

EVANS EAGLES

Power Up and Grow

July 1, 2026-June 30, 2027
July 2026 Results

Gloria Evans, Senior Sales Director

JULY UNIT CHALLENGE ACHIEVERS

Place $300 w.s. 1st thru 15th
Place $300 w.s. 16th thru 31st










Diane Esparza	Genie Pieroni	Colleen Nelson	Susan McBryar	Mary Louise Baker	Marie Delgadillo	Ruby McDowell










Linda Hodge	Carmen Melero	Griselda Hernandez	Ellen Nielsen	Kay Provonsha	Miriam Hutter	Natasha L.-Mouton








Kathy Bishop $650 +	Deb Thompson $650+		Yuko Yasuma $1200

WELCOME BACK CONSULTANTS

Patricia Butler	Marie Delgadillo	Gwendolyn Douglas	Launa Houpt
Marie Klish	Susan McBryar	Ruby McDowell	Carmen Melero
JoAnn Moore	Teri Nardo	Colleen Nelson	Kay Provonsha
Elsa Reyna	Janet Savard	Marilyn Strein	



SENIOR SALES DIRECTOR
Gloria Evans
1st Line: Anne Louise Goodman
1st Line: Lisa Monforte

2nd Line: Nancy DeFina
2nd Line: Dana Cornalino



Spotlight on Team Builders!

Star Team Builders
Debbie Crawford
A1 Mary L. Baker
A2 Marilyn G. Toler
A3 Traci L. Mendosa
I2 Kimberly L. Williams
T2 Sharon E. Carruesco

Karen L. Hein
A3 Tonya Culpepper
A3 Bryn R. Dean
A3 Rita Stegmaier

Holly A. Noble
A1 Evelyn O. Mumolo
A1 Janet L. Rios
A2 Jennifer A. Kimble
T4 Sherilyn Trimbach

Vickie L. Spurling
A1 Kathy R. Bishop
A2 Denise G. Pugsley
A3 Cathy L. Carter
I1 Leslie D. Erdman
I1 Fern E. Scott
I2 Susan A. Burgess
T1 Yonnia Martin

Senior Consultants
Bobbie Adams
A1 JoAnn Moore
A1 Colleen Nelson
I2 Doris A. Bartelli
T3 Patricia Beecham

Mary L. Baker
A2 Leeta McCullah

Linda W. Bennett
A2 Jeanine M. Redman
T4 Nancy Neal

Senior Consultants
Linda C. Hunt
A2 Mary Waters

Jennifer A. Kimble
A1 Launa A. Houpt
A3 Michelle Bourret
I1 Christine M. Stickel

Natasha L.-Mouton
A1 Griselda Hernandez
I1 Iris J. HillBaker

Brenda E. Moore
A1 Paige M. Fuller
A1 Vickie L. Spurling
I1 Karen Brown
I2 Darlene Watkins
I3 Delores James

Teri Nardo
A1 Marie R. Klish
A3 Holly A. Noble
T1 Angela K. Clitherow

Ellen A. Nielsen
A2 Katherine M. Bowker
A3 Judith A. Mangrum
I1 Jolie A. Nielsen
I2 Janice E. Berlin
T6 Michelle Ribeiro

Wanda J. Orr
A1 Kay Provonsha
A2 Wendy Lewis
I1 Sonia D. Moss
I2 Dianna L. Blackburn

Senior Consultants
Genie Pieroni
A1 Marie T. Delgadillo
A1 Marilyn J. Stein
I3 Danielle Beutler
T1 Maggie Contreras

Judy A. Ponzio
A1 Sara M. Torres
A3 Christine M. Buege
I1 Stephanie Delgadillo
I1 Laura S. Lemke
I2 Lita Abella
I2 Lisa A. Ariaz
I2 Lisa M. Grier
T2 Pamela A. Johnson

Jeanine M. Redman
A2 Wanda J. Orr
I1 Marilyn M. Grissom

Debbie Thompson
A2 Kelli Wybrant
A3 Rebecca I. Scherbak
I1 June P. Shields
I2 Debbie S. Collinsworth
I2 Irma L. Hanna
T4 Joyce L. Carrico

Sara M. Torres
A2 Laura Montes
I2 Gail Esfahaniha

RED JACKETS:
RADIATE IN RED

INDEPENDENT SENIOR BEAUTY CONSULTANT
(1 OR 2 ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:
- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4% personal team commission.

