

EVANS EAGLES

Power Up and Grow

July 1, 2025-June 30, 2026
January 2026 Results

Gloria Evans, Senior Sales Director

Jan. 1 – June 30, 2026
$600 w.s.
Each month

RISE + RADIATE

Achieve 4, 5 and 6 months consistency

Missed January?
No problem
You can still achieve 4 and 5 month challenges!

Four Months Achieved: Standing recognition at Seminar 2026.

Five Months Achieved: Earn a *Rise + Radiate* sash in your fifth qualifying order. Wear the sash as recognition in your unit meetings or bring it along for the standing recognition at Seminar 2026.





Achieve 6 months consistency

JANUARY UNIT CHALLENGE ACHIEVERS

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



Marilyn Grisom



Linda Hodge



Wanda Orr



Kim Huston



Ellen Nielsen



Miriam Hutter



Vickie Spurling



JoAnn Moore



Karen Brown



Wendy Lewis





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
	Brenda E. Moore
A1	Karen Brown
A1	Paige M. Fuller
A1	Vickie L. Spurling
I2	Delores James
I2	Darlene Watkins
	Vickie L. Spurling
A1	Kathy R. Bishop
A1	Yonnia Martin
A3	Cathy L. Carter
A3	Denise G. Pugsley
T2	Susan A. Burgess
T3	Leslie D. Erdman
T3	Fern E. Scott
	Senior Consultants
	Bobbie Adams
A1	JoAnn Moore
A3	Patricia Beecham
I1	Doris A. Bartelli
I2	Colleen Nelson
T2	Julie P. Grover
T5	Julie Ha
T5	Bonnie Medeiros
	Linda W. Bennett
A2	Jeanine M. Redman
I1	Nancy Neal
	Karen L. Hein
A3	Tonya Culpepper
A3	Rita Stegmaier
T2	Bryn R. Dean
T6	Laurel Aaker

TEAM BUILDING SCRIPT:
Social Media Post Highlighting Online Benefits

Tone: inspirational, confident

Caption: "Running a beauty business from my phone still blows my mind. I get to: → Sell products without stocking shelves → Work from anywhere → home, car, kids' practice → Build a team online with women who want more → Earn extra income using social media

If you've ever wondered what it's like to have a flexible business you can run online, drop a ❤ or message me. I'm happy to share what this journey has done for me."



	Senior Consultants
	Ellen A. Nielsen
A2	Katherine M. Bowker
A2	Judith A. Mangrum
I1	Jolie A. Nielsen
I3	Michelle Ribeiro
	Wanda J. Orr
A1	Wendy Lewis
A2	Sonia D. Moss
I2	Dianna L. Blackburn
I2	Kay Provonsha
	Judy A. Ponzio
A2	Lisa M. Grier
A2	Sara M. Torres
I1	Lita Abella
I2	Stephanie Delgadillo
I2	Laura S. Lemke
N2	Pamela A. Johnson
T1	Carrie E. Hertz
T3	Christine M. Buege
	Jeanine M. Redman
A1	Marilyn M. Grissom
A1	Wanda J. Orr
T3	Elizabeth W. Goodwin
	Sara M. Torres
A2	Laura Montes
I3	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, 2025-June 30, 2026
January 2026 Results

Gloria Evans, Senior Sales Director

February is here, and with it comes a beautiful reminder: love is not just something we give to others—it's something we pour into our dreams, our discipline, and our daily decisions. *This month invites us to lead with heart, to work with intention, and to remember that every effort we make is a seed planted for our future success.*

In Mary Kay, we don't wait for perfect timing. We create it. We don't hope for momentum. We build it. And we don't rely on motivation alone—we lean into consistency, courage, and community. That's what sets us apart.

As you step into February, I want you to hold onto three truths:
1. Your business grows where your belief goes.
When you speak life over your goals, your actions rise to meet your words. Believe boldly.

2. Small steps done daily create big, beautiful results.
Ten minutes of follow-up. One new connection. One sample shared. One booking secured. These tiny wins compound.

