

EVANS EAGLES

Gloria Evans, Senior Sales Director

Power Up and Grow

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

AUGUST UNIT CHALLENGE ACHIEVERS

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



Congratulations!

WELCOME NEW CONSULTANT

Consultant	From	Recruiter
Julia Jimmons		June Shields
Paula Schraven		Gloria Evans

WELCOME BACK CONSULTANTS

Patricia Ascencio	Danielle Beutler	Janet Chapin	Maggie Contreras
Mary Estrada	Lisa Hickerson	Kim Huston	Nancy Neal



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
I3 Darlene Watkins
T1 Delores James

Ellen A. Nielsen
A1 Janice E. Berlin
A1 Katherine M. Bowker
A1 Jolie A. Nielsen
I1 Judith A. Mangrum

Holly A. Noble
A1 Jennifer A. Kimble
A1 Evelyn O. Mumolo
A2 Janet L. Rios
T5 Sherilyn Trimbach

Wanda J. Orr
A1 Dianna L. Blackburn
A2 Kay Provonsha
A3 Wendy Lewis
I2 Sonia D. Moss

Genie Pieroni
A1 Danielle Beutler
A1 Maggie Contreras
A2 Marie T. Delgadillo
A2 Marilyn J. Stein

Senior Consultants

Bobbie Adams
A1 JoAnn Moore
A2 Colleen Nelson
I3 Doris A. Bartelli
T4 Patricia Beecham

Mary L. Baker
A3 Leeta McCullah

Senior Consultants

Linda W. Bennett
A1 Nancy Neal
A3 Jeanine M. Redman

Debbie Crawford
A2 Mary L. Baker
A3 Marilyn G. Toler
I1 Traci L. Mendosa
I3 Kimberly L. Williams
T3 Sharon E. Carruesco

Linda C. Hunt
A3 Mary Waters

Jennifer A. Kimble
A2 Launa A. Houpt
I1 Michelle Bourret
I2 Christine M. Stickel

Natasha L.-Mouton
A2 Griselda Hernandez
I2 Iris J. HillBaker

Teri Nardo
A1 Holly A. Noble
A2 Marie R. Klish
T2 Angela K. Clitherow

Judy A. Ponzio
A1 Lisa M. Grier
A2 Sara M. Torres
I1 Christine M. Buege
I2 Stephanie Delgadillo
I2 Laura S. Lemke
I3 Lita Abella
I3 Lisa A. Ariaz
T3 Pamela A. Johnson

Senior Consultants

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

Vickie L. Spurling
A1 Kathy R. Bishop
A1 Denise G. Pugsley
I1 Cathy L. Carter
I2 Leslie D. Erdman
I2 Fern E. Scott
I3 Susan A. Burgess
T2 Yonnia Martin

Wanda C. Taff
A1 Stephanie Stewart
T1 Kristi L. Gammon
T1 Sammie G. Smith

Debbie Thompson
A3 Kelli Wybrant
I1 Rebecca I. Scherbak
I2 June P. Shields
I3 Debbie Collinsworth
I3 Irma L. Hanna
T5 Joyce L. Carrico

Sara M. Torres
A3 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

Gloria Evans, Senior Sales Director

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

Hello Gorgeous — Happy September!

A brand-new month means brand-new momentum. September is your launchpad into fall selling, team building, and early holiday prep — the trifecta that builds strong Seminar-year success.

September Selling: Fresh Season, Fresh Faces

Women are refreshing routines and ready for fall beauty. Focus on:

- Back-to-Fall skincare refresh appointments
- Cooler-weather skincare sets
- Quick-fix favorites for busy moms, teachers, and professionals
- Simple 3-product bundles for easy selling

Your consistency now sets up a powerful holiday season.

Team Building: Share Boldly This Month

September is one of the BEST months for recruiting conversations. Invite women to:

- A Fall Kickoff Opportunity Chat
- Try Mary Kay for 30 days
- Hear your "Why I Love Mary Kay" story
- Sample products + learn the basics

One brave invitation can change someone's life — and your business.

Points to Paradise: Continue earning points in September

Every sale, every share, every new team member moves you closer to Paradise. Show up with courage, consistency, and purpose — your points add up fast this month.

