

Mary Kay Product Safety

EU vs. US

Compared to the European Union (EU), the United States' cosmetics industry is barely regulated. The FDA has only banned ELEVEN ingredients, while the EU bans over 1,000!!! At Mary Kay, we self-regulate to be EU compliant. That means, if some tiny village in Finland decides an ingredient isn't safe to put in products, we won't use it either!

“Under U.S. law, cosmetic products and ingredients, other than color additives, do not need FDA approval before they go on the market. Cosmetic manufacturers have a legal responsibility for the safety and labeling of their products.”¹

Whereas in the EU, “The manufacturer is responsible for the safety of the products, and must ensure that they undergo an expert scientific safety assessment before they are placed on the market.”²

“Under U.S. law, FDA does not have the authority to require cosmetic manufacturers to submit their safety data to FDA, and the burden is on FDA to prove that a particular product or ingredient is harmful when used as intended.”¹

The FDA's regulated substances include mercury, chloroform (with residual chloroform as an *exception*) and specific cattle-derived materials determined to put people at high risk for bovine spongiform encephalopathy, also known as "mad cow disease".

That “used as intended” phrase is key, as toxic chemicals such as tar and coal derivatives are prevalent in hair dyes, but as long as it states on the package to do a skin test and outlines the specific usage intended, these harmful toxins are legal... just make sure you don't have any scratches on your skin when you dye your hair with that sludge!

Mary Kay's Rigorous Testing

Consumer safety is our first priority. Mary Kay Inc. invests millions of dollars in research and conducts more than one-half million tests every year to ensure that every individual ingredient and finished product meets the highest standards of safety, quality and performance. We know that there can be differing points of view regarding ingredient safety and that some opinions can be the result of incomplete and inaccurate interpretation. We want consumers to know that at Mary Kay, ***every product decision is based on scientific fact, not opinion.*** We rely on in-depth scientific research and collaborate with impartial medical experts outside the Company to ensure the safety and efficacy of our products, and we regularly go above and beyond what is legally required by the health and safety authorities that regulate the industry worldwide.

To date, Mary Kay Inc. has more than 1,300 patents for products, advanced technologies and packaging designs in its global portfolio.

Industry Partnerships

Mary Kay Inc. has developed alliances around the world with leading dermatologists and ophthalmologists in academic medicine and private practice, and these specialists serve as key advisers to our research scientists. As a sign of Mary Kay Inc.'s strong commitment to these relationships, the Company has funded an endowed Chair of Dermatology at one of the most respected medical research institutions, the University of Texas Southwestern Medical Center. In addition, we offer ongoing support to other renowned institutions, including: American Academy of Dermatology, University of Texas Southwestern Dermatology Department, Skin Cancer Foundation, Dermatology Foundation, Dermatology Nurses Association, American Contact Dermatitis Society, Women's Dermatologic Society.

Natural is NOT Necessarily Better

“Organic, natural, and botanical are buzzwords in the beauty industry right now. Sometimes the benefits associated with these products and ingredients are greatly exaggerated. There is no scientific data that supports the blanket statement that natural, organic, or botanical ingredients are always better. At Mary Kay, our goal is to develop the safest and most effective products possible, including organic, natural, or botanical ingredients when they provide a benefit. In fact, most Mary Kay color and skin care products contain a number of key natural and botanical ingredients that research has proven to be effective.”³ However, we stay away from these buzzwords so that we maintain our integrity and highest ethics in selling our incredible products.

Preservatives & Parabens

“Preservatives are important in cosmetics as they protect consumers from harmful pathogens that would otherwise invade the creams and products people use on a daily basis. Without preservatives all cosmetics would have a very short shelf life and would, in the most part, have to be stored in a fridge.”²

Mary Kay uses low levels of preservatives, when needed, to help keep our products safe and of high quality. Using these prevents the growth of mold, bacteria and yeast. Parabens are a group of commonly used preservatives.

Parabens are among the most frequently researched ingredients. The main concern regarding parabens in cosmetics is the potential of some of them to act like hormones in the body, in particular like estrogens.

Many in this broad paraben group of have been repeatedly confirmed as safe for use by humans. And the EU points out these are, “some of the most efficient preservatives.”² Stringent regulations are enforced in the EU with regards to parabens, and those without sufficient testing are banned until further research can be completed as a precaution.

Mary Kay Does Not Support Animal Testing

“Mary Kay Inc. is committed to the elimination of animal testing and is a strong advocate of utilizing alternative methods to substantiate the safety of ingredients and products. For more than two decades, our company has been a global leader in helping to develop alternative testing methods for product safety. And we stand by our commitment.”⁴

1 <https://www.fda.gov/Cosmetics/GuidanceRegulation/LawsRegulations/ucm127406.htm>

2 http://europa.eu/rapid/press-release_IP-14-1051_en.htm

3 “Beauty Myths” from MaryKayInTouch.com

4 “Product Preservative Ingredient Information” from MaryKayInTouch.com

THE BEST RELATIONSHIPS ARE BUILT ON TRUST

At Mary Kay, our #1 priority is product safety. We don't just talk the talk, we walk the walk. We conduct over **500,000 product ingredient tests a year** – not ten, not 100, but **500,000 - yes a YEAR!** We spend **millions** on these tests and are proud that our ingredients are compliant with **European Union standards** as well the US Food & Drug Administration, the US Cosmetic Ingredient Review Expert Panel and the EU Scientific Committee on consumer safety. We are a socially responsible company: we test on National Sales Directors, not animals.

One of the most common consumer questions asked by the sales force relates to a group of preservatives called parabens. Parabens eliminate the risk of bacterial and fungi growth – and nobody wants to open their makeup and see that in there – gross! Nonetheless, some consumers shy away from using products containing parabens. Good news! Your Mary Kay collection is **loaded with paraben-free products**. The following is not even close to a comprehensive list, just a starting place. Take a look!



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