

EVANS EAGLES

Power Up and Grow

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

Gloria Evans, Senior Sales Director

Congratulations!

To all the incredible, powerful, successful businesswomen in the EVANS EAGLES UNIT!!

21 consultants placed orders or additional orders in the last FIVE DAYS to finish goal.
VICKIE SPURLING - RUBY McDOWELL - YUKO YASUMA – LINDA HUNT - MARY NEVILLE
DEBBIE THOMPSON - CHERYL PALPANT - DENISE PUGSLEY - KAY PROVONSHA – IRIS HILL
RHONDA COLESON – LINDA HODGE - CATHY CARTER - ELAINE SNYDER - NANCY NEAL
SANDY MAYER -JENNIFER KIMBLE - REYNA SYWULKA - JUDY PONZIO – NATASHA L-MOUTON
PAM VOLKOFF

OCTOBER UNIT CHALLENGE ACHIEVERS

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


Sandy Mayer


Kim Williams


Yuko Yasuma


JoAnn Moore


Linda Hodge


Marilyn Stein


Ellen Nielsen

Colleen Nelson


Nancy Neal


Pat Beecham


Brenda Moore


Wanda Orr


Diane Esparza


Kay Provonsha




Wanda Taff


Kathy Stotz


Daniele Languillat


Carmen Melero


Natasha L-Mouton

WELCOME NEW CONSULTANT

Consultant	From	Recruiter
Alison Sommer	Moreno Valley, CA	Gloria Evans

WELCOME BACK CONSULTANTS

R Adame	Doris Bartelli	Patricia Beecham	Tonya Culpepper	June Shields	Tracey Scheetz
Antoinette Gurney	Irma Hanna	Kathleen Harais	Delores James	Kimberly Williams	Judith Provenzano
Sandy Mayer	Leeta McCullah	Saundra Morelos	Sonia Moss	Kathy Stotz	



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
Judy A. Ponzio
A1 Sara M. Torres
A2 Lita Abella
A2 Stephanie Delgadillo
A2 Carrie E. Hertz
A3 Lisa M. Grier
I3 Christine M. Buege
T1 Laura S. Lemke
T2 Lisa A. Ariaz
T5 Pamela A. Johnson

Star Team Builders
Bobbie Adams
A1 Doris A. Bartelli
A1 Patricia Beecham
A1 JoAnn Moore
A1 Colleen Nelson

Brenda E. Moore
A1 Karen Brown
A1 Paige M. Fuller
A1 Delores James
A3 Vickie L. Spurling
T2 Darlene Watkins

Ellen A. Nielsen
A1 Katherine M. Bowker
A3 Janice E. Berlin
A3 Jolie A. Nielsen
I3 Judith A. Mangrum

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

Star Team Builders
Wanda J. Orr
A1 Sonia D. Moss
A1 Kay Provonsha
A3 Dianna L. Blackburn
I2 Wendy Lewis

Genie Pieroni
A1 Marie T. Delgadillo
A1 Marilyn J. Stein
A3 Danielle Beutler
A3 Maggie Contreras

Vickie L. Spurling
A1 Denise G. Pugsley
A2 Kathy R. Bishop
A2 Cathy L. Carter
A2 Yonnia Martin
T1 Leslie D. Erdman
T1 Fern E. Scott
T2 Susan A. Burgess

Debbie Thompson
A1 Irma L. Hanna
A1 June P. Shields
A2 Joyce L. Carrico
I2 Kelli Wybrant
I3 Rebecca I. Scherbak
T2 Debbie S. Collinsworth

Senior Consultants
Mary L. Baker
A1 Leeta McCullah

Linda W. Bennett
A1 Nancy Neal
I2 Jeanine M. Redman

Debbie Crawford
A1 Kimberly L. Williams
A2 Sharon E. Carruesco
I1 Mary L. Baker
I2 Marilyn G. Toler
I3 Traci L. Mendosa

Karen L. Hein
A1 Tonya Culpepper
I3 Bryn R. Dean
I3 Rita Stegmaier

Linda C. Hunt
A2 Mary Waters

Teri Nardo
A3 Holly A. Noble
I1 Marie R. Klish
T4 Angela K. Clitherow

Jeanine M. Redman
A1 Wanda J. Orr
A3 Marilyn M. Grissom

Wanda C. Taff
A3 Stephanie Stewart
T3 Kristi L. Gammon
T3 Sammie G. Smith



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
October 2026 Results

Gloria Evans, Senior Sales Director

Hello Beautiful,

As we step into November, I want to take a moment to thank each of you for your dedication, passion, and commitment to serving our customers and growing your businesses. This month is full of opportunity, and I know we are ready to make it our best yet!