Holiday Selling Prep Starts NOW

September is the perfect time to:

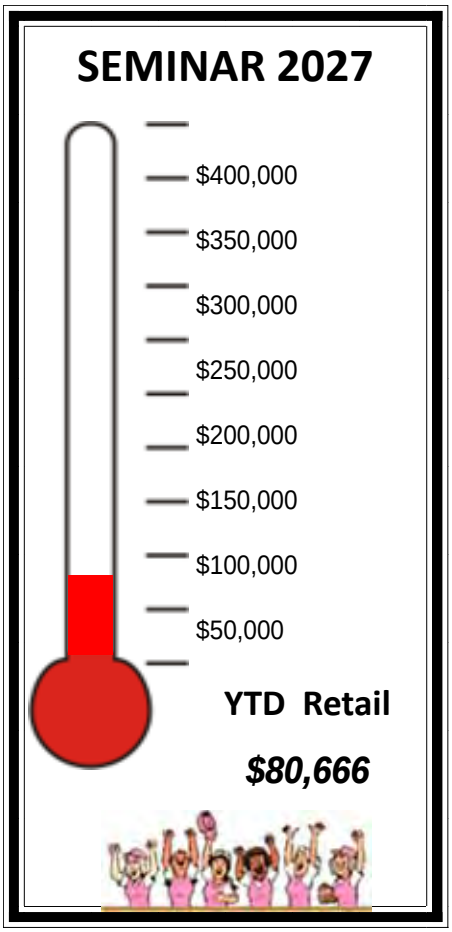
- Plan your holiday open house
- Order early inventory
- Create gift sets and stocking-stuffer bundles
- Map out November/December customer events
- Build your holiday marketing calendar

A little planning now = a LOT of profit later.

September Mindset

You are capable. You are creative. You are worthy of every goal on your heart.
Let September be the month you rise, shine, and build with purpose — toward your Courts, your team-building goals, and your Points to Paradise success.

I Believe in You, **Gloria**



How Will You Make Christmas special for your customers?

It all starts with a plan...

Failing to Plan is Planning to Fail ...Plan for Success!!



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

Name	08/2026
Yuko Yasuma	$1,883.00
Joan Miller	$684.00
Wanda Orr	$644.00
Natasha Lewis-Mouton	$618.40
JoAnn Moore	$602.10
Nancy Neal	$577.60
Kathy Bishop	$559.00
Kelleen Bush	$550.00
Linda Bennett	$531.60
Ellen Nielsen	$526.40
Reyna Sywulka	$512.50
Daniele Languillat	$475.00
Wanda Taff	$411.00
Holly Noble	$399.40
Alycia Ibarra	$389.00
Vickie Spurling	$377.50
Linda Hodge	$364.00
Eva Doran	$361.00
Linda Miyatake	$329.00
Kim Huston	$320.80
Genie Pieroni	$319.00
Debbie Thompson	$312.40
Karen Hein	$312.00
Mitzi Walker	$311.00
Denise Pugsley	$305.00
Patricia Ascencio	$302.00
Janice Berlin	$270.00
Carroll Snow	$262.00
Brenda Moore	$258.00
Jolie Nielsen	$253.00
Paula Schraven	$245.20
Marilyn Grissom	$244.00
Lisa Hickerson	$241.00
Linda Hunt	$239.00
Lisa Grier	$238.00
Maggie Contreras	$237.50
Danielle Beutler	$234.00

AUGUST QUEENS

Queen of Wholesale
Yuko Yasuma



Queen of Recruiting
June Shields



Name	08/2026
Stephanie Stewart	$231.00
Mary Estrada	$230.00
Dianna Blackburn	$229.00
Karen Brown	$229.00
Jennifer Kimble	$228.00
Daphne Campbell	$226.80
Katherine Bowker	$226.00
Janet Chapin	$225.00
Mary Waters	$224.00
Janet Bullock	$189.00
Kay Provonsha	$183.00

Name	08/2026
Janet Rios	$181.50
Dolores Zamorano	$130.00
Kelli Wybrant	$106.00
Sara Torres	$104.00
Marilyn Stein	$98.80
Jena Boyd Colvin	$69.00
Gwendolyn Douglas	$54.00
Miriam Magalee-Hutter	$45.00
Julia Jimmons	$23.80