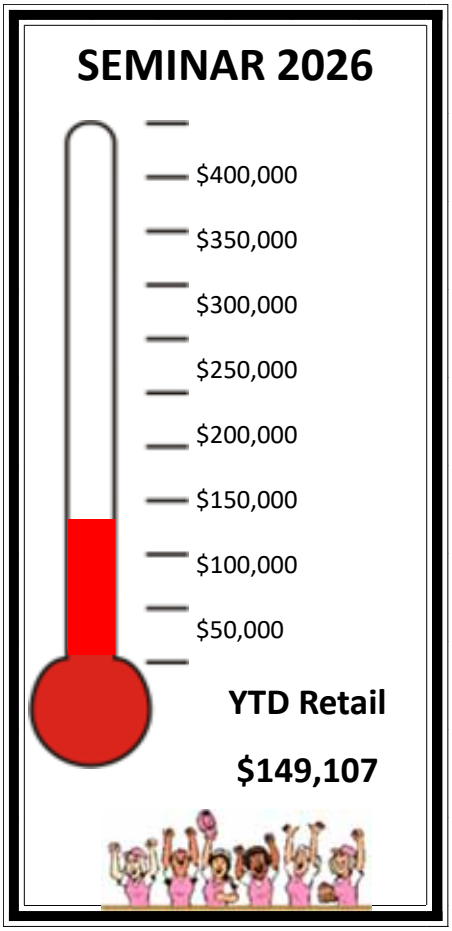
3. You are not doing this alone.
You are part of a sisterhood that cheers, supports, and celebrates you. Lean into that strength.

This month is filled with opportunity—Valentine's gifting, Galentine's events, self-care promotions, and the chance to remind women everywhere that they deserve to feel confident and cared for. You have everything you need to make February your turning point.

So show up with heart. Lead with joy. Work with purpose. And remember: the same spark that brought you into Mary Kay is still inside you. Let it shine a little brighter this month.

I believe in you. I'm cheering for you. And I can't wait to celebrate your February victories.

Let's make this a month of love, leadership, and limitless possibility.
With admiration and excitement,
Gloria



"Don't let the negatives of life control you. *Rise above them*. Use them as your stepping stones to *Go Higher* Than you ever dreamed possible."

Mary Kay Ash

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

Name	01/2026
Ellen Nielsen	$555.00
Wanda Orr	$500.00
Kim Huston	$405.00
Vickie Spurling	$405.00
Miriam Magalee-Hutter	$384.50
Wendy Lewis	$371.50
Patricia Peppers	$369.00
Marilyn Grissom	$367.00
JoAnn Moore	$363.30
Linda Hodge	$319.00
Karen Brown	$314.00
Bobbie Adams	$258.00
Kathy Bishop	$251.00
Karen Hein	$251.00
Stephanie Delgadillo	$239.40
Yonnia Martin	$228.00
Phyllis Cole	$219.00
Stacy Dickerson	$174.00
Brenda Moore	$121.00
Jena Boyd Colvin	$105.00
Patricia Brock	$93.80
Linda Bennett	$61.00
Yolanda Hall	$12.00
Judy Ponzio	$10.00
Sara Torres	$10.00

JANUARY QUEENS

Queen of Wholesale	Queen of Recruiting
ELLEN NIELSEN	**Position Open**
	

WELCOME NEW CONSULTANT

Consultant	From	Recruiter

WELCOME BACK CONSULTANTS

Consultant	From
Kim Huston	Signal Mtn., TN
Yonnia Martin	Ringgold, GA

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Brenda Moore	8%	$352.00		
Bobbie Adams	4%	$14.53		
Gloria Evans	4%	$31.04		
Wanda Orr	4%	$14.86		
Judy Ponzio	4%	$9.98		
Jeanine Redman	4%	$34.68		
Vickie Spurling	4%	$19.16		



Ordinary isn't your lane—you're glitter, you're gold, you're meant to dazzle.

NEW! Global Mary Kay® Bingo Challenge

Jan. 1 – Feb. 28, 2026

We're on Week 5!

This week's challenges are:

- Make a color product sale.
- Host an online beauty session or facial.





Challenge Dates

- Week 1 challenges launch: Jan. 5
- Week 2 challenges launch: Jan 12
- Week 3 challenges launch: Jan 19
- Week 4 challenges launch: Jan 26
- Week 5 challenges launch: Feb 2
- Week 6 challenges launch: Feb 9
- Week 7 challenges launch: Feb 16
- Week 8 challenges launch: Feb 23

End Date:
Feb. 28, 2026

Watch InTouch each week for your BINGO Challenge!

February Model Hunt

Wears Glasses	Has a tattoo	Drinks coffee everyday	Works in Healthcare	Dog Mom
Cat Mom	Loves to Travel	Has a garden	Reads Fantasy	Military Spouse
Has 3+ Kids	Single Mom	Foodie	Works out regularly	Has ran a Half or Full Marathon
Owns a small business	Recently Moved	Works in Education	Has Naturally Straight Hair	Planning a wedding
Has Freckles	Serves in their church	Sings in a choir	Has a nose piercing	Drives a truck
Wears braces or invisalign	Has bangs	Recently graduated	February Birthday	Has a twin

Help fill my February portfolio by being a face model for me! Come get a free skincare consultation & makeup lesson and fill in a spot!