Thanksgiving Selling Season! November is the perfect time to connect with customers as they prepare for holiday gatherings and gift giving. Remember that many customers are looking for thoughtful gifts, cozy favorites, and a little self-care during this busy season. Share your enthusiasm, follow up with past customers, and don't be afraid to ask for referrals. Gratitude goes a long way, so let's make customer appreciation a priority this month.

PINK Friday! This year, let's embrace PINK Friday and celebrate the power of supporting small businesses! While the world focuses on big retailers, we have the opportunity to showcase personalized service, meaningful relationships, and amazing products. Start promoting early, build excitement, and help your customers see the value of shopping with you. Your business matters, and PINK Friday is a chance to shine!

Building Our Team! November is also a great time to grow and strengthen our team. Reach out to women who would love extra income for the holidays, flexible schedules, or a supportive community. Share your story confidently. You never know who may be looking for an opportunity just like ours. Every conversation can plant a seed.

As we head toward the end of the year, I encourage you to stay consistent, stay connected, and support one another. Small actions each day add up to big results.

Let's finish November strong, celebrate every win, and continue building businesses we are proud of.

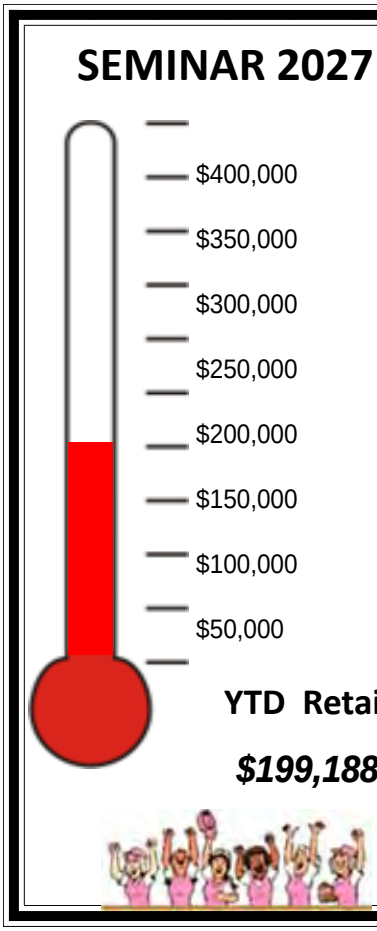
Thank you for all that you do. I am grateful for you and excited to see what we accomplish together this month!

With gratitude and belief in you,

Gloria

Strong Alone. Unstoppable Together.





Your Holiday Power Statement — November & December

"I confidently share Mary Kay products with passion and purpose. I attract wonderful customers, create meaningful relationships, and achieve my holiday sales goals with ease. November and December are my strongest months — every day brings new opportunities, joyful sales, and extraordinary success."

Repeating these affirmations each morning and before customer appointments strengthens your confidence, sharpens your focus, and keeps your mindset aligned with abundance during the busiest, brightest selling season of the year



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

Name	2026/10
Wanda Orr	$1,726.50
Ellen Nielsen	$920.50
Patricia Beecham	$919.00
Linda Hodge	$892.00
Natasha Lewis-Mouton	$835.00
Yuko Yasuma	$715.00
JoAnn Moore	$616.00
Kay Provonsha	$538.00
Kathy Stotz	$528.00
Sandy Mayer	$507.00
Carmen Melero	$487.00
Debbie Thompson	$476.00
Janet Rios	$446.00
Kimberly Williams	$443.00
Daniele Languillat	$433.00
Diana Esparza	$409.00
Colleen Nelson	$402.00
Brenda Moore	$358.00
Eva Doran	$321.00
Wanda Taff	$315.00
Sara Torres	$313.20
Marilyn Stein	$308.00
Nancy Neal	$303.00
Bobbie Adams	$296.00
Katherine Bowker	$296.00
Linda Bennett	$285.00
Leeta McCullah	$285.00
Karen Hein	$280.00
Alison Sommer	$280.00
Karen Brown	$277.00
Janet Underwood Bullock	$275.00
Marie Delgadillo	$259.00
June Shields	$249.50
Janet Chapin	$249.00
Delores James	$248.00
Judy Ponzio	$245.00

