

EVANS EAGLES

Power Up and Grow

Gloria Evans, Senior Sales Director

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

APRIL UNIT CHALLENGE ACHIEVERS

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



Vickie Spurling	Joan Miller	Jolie Nielsen	Sandy Mayer	Miriam Hutter	Yuko Yasuma	Mary Louise Baker	Debbie Thompson



Leslie Erdman	Nastasha Lewis-Mouton	Daniele Languillat	Iris Hill-Baker	Kathy Bishop	Deb Johnson	Linda Hodge	Ellen Nielsen



Dolores Zamorano	Kathy Stotz	Judy Ponzio	Eva Doran	Steph Delgadillo	Pam Volkoff	Fern Scott	Kathy Harais

WELCOME BACK CONSULTANTS

Mary Baker	Katherine Bowker	Jena Boyd Colvin	Stephanie Delgadillo
Leslie Erdman	Iris HillBaker	Laura Lemke	Sandy Mayer
Jolie Nielsen	Judy Ponzio	Fern Scott	Carroll Snow
Stephanie Stewart	Christine Strickel	Kathy Stotz	Pamela Volkoff



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!

Team Leaders
Brenda E. Moore
A1 Karen Brown
A1 Paige M. Fuller
A1 Vickie L. Spurling
A2 Darlene Watkins
A3 Delores James

Judy A. Ponzio
A1 Stephanie Delgadillo
A1 Laura S. Lemke
A2 Lita Abella
A2 Lisa M. Grier
A2 Sara M. Torres
A3 Christine M. Buege
I2 Pamela A. Johnson
N2 Lisa A. Ariaz
T4 Carrie E. Hertz

Vickie L. Spurling
A1 Kathy R. Bishop
A1 Leslie D. Erdman
A1 Fern E. Scott
A2 Susan A. Burgess
A2 Denise G. Pugsley
I1 Yonnia Martin
I3 Cathy L. Carter

Star Team Builders
Ellen A. Nielsen
A1 Katherine M. Bowker
A1 Jolie A. Nielsen
A2 Janice E. Berlin
A3 Judith A. Mangrum
T3 Michelle Ribeiro

Holly A. Noble
A1 Jennifer A. Kimble
A1 Evelyn O. Mumolo
A1 Janet L. Rios
T1 Sherilyn Trimbach

Wanda J. Orr
A1 Wendy Lewis
A1 Sonia D. Moss
A2 Dianna L. Blackburn
T2 Kay Provonsha

Star Team Builders
Genie Pieroni
A2 Marilyn J. Stein
A3 Danielle Beutler
A3 Marie T. Delgadillo
I1 Maggie Contreras

Wanda C. Taff
A1 Stephanie Stewart
A3 Kristi L. Gammon
A3 Sammie G. Smith

Debbie Thompson
A1 June P. Shields
A2 Irma L. Hanna
A2 Kelli Wybrant
I3 Rebecca I. Scherbak
N2 Debbie S. Collinsworth
T1 Joyce L. Carrico

Senior Consultants
Bobbie Adams
A2 Doris A. Bartelli
A2 Colleen Nelson
I1 JoAnn Moore
I3 Patricia Beecham
T5 Julie P. Grover

Phyllis H. Cole
A3 Aimee Miramontes

Debbie Crawford
A1 Mary L. Baker
A2 Kimberly L. Williams
I2 Sharon E. Carruesco
T5 Traci L. Mendosa

Linda C. Hunt
A1 Mary Waters

Senior Consultants
Jennifer A. Kimble
A1 Christine M. Stickel
A2 Launa A. Houpt
T2 Michelle Bourret

Natasha L. Lewis-Mouton
A1 Iris J. HillBaker

Teri Nardo
A3 Holly A. Noble
I1 Angela K. Clitherow
I1 Marie R. Klish

Denise G. Pugsley
A3 April L. Cordell

Jeanine M. Redman
A1 Marilyn M. Grissom
A2 Wanda J. Orr
T6 Elizabeth W. Goodwin

Janet L. Rios
A2 Cindy Brickner
I1 AMBER M. Ashby

Sara M. Torres
A2 Gail Esfahaniha
A2 Laura Montes



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
April 2026 Results

Gloria Evans, Senior Sales Director

May is here, and with it comes a fresh wave of possibility. This is the month where energy rises, confidence blooms, and small, consistent actions turn into big, measurable wins. If you've been waiting for the "right moment" to grow your business, strengthen your team, or boost your sales — this is it. *May is your momentum month.*

This month, let's lean into two powerful pillars of success: **team building** and **selling with intention**.