STAR TEAM BUILDER
(3 OR 4 ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:
- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 6% or 8% personal team commission.
- Eligibility to purchase and wear a red jacket – 50% off first-time purchase.

TEAM LEADER
(5–7 ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:
- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

ELITE TEAM LEADER
(5 OR MORE ACTIVE† PERSONAL TEAM MEMBERS, 1 OR MORE OF THEM IS AN ACTIVE† PERSONAL RED) CAN EARN:
- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.
- 5% second-tier team commission.

OR

(8 OR MORE ACTIVE† PERSONAL TEAM MEMBERS) CAN EARN:
- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

INDEPENDENT SALES DIRECTOR CAN EARN:
- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 9% or 13% personal team commission.
- Unit commission of 9%, 13% or 23%.



EVANS EAGLES

POWER YOUR SALES

July 1, 2026-June 30, 2027
July 2026 Results

Gloria Evans, Senior Sales Director

A brand-new month, a brand-new opportunity to rise, shine, and build the business you *want* to celebrate at Seminar 2027. August is your runway — short, powerful, and packed with potential. What you do now sets the tone for your entire Seminar year.

This month, we're locking in on TWO powerful pillars:

1. Court of Recruiting — Your Leadership Year Starts Now

If you've ever dreamed of walking that stage, August is your launchpad. Court of Recruiting is built one brave invitation at a time. You don't need perfect words — you just need heart, belief, and willingness to share. Women are looking for flexibility, community, confidence, and income. You have all of that in your hands. Share it boldly.

2. August Sales Momentum — Your Court of Sales Power Move

August is your moment to serve strong, sell strong, and set the pace for your entire Seminar year. Every customer connection this month fuels BOTH your immediate sales goals *and* your long-term Court of Sales achievement.

This is the month to: Reconnect with customers who love you, offer back-to-school and fall-prep solutions, share your favorite beauty + skincare must-haves, follow up with intention and excitement, promote quick summer fixes and fall-ready routines, every reorder, every sample, every conversation builds your Court of Sales momentum. Small daily actions create big monthly wins — and August is the perfect month to stack those wins with confidence and consistency.

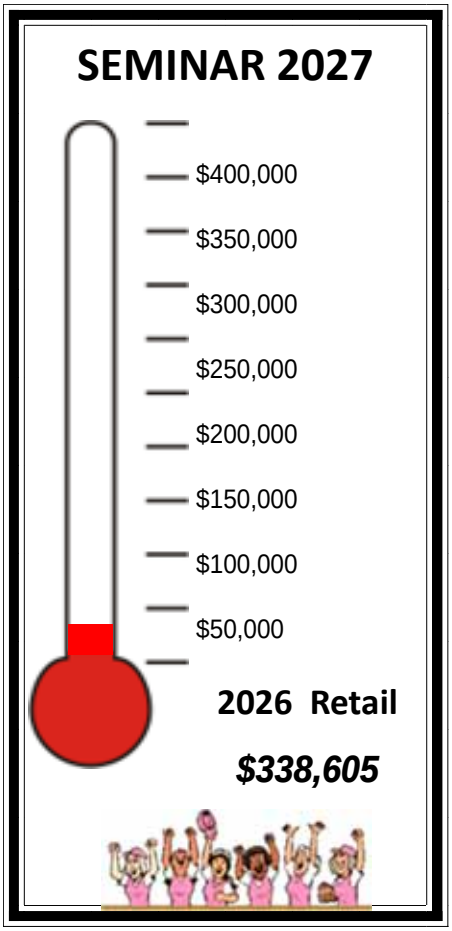
Points 2 Paradise continues thru Oct. 31, 2026— track your points to win!