OCTOBER QUEENS

Queen of Wholesale



Wanda Orr

Queen of Recruiting

Position Open

Name	10/2026
Tonya Culpepper	$243.00
Kathleen Harais	$242.00
Carroll Snow	$238.00
Sonia Moss	$236.00
Doris Bartelli	$235.00
Irma Hanna	$235.00
Antoinette Gurney	$233.00
Gwendolyn Douglas	$231.00
Tracey Scheetz	$230.00
R. Adame	$227.00
Denise Pugsley	$227.00
Jena Boyd Colvin	$225.00
Saundra Morelos	$225.00

Name	10/2026
Judith Provenzano	$225.00
Kathy Bishop	$203.00
Phyllis Cole	$195.00
Janice Berlin	$157.00
Danielle Beutler	$115.00
Lisa Grier	$109.00
Holly Noble	$93.00
Cheryl Palpant	$58.00
Linda Hunt	$56.00
Reyna Sywulka	$52.00
Julia Jimmons	$39.20
Jennifer Kimble	$33.00
Mary Waters	$27.00

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Judy Ponzio	9%	$38.00		
Bobbie Adams	8%	$173.76		
Brenda Moore	8%	$205.76		
Wanda Orr	8%	$61.92		
Ellen Nielsen	6%	$27.18		
Holly Noble	6%	$80.10		
Linda Bennett	4%	$12.12		
Debbie Crawford	4%	$17.72		
Karen Hein	4%	$9.72		
Linda Hunt	4%	$1.08		
Genie Pieroni	4%	$27.28		
Vickie Spurling	4%	$17.20		
Debbie Thompson	4%	$19.38		



LOOK WHO'S ON TARGET

STAR CONSULTANT

Consultant Name Updated thru November 3	Current Wholesale Production	—Wholesale Production Needed—- for Star Sapphire $1800	Ruby $2400	Diamond $3000	Emerald $3600	Pearl $4800
Name	Wholesale $ + Team Build-ing*	Sapphire	Ruby	Diamond	Emerald	Pearl
Kay Provonsha	$1,834.00	STAR	$566.00	$1,166.00	$1,766.00	$2,966.00
Yuko Yasuma	$1,783.00	$17.00	$617.00	$1,217.00	$1,817.00	$3,017.00
Wanda Orr	$1,746.50	$53.50	$653.50	$1,253.50	$1,853.50	$3,053.50
Gloria Evans	$1,277.00	$523.00	$1,123.00	$1,723.00	$2,323.00	$3,523.00
Linda Hodge	$1,182.00	$618.00	$1,218.00	$1,818.00	$2,418.00	$3,618.00
Natasha Lewis-Mouton	$1,055.00	$745.00	$1,345.00	$1,945.00	$2,545.00	$3,745.00
Ellen Nielsen	$920.50	$879.50	$1,479.50	$2,079.50	$2,679.50	$3,879.50
Patricia Beecham	$919.00	$881.00	$1,481.00	$2,081.00	$2,681.00	$3,881.00
Denise Pugsley	$749.50	$1,050.50	$1,650.50	$2,250.50	$2,850.50	$4,050.50
Kathy Bishop	$686.00	$1,114.00	$1,714.00	$2,314.00	$2,914.00	$4,114.00
Wanda Taff	$675.00	$1,125.00	$1,725.00	$2,325.00	$2,925.00	$4,125.00
Sandy Mayer	$658.20	$1,141.80	$1,741.80	$2,341.80	$2,941.80	$4,141.80
Bobbie Adams	$624.00	$1,176.00	$1,776.00	$2,376.00	$2,976.00	$4,176.00
JoAnn Moore	$616.00	$1,184.00	$1,784.00	$2,384.00	$2,984.00	$4,184.00
Eva Doran	$603.00	$1,197.00	$1,797.00	$2,397.00	$2,997.00	$4,197.00









Name	Birthday
Wanda Taff	1
Lisa Grier	2
Jeanine Redman	7
Janice Berlin	8
Elsa Reyna	12
Colleen Nelson	15
Rose Lane	19
Joyce Carrico	21
Linda Miyatake	21
Kathy Bishop	24
AMBER Ashby	28
Cindy Brickner	30