Team Building: One Conversation Can Change Everything

Growth doesn't happen by accident — it happens through connection. Every message you send, every compliment you give, every story you share plants a seed. And with the $35 e-Start, the door has never been more open for women who want flexibility, confidence, community, and a fresh start. Invite boldly. Share confidently. Believe deeply in what this opportunity can do for someone else. You never know whose life you'll impact with one simple conversation.

Selling Product: Serve First, Share Always

Your customers are ready for spring refreshes, new routines, and confidence boosts. This is the perfect time to follow up, offer solutions, and share your favorite products with genuine excitement. When you lead with service, sales follow naturally. Remember: every sample, every reorder, every skincare conversation builds trust — and trust builds your business.

May is also a powerhouse month for holiday selling — Mother's Day, Teacher Appreciation Week, and Nurses' Day create the perfect opportunity to serve with heart. These women pour so much into others, and a thoughtful Mary Kay gift is a beautiful way to honor them. From pampering sets to self-care minis, you have everything they need to feel seen, appreciated, and celebrated. Lean into these moments — they're natural, meaningful reasons to reach out, follow up, and offer solutions that make gifting effortless.

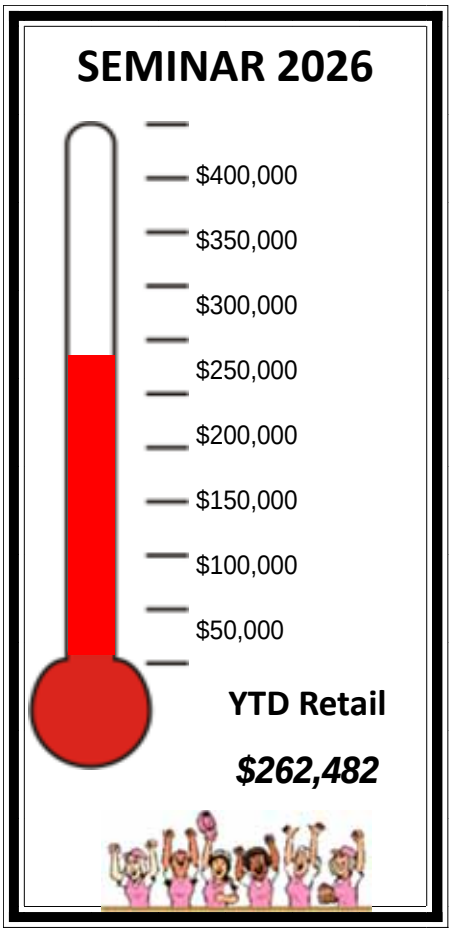
Your May Mindset

You are capable. You are creative. You are a leader in the making. And you are absolutely equipped to grow both your customer base and your team this month.

Let May be the month you show up with courage, consistency, and belief. The seeds you plant now will become the success you celebrate later. I'm cheering for you as you step into this new month with purpose and passion.

With belief in you,
Gloria

MAY



May is our reminder that big results often start with small, courageous steps. A simple $35 e-Start can open the door to new confidence, new teammates, and new possibilities. This month, choose to plant the seeds—have the conversations, make the invites, and believe in the ripple effect of one bold decision. ***Momentum grows when you do.***

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

Name	04/2026
Yuko Yasuma	$2,844.00
Fern Scott	$1,083.50
Natasha Lewis-Mouton	$671.00
Joan Miller	$616.00
Kathy Bishop	$601.00
Stephanie Delgadillo	$590.00
Ellen Nielsen	$567.00
Daniele Languillat	$543.50
Wanda Taff	$537.00
Miriam Magalee-Hutter	$519.00
Vickie Spurling	$507.00
Kathleen Harais	$487.50
Eva Doran	$478.20
Pamela Volkoff	$450.00
Leslie Erdman	$448.00
Deborah Johnson	$448.00
Debbie Crawford	$439.70
Judy Ponzio	$423.80
Kathy Stotz	$364.50
Sandy Mayer	$364.00
Janet Rios	$356.00
Linda Hodge	$343.00
Dolores Zamorano	$335.50
Iris HillBaker	$330.40
Mary Baker	$329.00
Karen Hein	$306.00
Debbie Thompson	$303.00
Jolie Nielsen	$302.00
Julia Jimmons	$298.90
Genie Pieroni	$292.00
Diane Torres	$282.20
Marilyn Grissom	$277.50
Sonia Moss	$271.00
Stephanie Stewart	$260.00
Mary Waters	$257.00
Karen Brown	$253.00
Laura Lemke	$252.00