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Gloria Evans	9%	$129.10		
Brenda Moore	8%	$301.19		
Ellen Nielsen	6%	$44.94		
Holly Noble	6%	$62.25		
Wanda Orr	6%	$24.72		
Bobbie Adams	4%	$24.08		
Linda Bennett	4%	$23.10		
Linda Hunt	4%	$8.96		
Teri Nardo	4%	$15.98		
Genie Pieroni	4%	$22.81		
Jeanine Redman	4%	$35.52		
Vickie Spurling	4%	$34.56		
Wanda Taff	4%	$9.24		
Debbie Thompson	4%	$4.24		



Qtr. I 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 Sept. 10	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	$5,052.00	STAR	STAR	STAR	STAR	STAR
Kathy Bishop	$1,808.00	STAR	$592.00	$1,192.00	$1,792.00	$2,992.00
Karen Hein	$1,656.80	$143.20	$743.20	$1,343.20	$1,943.20	$3,143.20
Debbie Thompson	$1,510.50	$289.50	$889.50	$1,489.50	$2,089.50	$3,289.50
Natasha Lewis-Mouton	$1,300.40	$499.60	$1,099.60	$1,699.60	$2,299.60	$3,499.60
Miriam Magalee-Hutter	$1,170.50	$629.50	$1,229.50	$1,829.50	$2,429.50	$3,629.50
Joan Miller	$1,144.80	$655.20	$1,255.20	$1,855.20	$2,455.20	$3,655.20
Ellen Nielsen	$998.40	$801.60	$1,401.60	$2,001.60	$2,601.60	$3,801.60
JoAnn Moore	$969.40	$830.60	$1,430.60	$2,030.60	$2,630.60	$3,830.60
Vickie Spurling	$965.50	$834.50	$1,434.50	$2,034.50	$2,634.50	$3,834.50
Bobbie Adams	$943.50	$856.50	$1,456.50	$2,056.50	$2,656.50	$3,856.50
Wanda Orr	$877.00	$923.00	$1,523.00	$2,123.00	$2,723.00	$3,923.00
Linda Bennett	$799.00	$1,001.00	$1,601.00	$2,201.00	$2,801.00	$4,001.00
Denise Pugsley	$754.20	$1,045.80	$1,645.80	$2,245.80	$2,845.80	$4,045.80
Eva Doran	$740.00	$1,060.00	$1,660.00	$2,260.00	$2,860.00	$4,060.00
Brenda Moore	$738.00	$1,062.00	$1,662.00	$2,262.00	$2,862.00	$4,062.00
Janet Bullock	$722.00	$1,078.00	$1,678.00	$2,278.00	$2,878.00	$4,078.00
Janet Rios	$720.10	$1,079.90	$1,679.90	$2,279.90	$2,879.90	$4,079.90









Name	Birthday
Dawn Trogdon	1
Gloria Evans	2
Patricia Butler	4
Jennifer Kimble	7
Yonnia Martin	7
Judy Shoff	7
Kristi Gammon	11
Yolanda Hall	13
Vickie Spurling	13
Eugenie Boudreau	29
Isabelle Leibig	30
Judith Provenzano	30

Name	Years
Gwendolyn	37
Alycia Ibarra	34
Ellen Nielsen	31
Stacey Campbell	30
Saundra Morelos	29
Rebecca Scherbak	23
Mary Baker	19
Gail Esfahaniha	15
Dianna Blackburn	12
AMBER Ashby	1



September

Beauty Is More Beautiful Shared™



More than a campaign, this is an invitation to pass it on.

What Mary Kay Ash started in 1963 still matters. Help women create better lives, together. Not alone. Not overnight. But alongside others wanting to become more. Hand in hand. Passed on. One step at a time.

As the heartbeat of this Company, you know that better than anyone, because you live it every day.

You show up. Not just for yourself, but for those around you. You believe in others before they believe in themselves, and you say it out loud. You walk beside women as they rise, knowing there's plenty of room at the top. You celebrate the first win as loudly as the thousandth. And share what you've learned while still learning yourself.

THAT'S BEAUTY IS MORE BEAUTIFUL SHARED™ IN ACTION.
It's more than products and beauty tips.
It's shared progress over solo perfection.
Guiding instead of gatekeeping.
The meaningful and the messy.
It's creating space for women to be exactly where they are — learning, trying, failing and becoming.
This isn't about having it all figured out. It's about sharing the journey while you get there. Wherever there is for you.
Beauty Is More Beautiful Shared™ is more than a campaign. It's an invitation for the world to join us. And we're not waiting for perfection to pass it on.



Ready to join the movement?