- 25,000 Points Gucci Sunglasses Luxury, style, and instant status — your first milestone reward sets the tone for a fabulous year.
- 50,000 Points Gucci Sunglasses + Ferragamo Crossbody Bag Double the designer glam. This level celebrates consistency, courage, and commitment to growth.
- 75,000 Points Gucci Sunglasses + Ferragamo Crossbody Bag + $2,000 Royal Caribbean Cruise Voucher* The full Paradise Package. Sun, sea, sparkle — and a reward worthy of a powerhouse woman building her future with intention.

You are capable. You are creative. You are worthy of every goal on your heart. Let August be the month you show up with courage, consistency, and unstoppable belief. Let's build teams, serve customers, and step boldly toward the Courts and Points to Paradise. This is your month to rise. This is your month to shine. This is your month to grow with purpose.

And as we rise this month, we also prepare for the magic ahead — the holiday selling season. The seeds you plant now become the customers, the connections, and the confidence that make November and December your most joyful, profitable months of the year.

With Belief in You, Gloria



Month 2 is here — and the momentum is building.
Fresh goals. Fresh energy. Fresh possibilities.
July sparked it. August strengthens it.
This is your clean slate to rise higher, lead stronger, and keep building the Seminar year you've envisioned.
Let's launch Month 2 with power, purpose, and unstoppable belief.

Thanks to the following consultants for working their business and placing an order in JULY

Name	07/2026
Yuko Yasuma	1193
Kathy Bishop	866
Debbie Thompson	658.5
Natasha Lewis-Mouton	640
Colleen Nelson	606
Griselda Hernandez	601
Miriam Magalee-Hutter	523.5
Mary Baker	479.5
Kay Provonsha	477
Ellen Nielsen	472
Patricia Peppers	431.2
Carmen Melero	425
Alba Lomeli	409
Diana Esparza	407
JoAnn Moore	329.5
Eva Doran	323
Genie Pieroni	320
Susan McBryar	316.5
Marie Delgadillo	306
Ruby McDowell	303
Sara Torres	302
Linda Hunt	301
Linda Hodge	300
Stephanie Delgadillo	282.8
Teri Nardo	281.5
Vickie Spurling	275
Launa Houpt	259
Bobbie Adams	257.5
Janet Savard	253
Phyllis Cole	252
Marilyn Stein	252
Janet Rios	250
Karen Hein	240
Gwendolyn Douglas	232
Marie Klish	229
Elsa Reyna	228
Jena Boyd Colvin	226

JULY QUEENS

Queen of Wholesale
Yuko Yasuma



Queen of Recruiting
Position Open

Name	07/2026
Patricia Butler	225
Wanda Orr	210
Cindy Brickner	204.4
Brenda Moore	204
AMBER Ashby	203
Karen Brown	170.8
Diane Fowks	112.5
Rita Stegmaier	95

Name	07/2026
Janet Underwood Bullock	86
Reyna Sywulka	60
Carroll Snow	54
Denise Pugsley	40
Kelli Wybrant	38
Jennifer Kimble	34

When you plan with intention, sell with heart, and recruit with confidence, your business becomes unstoppable. Every step you take builds momentum, every conversation plants a seed, and every action moves you closer to the future you're creating.
Your destiny is in your hands!