APRIL QUEENS

Queen of Wholesale
Yuko Yasuma



Queen of Recruiting
Position Open

Name	04/2026
R. Adame	$246.50
Janet Bullock	$242.00
Jennifer Kimble	$241.00
Brenda Moore	$241.00
Katherine Bowker	$236.00
June Shields	$235.00
Patricia Peppers	$234.00
Patricia Brock	$231.00
Carroll Snow	$229.50
Kimberly Sutherlin	$229.50
Linda Hunt	$229.00

Name	04/2026
Wendy Lewis	$227.00
Jena Boyd Colvin	$226.00
Daphne Campbell	$226.00
Linda Bennett	$225.00
Christine Stickel	$225.00
Lisa Hickerson	$221.00
Wanda Orr	$188.00
Rebecca Scherbak	$114.80
Reyna Sywulka	$112.50
Seline Montoya	$103.60

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Gloria Evans	9%	$106.92		
Brenda Moore	9%	$363.92		
Judy Ponzio	9%	$80.19		
Vickie Spurling	9%	$194.81		
Ellen Nielsen	6%	$32.28		
Debbie Crawford	4%	$13.16		
Linda Hunt	4%	$10.28		
Jennifer Kimble	4%	$9.00		
Natasha Lewis-Mouton	4%	$13.22		
Holly Noble	4%	$36.48		
Wanda Orr	4%	$20.36		
Genie Pieroni	4%	$3.32		
Janet Rios	4%	$2.12		
Wanda Taff	4%	$12.60		
Debbie Thompson	4%	$16.59		
Sara Torres	4%	$1.92		



EXPLOSIVE May

Momentum Meets May — *Let's Move!*

Sales Challenge



May 1-31, 2026

Orders can be cumulative to earn prize levels

Sell 25 items & order $250 Wholesale
Earn a Mystery Prize! (Director Choice)



Sell 50 items & order $600 Wholesale
1 NEW Fanorama Mascara



Sell 75 items & order $850 Wholesale
1 NEW Blush Stick



Sell 100 items & order $1000 Wholesale
1 NEW TimeWise 3D Foundation



1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

Name_____ Submit to your Director by June 3rd to claim your prize!!

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**Prizes subject to availability, substitutions may be made*



Steppin' On Up

Team Buliding Challenge



Complete 10 Interviews in May

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

SHARE the Mary Kay Opportunity with 10 team prospects in May



Earn your Leopard Wristlet Keychain by completing 10 Interviews & placing $600 in wholesale orders!

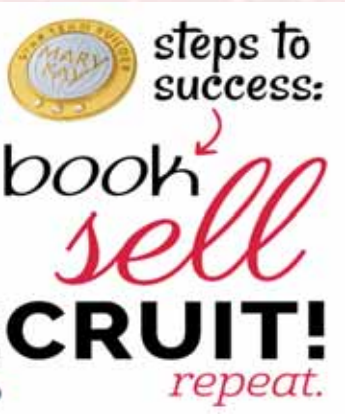




Place a $600 wholesale cumulative order in May

BONUS







Recruit 2 NEW team members in May to earn your fresh water pearls:

Necklace for ONE recruit

Bracelet & Earrings for TWO recruits

MAY only



1.
2.

Fill out and return to your Director by June 3rd for your prize!

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Star Certificate

$100 TOWARD MARY KAY PRODUCTS

VALID ONLY WITH



Star Certificate

$100 TOWARD MARY KAY PRODUCTS

VALID ONLY WITH



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Terms & Conditions

Issued To

Issued Date

Expires 12 Months after issue date



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Issued Date

Expires 12 Months after issue date

Star Certificate

You're a star!
Thanks to you I am meeting my goal to be a Star Consultant!



Your Star Certificate is worth $100 of Mary Kay products! Your cost is just $69 plus tax. Use your Star Certificate as a Gift or for personal future purchase.

Issued to _____ Date Issued _____

Star Certificate

You're a star!
Thanks to you I am meeting my goal to be a Star Consultant!



Your Star Certificate is worth $100 of Mary Kay products! Your cost is just $69 plus tax. Use your Star Certificate as a Gift or for personal future purchase.

Issued to _____ Date Issued _____

Star Certificate

You're a star!
Thanks to you I am meeting my goal to be a Star Consultant!



Your Star Certificate is worth $100 of Mary Kay products! Your cost is just $69 plus tax. Use your Star Certificate as a Gift or for personal future purchase.