#BeautyShared Global Social Challenge
Sept. 1 – Oct. 31, 2026
Want to join the movement but not sure where to start? Take on the global social media challenge to bring the Beauty Is More Beautiful Shared™ campaign to life!

How to Participate:

1. Download the **September #BeautyShared Social Inspo.**
2. Personalize each prompt, or use the provided assets available in the Digital Image Library to share on your social media channel(s). You can complete the prompts weekly or at your own pace!
3. Use the hashtag **#BeautyShared** in the caption of your post to complete the challenge.
4. Check back Oct. 1 for the next round of social media challenges.

Why Participate?

You can be an instrumental part of how we share this movement. Think of this as your first step into a community-driven campaign activation.

- Receive a **#BeautyShared Global Social Challenge Certificate** for completing the challenge.
- Earn a chance to be shared or featured on the official Mary Kay global social media channels.

Let's get together on social media to celebrate the campaign launch and make a global impact because Beauty Is More Beautiful Shared™. Join the movement in the My Mary Kay Facebook group. Beginning Sept. 4, visit the group and choose an option in the pinned poll to indicate your participation in the challenge!

PASS BEAUTY ON.	CREATE BELONGING.	CELEBRATE PROGRESS.
Beauty is more meaningful when it is shared. This campaign celebrates passing on what we love, what we've learned and what has helped us grow — from products and beauty tips to confidence, encouragement and possibility.	Confidence grows in community. This campaign celebrates creating spaces where women feel seen, welcomed and supported, and where experiences become relationships and relationships become lasting communities.	Becoming isn't a solo journey. This campaign celebrates walking alongside one another, cheering every step forward and reminding women they don't have to have it all figured out to move forward together.

#BEAUTYSHARED #BEAUTYSHARED #BEAUTYSHARED #BEAUTYSHARED

GLOBAL SOCIAL CHALLENGE TRACKING

WEEK 1: SEPTEMBER 1-5
Gratitude Post

- [ ] Create a post celebrating someone who has helped shape your beauty journey.

WEEK 2: SEPTEMBER 6-12
Favorite Product Post

- [ ] Create a post that shows off a product that's become part of your routine & invite others to share theirs.

WEEK 3: SEPTEMBER 13-19
Beauty Advice Post

- [ ] Celebrate Mary Kay's anniversary by creating a post that reflects on a beauty lesson or advice that you'd pass on to someone else

WEEK 4: SEPTEMBER 20-26
Beauty Hacks Post

- [ ] Create a post to share one beauty hack or tip that's too good to keep to yourself.

WEEK 5: SEPTEMBER 27-30
Shared Experiences Post

- [ ] Create a post showing how beauty becomes more meaningful when it's experienced with others.

SHOW SOME LOVE TO A SISTER CONSULTANT'S POST!

The best way to spread love is by supporting each other. "Like" and comment on at least one fellow Consultant's social media post!

☐ Week 1 ☐ Week 2 ☐ Week 3 ☐ Week 4 ☐ Week 5



Fall/Holiday Products

MAKE IT merrier WITH MARY KAY.



Skinvigorate™ Duo Facial Device, $95



Limited Edition* Gift With Purchase, $14



Limited-Edition† Mary Kay® Brow Kit, $28 each



Limited Edition† MKMen® Invigorating Face Scrub, $20



Limited-Edition† Mary Kay If You Believe® Body Soufflé, $28



Special-Edition† Mary Kay® Blush Stick, $20 each







Mary Kay® Matte Eye Shadow Stick $20 each
Limited-Edition† Mary Kay® Eye Shadow Stick Bundles, $40 each

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

How to Capture Extra Holiday Sales



September 1st—10th:

- ☐ Plan your Holiday Strategy.
- ☐ Call all your customers and offer them a $75 for $35 for all Hostesses who have 3+ guests, $100 in class sales and one class booking! This is great for moms and daughters, Clearproof and TimeWise classes, Trunk/Gift Shows or Office Pampering Parties!

September 11th—15th:

- ☐ Complete your Star!
- ☐ Order your holiday items early.
- ☐ Set up preview appointments with your best customers to get their opinions of what they like. This will help you with Holiday inventory ordering.

September 16th—30th:

- ☐ Begin your preview appointments with customers.
- ☐ Begin sending letters and making follow up calls to local businesses. Start with business owners within your customer base.
- ☐ Hold appointments that you scheduled the 1st part of the month.
- ☐ Do your own personal shopping using our wonderful Mary Kay products and gift items!