November

Name	Years
Kelleen Bush	38
Linda Hodge	34
Genie Pieroni	34
Carmen Melero	33
Samantha Jongsma	32
Angela Clitherow	29
Reyna Sywulka	24
Wanda Taff	22
Karen Brown	21
Kathy Stotz	9
Erica Ver Planck	8





MARY KAY®

Winter 2026 PRODUCT LAUNCH



$20

NEW!
2-in-1
Body Wash & Shave

Hello, Clean Bundle



$40 Bundle



$20

NEW!
Hydrating Lotion

$5 with purchase of Hello, Clean Bundle



Exfoliating Mitt



$20 Each

NEW! Limited-Edition
Tinted Lip Butter



$26

NEW! TimeWise®
Revitalizing Toner

SEMINAR AWARDS

TOGETHER, WE SPARKLE

2027

November Court of Sharing Double Credit Promotion



Ascend like a bumblebee with the chance to earn double credit toward the Seminar Awards 2027 Queen's Court of Sharing for up to a maximum of six New Consultant-qualified personal team members from Nov. 1–30, 2026.*

unwrap

A NEW ADVENTURE.

START A MARY KAY BUSINESS FOR

$20,*

AND RECEIVE A FREE† GIFT!

OPEN NOW



THIS SEASON, GIVE YOURSELF MORE THAN A GIFT — GIVE YOURSELF A NEW ADVENTURE.

For a limited time, **start a Mary Kay business for $20*** and **receive a free† Mary Kay® Canvas Tote.** You'll unwrap a flexible, digital-first way to earn on your terms, plus a trendy bag that effortlessly markets your business.

Whether it's a merry little side gig or the start of something more, unwrap the possibilities to connect and share joy.

SCAN TO START!

*Prices are as shown plus applicable sales tax. Mary Kay® Digital Start cannot be combined with any other discounts or promotions. Mary Kay Inc. reserves the right to extend, modify, eliminate or reduce this offer at any time.
†The Mary Kay® Canvas Tote is not intended for resale.
*Additional terms and restrictions may apply.
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MARY KAY

MARY KAY.
PINK POWER REWARDS CHART

Earn Pink Power Credit* each month you sell more than $450 retail within the New Consultant time frame — then redeem the following month. (Monthly retail sales totals include orders from My Shop, Customer Delivery Service (CDS) and personal orders on Mary Kay InTouch®.)

MONTHLY RETAIL SALES VOLUME Totals must be met to qualify for Pink Power Credit.*	**MONTHLY RETAIL SALES REWARD** The Pink Power Credit* earned is based on your month-end sales total.	**TEAM-BUILDING REWARD** When you recruit a friend and she achieves a monthly retail sales total of more than $450, you earn Pink Power Credit* too!
MONTHLY RETAIL SALES	**PINK POWER CREDIT***	**PINK POWER CREDIT***
$450+	**$25**	**$25**
$600+	**$50**	**$35**
$800+	**$75**	**$45**
$1,000+	**$100**	**$55**
$1,200+	**$125**	**$65**
$1,800+	**$150**	**$75**

Your monthly retail sales volume and potential Pink Power Credits* accumulate monthly and reset each month of your New Consultant time frame. Pink Power Credit* earned each month must be redeemed the following month, in the next single personal order of $100 or more in Section 1 retail on Mary Kay InTouch®. Unused Pink Power Credit* will expire if not redeemed at that time.

TO-DO IN NOVEMBER

TOP 10 LIST:

1. Collect a "WISH LIST" from everyone!

2. Hold or participate in a Holiday Open House or hold Holiday Coffees for your customers or decorate your trunk & take your Open House to them!

3. Make certain that you have sufficient inventory on your shelf to meet the needs of your customers, your new appointments and those extra gift service opportunities you'll be offering!

4. Offer your Gift Service! Many employers, women and particularly husbands would love to have you be their personal Shopper! Most don't think about their holiday gift needs until mid-December or after! Why not give them the opportunity to check that off their list in November knowing that you will handle all their shopping and wrapping!

5. Offer the 12 Days of Christmas. This is great for men for the woman in his life or women for the man in her life or for college students away from home or elderly family members in assisted living or for children to hide with clues each day for mom!

