

## OPERATION COURAGE IS BEAUTIFUL!

Every year, we create a MOVEMENT. By each of us doing our part and collecting donations of at least TEN skincare packages, we will be sending a deluge of blessings to those who deserve it most: Our US Servicewomen of the Armed Forces! Your "part" is at least TEN sets! Or \$250! Call EVERYONE you know. Family, friends, customers, acquaintances, local business owners, members of local service, or other organizations. Get creative!

### Here's what to say/ text when you reach out:

"Hi\_\_\_\_\_! So, I was so moved last night at my Mary Kay meeting that I just had to reach out to you. I have the most amazing opportunity to really make a difference for our United States servicewomen in honor of Memorial Day, and I just want to go ALL OUT to do all I can. I would LOVE to collect enough donations to provide 100 Skincare packages to our servicewomen. Each set is \$30 and it includes a SPF 50 body sunscreen and an after-sun replenishing gel. And of course there is no profit taken on my end. I really want to make a difference here... Would you please make a donation and help me be a meaningful part of this beautiful and very important movement?" \*\*\*include picture of flier if texting

**When they say yes, reply,** "Thank you sooooo much! How many sets would you like to donate?.... Great! And how would you like to handle it? .... Awesome! You Rock!!

### FAQ's:

**How can I accept donations?** Payment can be taken in the same ways you always take it.

**Are their donations tax deductible?** Yes! There is a letter that you can fill out and give to them.

**How do I send the products to Operation Courage is Beautiful?** It's best to collect all donations and directly ship the products from Mary Kay to OCIB. This way you only pay shipping once, it all arrives to OCIB in one box, and it's more time efficient for you!

**What's the OCIB address?** Send to:

Operation Courage is Beautiful  
OCIB  
9921 Carmel Mountain Rd  
San Diego CA 92129

**Can people make a flat donation of more or less than \$30?** Yes!

**What if they say they can't donate?** "\_\_\_\_\_, I completely understand. Will you please send us prayers, good vibes, well wishes, whatever good you want to send our way?"