Recruit! Build your team in September and October so they can take advantage of the FREE and EXTRA Bonuses with their qualified order, a strong Holiday selling season, and tax advantages for the entire year.

October 1st—15th:

- ☐ Set your goals Retail Sales, interviews held and new team members.
- ☐ Have guests to every meeting!
- ☐ Start "showing, telling and smelling" with everyone you come in contact with.
- ☐ Have your car filled with samples, fragrances and Look Cards and Look Books.
- ☐ Hand out 3 a day for best results. You are planting seeds for your future!
- ☐ Have 10—15 Hostess Packets and Recruiting Packets
- ☐ Start following up with PCP customers.
- ☐ Target: Booking Skincare Classes, Fall Makeovers, Pampering Parties (Satin Hands and Body Care). Offer a variety of choices based on her personal needs. Get in front of them with the products so you can get a wish list filled out for her, interview her and meet more wonderful ladies.
- ☐ Offer a free lipstick / lip gloss to your customers for allowing you 15-30 minutes to share your Career Opportunity so they can earn extra income during the Holiday Season. Tie this in with the above appointment if possible.
- ☐ Now is the time to start booking office visits to do Shopping Coffees/Holiday Preview Parties during break/ lunch time at customer's place of employment or in a neighborhood setting.
- ☐ Continue to follow up with businesses, always adding more to your list.
- ☐ Look ahead at your fall calendar and schedule your Open House(s). This is for Consultants with ample customers locally to them.

October 16th—31st:

- ☐ Continue booking Wish Lists and warm chatting.
- ☐ Have guests at every meeting! Offer a free Lip Gloss for coming.
- ☐ Make sure you have everyone fill out a Wish List!
- ☐ Order items from the holiday catalog for your own gift giving needs.
- ☐ Send out letters to husbands on your list.
- ☐ Offer a variety of classes. Skincare, glamour, pampering, On-the-Go, etc. Begin to talk to everyone about preparing for the holidays.
- ☐ Remind everyone of your gift giving / wrapping service.
- ☐ RECRUIT! Build your team in October so they can take advantage of the holiday selling season and the tax advantages for the entire year.



Dream HOLIDAY Worksheet

WANT TO PROFIT:	DIVIDE BY:	RETAIL SALES GOAL:
$	÷ .40=	

Picture of my Goal

Picture of my WHY

$_____



I Can Do It!

September'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

Waterproof Eyeliner

Enjoy a smooth-glide liner that goes on easy & stays put all day.



Choice of 1: ~~$16~~ $8



Retinol 0.3

Clinically shown to improve the look of wrinkles, skin firmness, radiance and smoothness, plus blotchiness.

~~$70~~ $35

Hydrogel Eye Patches



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

~~$44~~ $22

Ultimate Mascara



Best-selling, extremely volumizing, super thickening ultimate mascara.

Choice of 1: Black, Black Brown

~~$18~~ $9



Oil-Free Eye Make Up Remover

Save your eyes from harsh tugging or pulling, and let the gentle, dual-phase formula go to work.

~~$22~~ $11

Mauve After Dark Glam



A beautiful blend of soft neutrals, shimmering mauves and rich espresso for the perfect everyday-to-glam look.

~~$52~~ $26

Domain Cologne



This spray is a contemporary blend of outdoor notes. Its scent is like "a breath of fresh air."

~~$45~~ $22.50

Fall Lip Favorites



Complete your fall lip wardrobe with rich, hydrating color that leaves lips soft, smooth & moisturized.

Choice of 1:

~~$22~~ $11

Timewise 4-in-1 Cleanser



Gently removes makeup and impurities, leaving skin clean, conditioned and renewed. Available in Normal/Dry or Combo/Oily.

~~$26~~ $13

Apple & Almond Body Care Set



A sweet duo that gently cleanses and moisturizes, leaving skin soft, smooth and beautifully scented.

~~$40~~ $20

Moisturizer Mattifying Hydrating



Lightweight hydration that reduces shine for combination-to-oily skin.

Lightweight hydration that quickly absorbs to nourish normal-to-dry skin.



~~$20~~ $10

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

Gloria Evans,
Senior Sales Director
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Rancho Cucamonga, CA 91730
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gloria.evans11@gmail.com

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.

POINTS TO PARADISE
INDEPENDENT BEAUTY CONSULTANT CHALLENGE