How do i love thee?

valentine's day ideas

once the holiday season is over and the hussle and bussle is brought down, it's time for you, as a beauty consultant, to focus on promoting your valentine's day services to husbands and wives; to miss out on this selling opportunity is to miss out on tons of extra sales - which means money!!



Men's Valentine's Gift Show

Pick a weeknight or a Saturday morning and invite men you know: husbands of customers, your husband's or boyfriend's work associates, friends and neighbors - to a gift show FOR MEN! A men's gift show can turn out to be one of your most successful yearly events. Simply invite them by phone or send an invitation (on something masculine that would appeal to a man's taste). When inviting men, promote free Valentine's Day gift wrapping and delivery and your personalized gift suggestion services.

Tower of Love

This is a great idea for Valentine's Day, it's similar to the 12 Days of Christmas idea. Each box includes a Mary Kay product gift that is wrapped. The gifts are placed on top of each other to form a tower. Call your customers' husbands to sell this romantic gift idea. Explain to him that each day his wife will get to unwrap a gift starting 5 to 12 days before Valentine's Day ... she'll absolutely love this! This awesome idea can help boost your sales tremendously, so start calling husbands today!

Basket of Love (like Tower of Love, but without the tower)

Offer your customers a unique, fun-filled surprise basket from the love of their life. Fill a beautifully decorated basket with gifts with a numbered tag attached. Their sweetheart will open one gift each day. The tag will tell her which gift to open on which day (#1 on the first day, #2 on the second, etc.). She is to keep the tag with the number on it. There is a RED letter on each tag. On Valentine's Day, the red letters will be put together to spell, "BE MY VALENTINE" or "BE MINE!" A card will be in the basket which will read: "You are my one and only! You make my life worthwhile! How empty my days and nights would be without your warm sweet smile! So open one gift each day, my dear, and think of what to say! So you can give me your answer on St. Valentine's Day!" Let your customer know that as part of your service, each gift will be individually wrapped with the tag for that day attached. The basket of gifts will be delivered at his convenience in plenty of time for him to make the appropriate presentation!





Anyone can afford this idea:

Speak with men that you know or those that are husbands' of your customers and offer them this affordable service of yours. On Valentine's day, you will deliver a beautiful rose (or a dozen if they want to spend a bit extra) to their wife. With the rose will be a card (sprayed with one of MK's scents) with a beautifully handwritten note and inside the card, will be a gift certificate anywhere from $5-$500+ to shop with you, the consultant, after Valentine's Day; also include a gift certificate for a free facial and free personalized color services. You may also want to include add on gifts like chocolates, bottle of eau de parfum, sparkling grape juice, etc. etc. Be creative and most importantly, make sure that you are giving the wife/girlfriend exactly what she wants, while making the husband look awesome!

Did you Know.....

Forbes Reports: 87% of Professionals Don't like their job!!!

Here's some food for thought from NSD Gloria Mayfield Banks

Throughout my career I have seen many Consultants come and go because they felt they needed to find a **"Real Job."** Why do people think that Mary Kay is NOT a **"Real"** job? What classifies an opportunity as a "Real" job? Does getting a paycheck with the same number of dollars each pay period classify as a **"Real"** job? ***Does working 10-40+ hours, and still making the same amount of money classify?***



How about getting up very early, taking a shower and leaving your house every day? What about putting your kids in daycare does that make it a **"Real"** job? How about having to schedule vacation time a year in advance? Or having to explain to your supervisor why you need a day off? Maybe that is what makes it a **"Real"** job. Maybe you need to be working for someone else, have to report to someone else and let him or her decide when you deserve a raise.

Let's pretend for a moment.
What if we apply **"Real"** job guidelines to your Mary Kay business? Just imagine if you devote 20 hours per week of complete and total focus to doing your Mary Kay job well? What if you set your own goal and always did today's work today instead of waiting until you felt like it?

Imagine the possibilities if you paid attention to profitability and actually took the steps necessary to promote yourself.



You owe it to yourself to make Mary Kay a **"Real"** job -even if it's just part-time. Why would you give more time and commitment to someone else's business than you would your own? Do you really want to work for someone else forever? Wouldn't you prefer to work 20 hours, but get paid like you worked 40 hours? Would you like to be your own boss? Would you like to plan your own hours each week to work within your family's schedule? What if you could take an extra day off one week, then work an extra two hours each day for the next week to make up for it? Do you have this type of freedom with your **"Real"** job?