Issued to _____ Date Issued _____

MARY KAY'S WISDOM - Appearance

Appearance 1:

While critics argue that a woman's appearance is only superficial, I disagree. When a woman changes from an ugly duckling into a beautiful swan, something inside changes, too. Outer beauty kindles her inner beauty. *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 2:

When a woman has been seriously ill, there's one sure sign that she is on her way to recovery: She'll start fixing her hair and putting on her makeup. When I visited my mother at her nursing home in Houston, I knew she was feeling better when she asked, "Did you bring your beauty case, sweetheart?" *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 3:

When you feel good because you look good, people respond to you positively. While some contend that you feel good because people treat you well, I believe that feeling good about yourself stimulates a positive reaction toward you. It's the old question: Which came first, the chicken or the egg? *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 4:

People judge you by your appearance. Whether you're selling a product, applying for a job, or vying for promotion, they appraise not only your grooming but the air of confidence you project, which is a reflection of how you feel about yourself. There is certainly more to a person than appearance. But you still get only one chance to make a good first impression. *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 5:

Years ago, Mary Kay Inc. participated in a scientifically controlled study at the Golden Acres Nursing Home in Dallas to determine whether a positive change in a woman's mental attitude could result from improving her appearance. Sixty women participated. After the study concluded, researchers had documented a change in nearly every participant. *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 6:

What woman hasn't dashed out on a Saturday, wearing jeans, no makeup, and curlers in her hair? If she were to go shopping for a dress, she'd probably have a difficult time getting anyone to wait on her. But in a nice outfit, the treatment she would receive would be entirely different. Is it simply the clothes? Or is it her self-assurance and poise that generates the positive response? *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 7:

Imagine a family starting their day with a woman who comes to the breakfast table in a bathrobe, face undone, mad at the world. Now picture this same exhausted woman at day's end, coming home from a job she can't stand, after being told off by an irate customer and having an argument with her supervisor. At the very least, her battered self-esteem will put a damper on her whole family's dinner experience. Wouldn't you prefer your children to see a mother who gets up feeling glad? *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 8:

Since a woman's husband and children are the most important people in the world to her, shouldn't a woman want to look her best for them as well as for herself? And shouldn't she want to radiate self-esteem when she is with them? *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 9:



Let me tell you about a man who called me at my office, saying, "Mary Kay, I called to thank you for saving my marriage. About two months ago, my wife was invited to a Mary Kay skin care class and bought $28 worth of products. When I got home that night she looked terrific! I'd forgotten how beautiful she really is. Now she fixes her hair and gets dressed every morning. I've got my old girl back. We're falling in love all over again, and it's all because of you." *(Mary Kay: You Can Have It All 1997 Calendar)*

Appearance 10:



Of all the lessons I've learned in the cosmetics business, one of the most universal is that women like to be told that they're beautiful. And why not? There's no nicer compliment. It's only natural that we feel better about ourselves when others offer their praise, support, and approval. But did you ever stop to consider that the better you like yourself, the more beautiful you appear? It's a perpetual cycle: once you begin feeling your best – and believing that you are – you'll project that image to the world! (*The Mary Kay Guide to Beauty,* Mary Kay Cosmetics, 1983, Page 6)

Appearance 11:

At Mary Kay Cosmetics, our goal has always been to help women bring the beauty they have inside them – outside! Instead of concentrating on what's less than perfect, we encourage them to look at the big picture – the positive qualities that make them special and unique. I don't know how many times I've heard a woman worry about her close-set eyes when she should have been focusing on their gorgeous shade of blue! It's not just coincidence that when you look past your shortcomings, others do too. Still, that doesn't mean you can "wish" your way to an attractive appearance. Looking good takes motivation and effort. It means setting aside time to do those things that will contribute to your physical and your emotional well-being. Rule Number One: Include yourself on your list of priorities – no matter how long that list may be. (*The Mary Kay Guide to Beauty,* Mary Kay Cosmetics, 1983,

Appearance 12:

As for finding the time to devote to a sensible beauty routine, one of my favorite expressions is: You can do it! Just as work expands to fill the time available for it, you'll also be able to fit self-care and self-awareness into your daily life if you really want to. The key is not to think of this time as just an indulgence. Instead, consider it an important part of your life, necessary to keep you functioning in peak condition. (*The Mary Kay Guide to Beauty,* Mary Kay Cosmetics, 1983, Page 6)

Appearance 13:

Yet inevitably there are women who think they're too old or too ugly or too unsuccessful ever to be beautiful. How wrong they are! Many's the time I've convinced a woman who felt that way just to try skincare and beauty products. So often the results are magical. All of a sudden, that woman feels pretty – and it shows inside and out. From that point on, she becomes dedicated to her daily beauty routine. This, of course, doesn't mean hours of fussing and primping. Nobody has that much time. Instead, I recommend a positive attitude and sense of self, discovering, step by step, exactly what makes *you* so special – and so beautiful. (*The Mary Kay Guide to Beauty*, Mary Kay Cosmetics, 1983, Page 7)

Appearance 14:

There's that word again – *beautiful.* Don't let it scare you. There's no need, since today's definition is so different from what it used to be. Beauty now is both accessible and attainable, including such qualities as energy, health, and vitality, radiance, confidence, and personal style. (*The Mary Kay Guide to Beauty*, Mary Kay Cosmetics, 1983, Page 8)

Appearance 15:

So how do you reach your beauty potential? First, you need an intelligent plan of action with challenging, but always realistic, goals. We at Mary Kay Cosmetics believe everyone can climb the ladder of success, provided she moves up one rung at a time. And once you understand that this pertains to all aspects of your life – from skin care to diet to career – you'll be able to reach new heights. I also encourage you to experiment, to grow, learn, and keep pace with what's going on in fashion, makeup, your field, and your world. When you step outside your comfort zone, I know you'll find the results to be well worth the effort. (*The Mary Kay Guide to Beauty*, Mary Kay Cosmetics, 1983, Page 8)

Appearance 16:

Bear in mind that beauty is individual and personal, that the look and feeling you're after is one with which you can be comfortable each and every day of your life. (*The Mary Kay Guide to Beauty*, Mary Kay Cosmetics, 1983, Page 8)

Appearance 17:

Ralph Waldo Emerson wrote, "Things are pretty, graceful, rich, elegant, handsome, but, until they speak to the imagination, not yet beautiful." I couldn't agree more. Beauty is illusory. You communicate not only by your appearance, but also by your manner and vitality, your sense of confidence and style. Our goal at Mary Kay Cosmetics has always been to help women bring the beauty they have inside, *outside.* (*Inside Beauty,* Mary Kay Cosmetics, 1992, Page 2)

Appearance 18:

Looking good makes you feel better. I believe that at Mary Kay Cosmetics, we are in the business of helping women (and men) turn these good feelings into more positive self-images. This, in turn, will allow them to approach life's challenges with confidence and determination. As I have often said, "We're not only in the cosmetics business – we're also in the people business." (*Mary Kay*, page 130)

May's SPECIAL DEALS

50% off

1 Item of Your Choice for Every $50 Purchase

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



TimeWise Eye Firming Cream

Firms, brightens, moisturizes & say bye-bye to fine lines & wrinkles.

~~$34~~ $17

Gel Semi-Shine Lipstick

Long-lasting wear without drying lips.

Choice of 1:



- Red Smolder
- Downtown Brown
- Raspberry Ice
- Naturally Buff
- Rosewood
- Love Me Pink
- Luminous Lilac
- Spiced Ginger
- Haute Pink
- Sunset Peach
- Scarlet Red
- Apple Berry
- Berry Couture

~~$20~~ $10

Sunscreen SPF 50



Protection against both UVA & UVB rays. Water resistant for 80 minutes.

~~$30~~ $15

Clarifying Cleansing Gel



It deep cleanses skin to penetrate & clear pores, & it gently removes dirt, oil & complexion-dulling impurities. Contains 2% salicylic acid.

~~$20~~ $10

Gel Eyeliner



Easy, foolproof eyeliner for fine daytime lines or bold, dramatic looks. Comes with an expandable brush.

Jet Black

~~$20~~ $10

Cream Color Brush

Applies in a natural, fingertip-like finish. Flat side and precise tip can be used for dual purposes.



~~$12~~ $6

Barrier Restore 1:1:3



Get fast barrier repair and redness relief in one step—perfect for dry, sensitive, rough texture, itching or compromised skin.

~~$46~~ $23

Satin Hands Pampering Set



Instantly, hands feel moisturized, soft and smooth. (Available in White Tea & Citrus Fragrance or Fragrance Free)

~~$38~~ $19

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

MKMen Shave Cream

Lathers quickly and treats skin to a cooling sensation as it protects against razor burn and irritation.

~~$20~~ $10





Revealing Radiance Facial Peel

Glycolic acid makes skin brighter and more even, improves texture & reduces fine lines.

~~$68~~ $34

Undereye Corrector

Instantly neutralizes dark circles for a refreshed, wide-awake look.



Choice of 1:



Deep Peach | Light Peach

~~$18~~ $9

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