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Vickie Spurling	6%	$54.36		
Bobbie Adams	4%	$37.42		
Debbie Crawford	4%	$19.18		
Gloria Evans	4%	$33.60		
Karen Hein	4%	$3.80		
Jennifer Kimble	4%	$10.36		
Natasha L.-Mouton	4%	$24.04		
Brenda Moore	4%	$130.13		
Teri Nardo	4%	$9.16		
Holly Noble	4%	$37.32		
Wanda Orr	4%	$19.08		
Genie Pieroni	4%	$22.32		
Jeanine Redman	4%	$8.40		
Debbie Thompson	4%	$1.52		



Qtr. IV ON-TARGET STARS



Stars deserve to shine! Especially when you're a part of the superstar independent sales force.

Check out the Star Consultant Program on InTouch

DEADLINE SEPTEMBER 15

Consultant Name Updated thru Aug. 4	Current Wholesale Production	—Wholesale Production Needed—- for Star Sapphire $1800	Ruby $2400	Diamond $3000	Emerald $3600	Pearl $4800
Name	Wholesale $ + Team Building*	Sapphire	Ruby	Diamond	Emerald	Pearl
Yuko Yasuma	$3,139.50	STAR	STAR	STAR	$460.50	$1,660.50
Karen Hein	$1,267.80	$532.20	$1,132.20	$1,732.20	$2,332.20	$3,532.20
Debbie Thompson	$1,012.10	$787.90	$1,387.90	$1,987.90	$2,587.90	$3,787.90
Kathy Bishop	$893.00	$907.00	$1,507.00	$2,107.00	$2,707.00	$3,907.00
Miriam Magalee-Hutter	$791.50	$1,008.50	$1,608.50	$2,208.50	$2,808.50	$4,008.50
Natasha Lewis-Mouton	$682.00	$1,118.00	$1,718.00	$2,318.00	$2,918.00	$4,118.00
Wanda Taff	$636.00	$1,164.00	$1,764.00	$2,364.00	$2,964.00	$4,164.00
Colleen Nelson	$606.00	$1,194.00	$1,794.00	$2,394.00	$2,994.00	$4,194.00
Griselda Hernandez	$601.00	$1,199.00	$1,799.00	$2,399.00	$2,999.00	$4,199.00
Vickie Spurling	$588.00	$1,212.00	$1,812.00	$2,412.00	$3,012.00	$4,212.00
Bobbie Adams	$545.50	$1,254.50	$1,854.50	$2,454.50	$3,054.50	$4,254.50
Janet Rios	$538.60	$1,261.40	$1,861.40	$2,461.40	$3,061.40	$4,261.40
Wendy Lewis	$503.40	$1,296.60	$1,896.60	$2,496.60	$3,096.60	$4,296.60









Name	Birthday
Phyllis Cole	2
Stephanie Stewart	4
Iris HillBaker	5
Patricia Brock	11
Susan McBryar	12
Angela Clitherow	13
Leslie Erdman	16
Irma Hanna	16
Sonia Moss	18
Saundra Morelos	19
Stephanie Delgadillo	20
Michelle Ribeiro	21
Carmen Melero	23
Marie Taylor	25
Carrie Hertz	26
Elaine Snyder	29

Name	Years
Brenda Moore	39
Susan Burgess	34
Pamela Volkoff	32
Judith Mangrum	29
Rose Lane	29
JoAnn Moore	27
Barbara Shipner	26
Seline Montoya	25
Darlene Watkins	17
Denise Pugsley	13
Marilyn Grissom	9
Heather Fields	9
Wilhelmina Mouat	2
Julia Jimmons	1
April Cordell	1





Can you believe summer is almost over? As we head into the fall season, it's the perfect time to refocus and make the most of your Mary Kay business before the busy holiday months arrive!

I'm looking for consultants who are ready to **do more** with their business this fall. 🍁

Why now?

✨ Build extra income before the holidays.

✨ Reconnect with customers after summer vacations.

✨ Earn recognition, prizes, and confidence.

✨ Reach a personal goal you've been putting off.

✨ Start the fall season with fresh momentum.

✨ Lay the foundation for a strong finish to the year.

If you're ready to grow, I'd love to partner with you! I'll be offering encouragement, ideas, accountability, and fun challenges to help you succeed.

