Dear

The Detroit Chapter of the Girl Friends, Inc. will host the organization’s 77th Annual National Conclave (Conference) at the Detroit Marriott Hotel on Thursday, May 17 through Sunday, May 20, 2012. We are requesting that Estee Lauder be one of the Sponsors of the Conference. In particular, we would like a donation of 600 Estee Lauder perfumes or colognes, Dazzling Gold, if possible. “Dazzling Gold” is the theme of our Saturday luncheon, where the perfumes would be given as gifts. Although we are requesting this in-kind donation, we would value your donation in line with the Sponsorship range on the attached information sheet.

The Girl Friends, Inc. was founded in 1927 in New York City by African American women. With expansions to over 45 chapters in major cities in the United States, charitable and cultural activities developed, resulting in a foundation, “Girl Friends Fund” being established. The Foundation provides scholarships to college students in need of financial assistance.

Members of the Girl Friends, Inc. are involved in their communities’ educational, corporate, political, and humanitarian activities. Members of the Girl Friends Inc. have been elected to Congress, served in a United States President’s cabinet, sat on local school boards, and are professionally involved in the educational, health, engineering, architectural and legal fields. Girl Friends members are corporate CEO’s, investment bankers, automobile dealers, national television political commentators, local television news anchors, and first ladies of major United States cities. Their husbands, called “Boy Friends,” who are equally successful, play an important role at the Conference

Your contribution in support of our Conference in Detroit will provide Estee Lauder exposure to the over 1500 members of the Girl Friends and their families throughout the United States. It will serve also to support the charitable and civic endeavors that have made The Girl Friends, Inc. a unique organization for 84 years. We believe your marketing department will confirm that over 80% of consumer purchases are made or decided by women, and that women owned businesses collectively employ more people than the Fortune 500 and account for sales of $1.9 trillion.

We hope that Estee Lauder will be a sponsor. We look forward to working with you.

Sincerely,

C. Beth DunCombe