mary Kay, 5100 employees here in the United States & 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 that when you wash your face with Mary Kay, you can be proud of our environmentally friendly company, "PINK DOING GREEN", & 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. create 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 the 1ST 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 offer 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 gov't 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!!!