6. Make your own holiday shopping list of Mary Kay gifts! What a great opportunity to do all your own holiday shopping for half price! Consider everyone you'll need gifts for—family, friends, neighbors, teachers, hair dresser, manicurist, children's friends, just in case gifts, etc.

7. Fragrance is a top selling item at Christmas. Introduce Fragrance by collecting Fragrance Surveys. Just number a sheet of paper from 1-20. Put across the top of the page: Name, Phone Number and Favorite Fragrance Choice. Invite customers to receive a fragrance of their choice at half-price by collecting options of 20 women to choose their favorite fragrance. Give her sample vials of each Fragrance. Now you have 20 women to follow-up with for Fragrance Sales and Makeovers!

8. Carry a basket of Stocking Stuffers! Everyone is always looking for them!

9. Say to those women you would like to work with: I don't know about you but where I live, it almost breaks the bank just to go to the grocery store. It can take two incomes and then some just to make ends meet. The cost of living has risen tremendously but our income may remain the same. I believe everyone needs a backup plan: A way to make extra money for the little surprises that comes our way. 98% of those who lost their jobs did not have a back-up plan. In Mary Kay Cosmetics, we are able to help other people look and feel better about themselves while also providing for our families. I would love to invite you to receive one item at half-price by just listening in on a 30-40 minute webinar to learn about our business either for yourself or someone you may know.

10. Take time to count your many blessings! You are certainly on my list!



TOP 10 REASONS TO START

a Mary Kay business this holiday season

1. You could receive up to a 50% discount on holiday gifts for family & friends.
2. You'll be able to help family & friends spend money they receive as gifts.
3. When you travel to visit family & friends, you can take your kit and practice your Skin Care Party skills.
4. You can practice on family & friends visiting you.
5. You can help family & friends create a new look for that special holiday party.
6. Help family & friends with last-minute stocking stuffers & holiday gifts.
7. You'll be ready for the new year when women are looking for new looks, new opportunities, and time-saving services.
8. Seeing people you don't see very often will be a wonderful opportunity to tell them about your new career and book post-holiday parties.
9. When you make holiday phone calls to family & friends, you can tell them about your new career and offer them the opportunity.
10. You'll be ready to start your new year with a bang! You'll have a career that allows you to shoot for the stars without hitting a glass ceiling.

Ask me how you can get started today!

START UP OPTIONS:



November's SPECIAL DEALS

50% off

1 Item of Your Choice for Every $50 Purchase

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



Skinvigorate Duo Facial Device

Featuring dual-head vibration technology for deep cleansing and thermal massage. Empower each step for your best complexion yet!

~~$95~~ $47.50

Satin Body

Delight your body with these shea butter products with the scent of white tea & citrus.



Choose from
- Silkening Shea Lotion
- Indulgent Shea Wash
- Revitalizing Shea Scrub

Choice of 1: ~~$26~~ $13
or
All 3: ~~$78~~ $39



MKMen Shave Cream

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

~~$20~~ $10

Cleanser Mattifying Hydrating



Removes impurities and excess oil, leaving skin fresh and balanced.

Gently cleanses while leaving skin soft, smooth and moisturized.



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

Pumpkin Spice Eyes



A warm, cozy blend of Orbit Clay, Crystalline, Candlelight, Cinnabar for the perfect fall-inspired eye look!



Cinnabar Crystalline Candlelight

~~$50~~ $25

Great Heights Mascara



Boost your visible lash length by 43% with just one coat.

~~$18~~ $9

Revealing Radiance Facial Peel



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

~~$68~~ $34

High Intensity Sport



This fresh, invigorating fragrance stimulates the senses with an icy, adventurous scent.

~~$50~~ $25

Thinking of You



A softer, romantic floral fragrance that makes a thoughtful gift.

~~$40~~ $20

Nighttime Recovery



Supports overnight skin regeneration with a light formula that softens the appearance of wrinkles for a renewed morning look.

~~$34~~ $17

Hydrated Holiday Lips

Rich, beautiful color meets creamy hydration for soft, smooth, kissable lips all season long!



Choice of 1:
~~$22~~ $11

Barrier Restore 1:1:3



Helps quickly repair the skin's moisture barrier and relieve redness—perfect for dry, sensitive or rough-feeling skin.

~~$46~~ $23

pink tractor designs

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

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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