If you feel like you have *"tried Mary Kay"* and it hasn't worked for you, try asking yourself a few questions.

- If someone with my MK work habits worked for me, would I continue to pay them or reward them?
- Am I consistent in my efforts?
- Do I make calls when I need to make them no matter what?
- Do I place orders in a timely manner to keep the "store" stocked with the hottest, most up-to date products?
- Do I give great customer service-going over and above what the client expects?
- Do I follow up on all leads and potential recruits quickly and professionally?
- Do I work with my Director on accountability and turn in my weekly accomplishment sheets?
- Do I attend trainings, weekly meetings and events in my area?

If you have answered any of these questions with a **"No"**, perhaps this is an opportunity to change your ways and make new goals for your business this month. Make it a point to treat your Mary Kay business like a **"Real"** job-you will earn **Real** money, **Real** cars, **Real** prizes and see **Real** changes in your life! Want to make a **Real** difference in the lives of women? I believe we can!

With a Mary Kay Career, what you make is up to you!" .....Gloria Mayfield Banks

Redesigned by Director Only Services

“Write Your Own Paycheck: The Power of the Mary Kay Opportunity”

Script: Welcome! Today we’re talking about something most people only dream about — the ability to *write your own paycheck.* In Mary Kay, that’s not a slogan. It’s a system, a structure, and a real pathway to designing the income and lifestyle you want.

What Does “Write Your Own Paycheck” Mean?

- You choose your hours
- You choose your goals
- You choose your income level
- Your effort = your earnings

Script: In traditional jobs, someone else decides your value. Here, *you* decide. Your paycheck reflects your activity — not your boss’s opinion, not office politics, not seniority.

The Mary Kay Income Model

- 50% profit on retail sales
- Reorders from loyal customers
- Team-building commissions
- Leadership bonuses & incentives

Script: Mary Kay gives you multiple streams of income. The beauty of this business is that you can start earning immediately through sales, and then build long-term stability through reorders and leadership.

How You Actually “Write” Your Paycheck

- Book appointments
- Hold skincare parties
- Follow up for reorders
- Track weekly sales
- Pay yourself monthly

Script: Mary Kay teaches a simple system: track your weekly sales, set aside your business expenses, and then literally *write yourself a paycheck* every month. It’s structured, it’s teachable, and it works when you work it.

Realistic Earning Examples

(Use your own numbers here)

- 2 parties/week → $200–$400 profit
- 4 parties/week → $400–$800 profit
- Reorders add ongoing income
- Leadership adds additional commissions

Script: Your income grows with your consistency. Whether you want grocery money, car payment money, or career-level income, the system scales with your goals.

Flexibility = Freedom

- Work around kids
- Work around school
- Work around a full-time job
- Work from home or on the go

Script: This business fits into your life — not the other way around. That’s why so many women choose Mary Kay: flexibility without sacrificing earning potential.

The Mary Kay Support System

- Training
- Mentorship
- Community
- Recognition
- Personal growth

Script: You’re never alone in this business. You get mentorship, training, and a community that celebrates your wins and helps you grow.

The Bigger Picture

- Confidence
- Leadership
- Financial independence
- Personal development

Script: The paycheck is great — but the person you become is even better. Mary Kay is a personal growth company wrapped in a cosmetics business.

Is This Opportunity for You?

- Do you want more flexibility
- Do you want more income
- Do you want more confidence
- Do you want to design your own life

Script: If you said yes to any of these, then this opportunity might be exactly what you’ve been looking for.

Invitation

“Let’s talk about what your paycheck could look like.”

Script: I’d love to help you explore what this could mean for you — whether it’s a side hustle, a part-time income, or a full-time career path. Let’s dream a little and see what’s possible.



start your success story with MARY KAY

3 FORMS OF INCOME

Sales
50% Commission at Beauty Experiences, Reorders, Online & On-the-go

Career Car
Career Car with insurance
or
Cash Compensation

Team Build
4% - 36% commission
a.k.a. "Love Checks"
no glass ceiling



CHEVY TRAX or $425/mo.

CHEVY EQUINOX or $525/mo.

PINK CADILLAC or $925/mo.

PINK ESCALADE or $1,500/mo.

YEARLY SALES ESTIMATES

Average beauty experience with approximately:
4 guests | $100 per guest | $400+in total sales
Average customer reorders of $200/yr.

