

# Luster PRODUCTS Inc.

1104 W. 43rd. Street, CHICAGO ILLINOIS 60609 • (773)-579-1800 • FAX (773) 579-1912

September 13, 2024

To Whom It May Concern,

It is with great pleasure that I write this recommendation for Sara Gregory and Diversity Connected. Over the course of more than 20 years, Sara Gregory has played an instrumental role in the success of Luster Products' relationship with Walmart, one of our most vital retail partners. Her commitment, adaptability, and deep knowledge of Walmart's Supplier policies and procedures have been nothing short of exemplary. She has navigated the complexities of the Walmart buying office, especially during times of high turnover, with an unmatched level of professionalism and effectiveness.

As someone responsible for managing over \$6 million in annual revenue for Luster Products, Sara's expertise in data analytics, her ability to stay ahead of policy changes, and her unwavering attention to detail have been crucial to ensuring our continued success. Her responsiveness to the fast-paced and ever-evolving retail environment has helped us maintain a competitive edge and meet critical deadlines, all while maintaining the accuracy and efficiency that our business demands.

In addition to her high-level headquarters responsibilities, Sara has been pivotal in addressing and resolving logistics challenges involving Walmart's 42 Distribution Centers (DCs), account chargebacks, and store-level execution. Notably, her leadership in the Pink Kids Power Tour was a testament to her project management and budget oversight abilities. She successfully managed this initiative from conception to execution, incorporating a robust social media strategy and engagement plan. Furthermore, she demonstrated a unique ability to secure high-profile celebrity talent, which greatly enhanced the reach and impact of the tour.

Sara's unwavering commitment to excellence, along with her team at Diversity Connected, has been an invaluable asset to Luster Products. Her ability to manage complex projects, collaborate seamlessly with internal teams, and adapt to the dynamic retail environment has set her apart as a trusted partner. I am confident that Sara and Diversity Connected will continue to deliver outstanding results for any organization they work with, just as they have for Luster Products.

Should you require any further information, please do not hesitate to contact me.

Signed by:  
Sincerely,  
  
Jory Luster, Sr.  
President  
Luster Products, Inc.