

go to the grocery store & purchase a relatively flat piece of rawhide dog chew - trim edges
go to Michaels or Hobby Lobby and purchase a piece of SOFT leather

This is a picture of Mary Kay...she was a real live person, not like Betty Crocker or Aunt Jamima

Look at your hands...our hands tell our age the fastest...particularly on us women (hold out & look at your own hands)

It all started with a Hidetanner...this is untanned leather - (pass piece of rawhide around) which is skin...probably NOT what you would want your skin to look or feel like! And they change it into nice soft leather (pass soft leather piece around) that they then use to make purses, coats, boots, belts etc.... and this would be more what you would like your skin to look or feel like.

When the hidetanner was working in these formulas, he noticed that his hands did not show near the age that his face did, so he started playing around and putting it on his face. His daughter was a cosmetologist and she noticed the difference this was making in her father's skin so she said "Dad, give me some of that stuff" and she had a group of her friends be her guinea pigs.

Mary Kay used to sell Stanley products which are home cleaning type things and she went to the hidetanner's daughters to do a demonstration. When she was there, she noticed how great all the ladies skin looked so she asked them what they were using and they convinced her to be one of the guinea pigs with them. She said she took her first product home in a roasting pan & it smelled so bad she had to plug her nose to put it on her face. How many of you would be serious enough about looking good you would use something that "stinks" (laugh/smile) Now, the older you get...the more likely you would be to do that. As you can see, there are no nose plugs on your tray, & that's because the product is now 100% fragrance free.

Mary Kay used that product for about 10 years and shortly after she had started using it, she had switched to a different sales organization and had helped to cultivate that company into 43 States across the United States. There was a big promotion coming up, she had been training a man for a year that she thought was going to replace her and she would receive the promotion. Well, the day came & guess who got the job?.....the man did. Mary Kay was NOT too excited about that & she marched into the President of the company's office and demanded to know what was going on. He said, "Mary Kay, I know you are the most qualified for the job, but I can't put a woman in that position. I need a man, someone who's

going to think about their job 1st. And, about that raise you wanted...I know you deserve it, but we can't pay a woman that kind of money...I'd be laughed at."

So, Mary Kay got mad & quit. She went home and decided she was going to write a book about her dream company for women. She took 2 legal pads and on 1 wrote down all the things she thought you should do, and on the other - all the things she thought you shouldn't. After she had her list done, she thought "I would have alot more effect on women's lives if I would create a company"....so, this product had never really gotten off the ground & Mary Kay bought the rights of the product from the Hidetanner's grand-daughter. She took her own life savings of \$5000.00 since in the early 1960's they didn't think a woman could run a business, so they certainly weren't going to loan her any \$\$ to fail with. Her accountant told her it wouldn't work, her attorney told her it wouldn't work, but Mary Kay had a "you can do it" attitude and on Friday the 13th of September, 1963 Mary Kay Cosmetics began. That's the day the lease began, so that's the day she opened her doors and 13 was her lucky number. She hoped that someday Mary Kay would be in the whole state of Texas and we are now in 35 COUNTRIES around the world. Our headquarters is in Dallas TX and has 13 floors & 13 glass elevators...MK is listed in the Top 100 companies to work for & the Top 10 for women to work for. Has been one of only 27 companies that has made the list all 3 times since 1984 AND we are #1 in Brand Loyalty both in the Cosmetics Category AND Skin Care/Moisturizer Category.

Do fun mirror out at arms length (you today) - mirror down in lap (you in 10 years) - mirror up @ 45 degree angle (you on Mary Kay's TW Miracle Set)