

SOUTHWESTERN NEWS

Contact: Reyes Abila
(214) 648-3404

BEAUTICONTROL COSMETICS/WHO FOUNDATION PLEDGE \$100,000 TO ESTABLISH PROFESSORSHIP AT UT SOUTHWESTERN

DALLAS — Oct. 12, 1993 — BeautiControl Cosmetics and the WHO Foundation have pledged \$100,000 to establish the BeautiControl Cosmetics, Inc., Professorship in Mineral Metabolism and Osteoporosis at The University of Texas Southwestern Medical Center at Dallas.

The WHO Foundation, established by Jinger Heath, BeautiControl chairman of the board, was founded on the company's philosophy of Women Helping Others. The gift to UT Southwestern is designated as part of the university's \$150 million Fund for Molecular Research campaign. Matching funds will be provided from the fund's dollar-for-dollar challenge grant.

"UT Southwestern is an entity in Dallas that we believe is a little-known jewel and a great asset to our city," said Dick Heath, president and chief executive officer of BeautiControl.

"We believe UT Southwestern has the potential of being the top medical school in the country, and our family's and company's interest is to help it achieve that objective," said Heath, who is on the campaign committee of the Fund for Molecular Research.

Heath and his wife, Jinger, founded BeautiControl Cosmetics in 1981. Under their direction, the firm has experienced astonishing success and has grown into a publicly traded company with retail sales of more than \$110 million in 1992.

The nation's third-largest direct seller of cosmetic and skin-care

(More)

products, BeautiControl Cosmetics is known as "The World's Premier Image Company." It has been listed three times in *Business Week's* 100 Hot Growth Companies and has been recognized by *Forbes* and *Inc.* magazines as one of the best and fastest-growing companies in the nation.

The company's dynamic owners have received numerous local and national awards for their entrepreneurial endeavors. They also are very involved in community-service projects.

Dick and Jinger Heath have received the 1992 Distinguished Salesperson of the Year award from the Dallas Sales and Marketing Executives Association and the 1989 Regional Entrepreneur of the Year award sponsored by *Inc.*, *The Dallas Morning News* and Arthur Young & Co.

###