Text me **909-549-6451** and finish this sentence:
"I'm ready to do more with my Mary Kay business this fall because _____."

Let's make this your best season yet! I'm cheering you on every step of the way! 💕🍁

Tiered Discount Breakdown



- To become Active, you must reach $450 retail sales within one month.
- Both My Shop orders and Inventory orders count toward Active Status!
- When you become Active, you will stay Active for the following 2 months.
- You must be active at least once per year to maintain your status as a Consultant.

"Christmas is the day that holds all time together."—*Alexander Smith*

PLAN YOUR PAYCHECK & EARN HOLIDAY SPENDING CASH

How much do you spend during the Holidays? $500? $1,000? $2,000? $3,000?
Would you rather have CASH to pay for your Holiday gifts or is a credit card bill with interest more your reality?
PLAN YOUR HOLIDAY STRATEGY NOW! Work out the numbers and TRACK them until the very end!
Have the MOST PROFITABLE Holiday Selling Season EVER
and Pay for ALL of your Holiday Gift Giving in CASH!

1. First, figure out your selling averages:
   - What is your Class/Party/Show average? $200 $300 $500 _____
   - What is your average Facial sale? $50 $75 $100 _____
   - Average On the Go/ Stop-By Appt: $30 $40 $50 _____
   - Average Reorders in a Week: $15 $25 $50 $100 $200 _____
   - Open House Average: $200 $300 $500 $1,000 $1,500 _____

   If you are new or not sure of your averages, look at your Accomplishment Sheets & average it out.

2. Next, decide how much CASH you want this Holiday Season: $1,500 $2,000 _____
   Take that amount and divide it by 40%.
   - For example, you want $1,000 CASH: $1,000 divided by 0.40 = $2,500
     So you will need to sell $2,500 in products in order to take home $1,000 in cash.

3. Now write down How Many Selling Appointments you will need to Achieve your Selling goal. For example: If your Class/Party/Show average is $250; Facial Average is $80, On the Go/Stop-By Appt average is $40; Open House Average is $250; you could hold 6 Classes/Parties/Shows ($1,500), 5 facials ($400) and 1 Open House ($250) 10 On-The-Go Appts ($400) and the total sales projected from that activity = $2,550. That doesn't even include any reorders or Wish Lists to follow up on.

Class/Party/Show avg:	$_____	x Number of Shows/Parties	= _____
Facial avg:	$_____	x Number of Facials	= _____
On-The-Go/Stop by avg:	$_____	x Number of On-the-Go	= _____
Open House avg:	$_____	x Number of Open Houses	= _____

REMEMBER YOU WILL HAVE RE-ORDERS EVERY WEEK, TOO. THOSE ARE EXTRA!

Be sure to get Wish Lists from all of your customers and family members at their facials/appointments STARTING NOW! Those are extra Reorders & On the Go appointments for you to set up as the Season progresses!

Tip: If you want to hold 6 classes you will need to BOOK 10! Don't set yourself up for failure by under-booking. It's the Law of Averages. If you need to book 10 Classes, you will need to call 30-40 people. Just work with the numbers. People may let you down but numbers never will. What are you WILLING to do to INSURE YOUR SUCCESS?

"There's a difference between interest and commitment. When you're interested in something, you do it only when it's convenient. When you're committed to something, you accept no excuses, only results."
– Kenneth Blanchard

Holiday 2026 Selling Plan 16 Week Tracking Sheet

August 24th- December 13th

In each box, fill in sales from your activities! Example: Week 1: 8/24-8/30 Silent Hostess: Jane Doe $200 party sales

	Week 1 8/24-8/30	Week 2 8/31-9/6	Week 3 9/7-9/13	Week 4 9/14-9/20	Week 5 9/21-9/27	Week 6 9/28-10/4	Week 7 10/5-10/11	Week 8 10/12-10/18	TOTAL SALES
Silent Hostesses/ Book or Online Parties									
Husband's									
Holiday Stop & Shop, Boutique on Wheels, Office, & Coffees									
Parties/ Skin Care Parties/Virtual Events									
Open House									
Business Contacts ($40 each)									
PCP/Reorders $40 each)									

Optional: Create a separate tracking sheet for Business Contacts/PCP Reorders or fill in the total number of Business Contacts AND/OR PCP Reorders with your weekly total!

back to school

STAPLES



All Skin Care Sets

20% Off!