5 SHOWS PER WEEK (10 - 20 HOURS)
$400 x 5 = $2,000 weekly sales x 50 weeks = $100,000/yr.
1,000 customers x $200/year = $200,000/yr. reorders
$300,000 total annual sales
$150,000 profit

3 SHOWS PER WEEK (6 -12 HOURS)
$400 x 3 = $1,200 weekly sales x 50 weeks = $60,000/yr.
600 customers x $200/year = $120,000/yr. reorders
$180,000 total annual sales
$90,000 profit

1 SHOW PER WEEK (2 - 4 HOURS)
$400 x 1 = $400 weekly sales x 50 weeks = $20,000/yr.
200 customers x $200/year = $40,000/yr. reorders
$60,000 total annual sales
$30,000 profit

WHAT ARE THE PERKS?

FINANCIAL
- Average part-time consultant can make $4 - $30K/year
- Full-Time Directors can generate $3K - $20K/month
- Average NSD is an official Mary Kay Millionaire
- Family Security Program provides income after 65 as NSD
- Tax deductions for business supplies, car mileage, travel
- U.S. tax laws benefit business owners

FREEDOM + FLEXIBILITY
- A home business makes a great PLAN B
- Enjoy flexible working hours
- Enjoy the freedom of being your own boss
- Transform your life and reach your dreams
- Increase your influence and finances
- Write your own paycheck

FORMATION
- God 1st, Family 2nd, and Career 3rd
- Mary Kay's mission – Enriching Women's Lives
- The Golden Rule way of life
- Become the best version of yourself
- Gain people and business skills
- Positively impact others + your community
- Discovering what 'more' God created you for

FUN + FRIENDS + FRILLS
- No quotas/territories puts the focus on relationship building
- Weekly recognition fills your cup and fuels your dream
- Earn while you learn weekly @training studio with your guests
- Travel to fun inspirational, tax deductible Mary Kay events
- Be a part of a team and fall in love with creating wins
- Friends are always fun, especially with no drama-mamas
- Diamonds, 5-star luxury trips, cash and other prizes await

125 FOR YOUR PROSTART

PROSTART KIT



$400+ IN FULL SIZE RETAIL PRODUCTS

+ WEBSITE, SAMPLES & BIZ TOOLS

February's SPECIAL DEALS

50% off

1 Item of Your Choice for Every $50 Purchase

(50% purchase = 1 half priced special)
While Supplies Last

Fanorama Lash Love Mascara

Catch everyone's eye with a pair of ultrafluttery and fully fanned-out lashes.



~~$16~~ $8

Hydrogel Eye Patches



Hydrate, cool, soothe & depuff your eyes in just 20 minutes. (30 pairs)

~~$44~~ $22

Extra Emollient Night Cream



Helps maintain the natural moisture of the skin and replenishes hydration in very dry areas.

~~$18~~ $9

TimeWise Antioxidant Moisturizer



This antioxidant-rich moisturizer helps reduce the look of fine lines and wrinkles. Boosts hydration for 12 hours.

Available in Normal/Dry & Combo/Oily Formulas

~~$34~~ $17

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.



~~$32~~ $16

Lip Liner

A waterproof, long-lasting creamy formula.



Choice of 1: ~~$14~~ $7

Rose Quartz Glow

A complete look perfect for the month including 4 eyeshadows & petite palette. (Moonstone, Rose Gold, Dusty Rose & Smoky Quartz)



~~$42~~ $21

All Over Eye Shadow Brush



Synthetic bristles are compatible with liquid, cream and powder.

~~$12~~ $6

Volu-Firm Foaming Cleanser



Moisture-rich foam thoroughly cleanses and renews skin texture, leaving pores looking less noticeable.

~~$30~~ $15

Bella Belara Eau de Parfum



An exuberant floral fruity scent that evokes a beautiful feeling.

~~$44~~ $22

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.

Gloria Evans,
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Benefits of Running Your Mary Kay Business Online

⇒ **Professional Presence**
- A Mary Kay MyShop shows customers you're running a real, organized, professional business, not a hobby.
- It reinforces your brand — something you already excel at!

⇒ **24/7 Convenience**
- Customers can shop anytime, even while you sleep or travel!.
- Faster checkout, and email notifications streamline your workflow.

⇒ **Easy Online Payments**
- When paired with STRIPE, customers can pay safely and with ease online with more payment options

⇒ **Built-In Perks That Boost Sales**
Your MyShop includes powerful features that keep customers engaged:
- Offer order discounts or free shipping.
- Share links to interactive catalogs, Mary Kay® Mirror Me, how-tos, articles and more.
- Send weekly Beaut-e-News® eNewsletters to your opted-in customers.

With My Shop, your customers can store information about themselves, such as their contact information and birthdays. They can complete a Beauty Profile, which helps you understand their needs. All this information is automatically shared to myCustomers so it's always up to date.