

Luster PRODUCTS Inc.

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Date: September 11, 2024

To Whom It May Concern,

It is my privilege to write this recommendation for Sara Gregory and her team at Diversity Connected. Sara has been an integral part of the Luster Products family for over 20 years, contributing significantly to our business's growth and success, especially in managing our complex relationship with Walmart. When Sara first joined Luster Products, she served as the category manager and data analyst for all our retail and distributor accounts, including major partners such as Target, Walgreens, CVS/Pharmacy, Rite Aid, Walmart, Dollar General, and various OTC distributors. Her ability to manage and analyze data across multiple channels has always been a hallmark of her work.

Sara has since transitioned to a role of even greater responsibility, where she manages over \$6 million in annual revenue for Luster Products. Her expertise in navigating Walmart's constantly evolving Supplier policies and procedures has been essential in our ability to stay ahead of changes, especially during times of high turnover in Walmart's buying offices. She has demonstrated remarkable skill in addressing logistics challenges across 42 Walmart Distribution Centers, resolving account chargebacks, and overseeing successful store-level executions such as the Pink Kids Power Tour.

Her leadership extends beyond her analytical abilities. Sara has a proven track record in project management, budget oversight, and social media strategy, and she has been instrumental in securing celebrity talent for Luster's initiatives. Her responsiveness and unwavering attention to detail ensure that every project she leads is completed with precision and excellence.

The strong relationship between Luster Products and Walmart would not have been possible without Sara's dedication and expertise. Her ability to manage both high-level headquarters responsibilities and the on-the-ground details of execution has set her apart as a key partner for our team. I have full confidence that Sara Gregory and Diversity Connected will continue to deliver exceptional results for any organization they work with.

Please do not hesitate to contact me if you require further information.

Sincerely,



Randy Lee (Sep 11, 2024 14:33 CDT)

Randy Lee
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