CRAYONS



Lipgloss & Lipsticks

Buy 2, Get 1 Free!

PAINTS & BRUSHES

Cheek, Eye Colors
Mascara & Brushes

20% Off!



ERASERS



Concealers & Foundation, Eye Makeup Remover

20% Off!

PENCILS



Lip Liners, Eye Liners, Brow Definers

Buy 2, Get 1 Free!

BACKPACKS/ ORGANIZERS



Palettes & Travel Roll-Up Bag

20% Off!

BEST FACE FORWARD

All Masks

20% Off!



AFTER SCHOOL



Body Care & Fragrances

25% Off!

HANDS ON



Satin Hands

20% Off!



EXTRA CREDIT!
Schedule a pampering session with me and receive 40% Off!

August's SPECIAL DEALS

50% off

1 Item of Your Choice for Every $50 Purchase

($200 purchase = 4 half priced specials)
While Supplies Last

Acne Erasers:
Acne Treatment Gel



Zit Zapper: Clears pimples fast, helps prevent new breakouts, and fades post-acne marks.

~~$14~~ $7

Wrinkle Erasers:
C + Resveratrol Line Reducer



Take wrinkle reduction to the next level w/ our highest concentrations of vitamin c & resveratrol.

~~$40~~ $20

Eye Wrinkle Erasers:
Volu-Firm Eye Renewal Cream



The eye cream does it all! Targets deep lines, dark circles, sagging, bags and upper eyelid droop.

~~$44~~ $22

Magic Erasers:
Multi-Benefit Concealer



Long-wearing, full-coverage concealer that camouflages blemishes, brightens, and defines with a natural finish.

~~$18~~ $9

After Gym Class:
Hello Clean!



Say goodbye to dry skin and hello to a fresh, clean way to start the day. Includes 2 in 1 Body Wash & Shave and Hydrating Lotion.

~~$40~~ $20

Paints:
TimeWise 3D Foundation



Buildable, breathable foundation with a radiant finish for a seamless, natural-looking glow. Available in matte or luminous.

~~$28~~ $14

Highlighters:
Nude Blush Lip Gloss



Delivers a nontacky, nonsticky layer of shine. Pearl finish formulated w/ vitamins C & E.

~~$20~~ $10

Crayons:
Eye Shadow Stick



One stick, endless shimmer. Glide on rich, buildable color that lasts.

Midnight Galaxy | Copper Nova | Radiant Bronze | Golden Sunrise | Pink Prisms

Choice of 1: ~~$20~~ $10

Brushes:
Essential Brush Collection



5 high-quality, precisely shaped brushes which are ideal for creating a range of looks, packed in a stylish, portable clutch.

Includes: All-Over Powder Brush, Cheek Brush, All-Over Eye Shadow Brush, Eye Crease Brush, & Eye Smudger Brush

~~$60~~ $30

Art cases:
unfilled **Palette**

Organize All Your MK Eyeshadows, Blushes & More All in 1 Place.

Choice of 1:

Pro



~~$28~~ $14

Perfect



~~$24~~ $12

Petite



~~$12~~ $6

Contact me to take advantage of the Special Deals.
Special Deals are not available on my website.

For more information on this month's Special Deals

Scan me

pink tractor designs

Check in at your Unit site
www.unitnet.com/gevans for news,
motivation, great ideas.
Sign the guest book so I know you were there.

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