$321,797 Circle of Achievement

SEMINAR year 2024 - 2025

COURT OF SALES *TOP 5*

Kathy Bishop



$20,087

Unit QUEEN of Sales

1st Runner Up

Wanda Orr
$15,811



2nd Runner Up

JoAnn Moore
$14,793



#4 Sales

Bobbie Adams
$13,677



#5 Sales

Ellen Nielsen
$13,028



UNIT COURT OF SALES

#6	#7	#8	#9	#10
Linda Hodge	Wendy Lewis	Karen Hein	Vickie Spurling	Miriam Hutter
				



MOST IMPROVED
Kathy Bishop

ROOKIE OF THE YEAR
Julie Grover



$321,797 Circle of Achievement

SEMINAR year 2024 - 2025

3 Quarter Stars

Kathy Bishop



JoAnn Moore



Wanda Orr



1 or more Stars

Kay Provonsha



Linda Hodge



Ellen Nielsen



Bobbie Adams



REDS with Reds (Jackets)

Brenda Moore



Jeanine Redman



Vickie Spurling



Wanda Orr



Most Consistent POWER YOUR SALES challenge $700+ Yearlong

JoAnn Moore



Wanda Orr



Kathy Bishop



Bobbie Adams



Most Consistent Unit challenge $350+ bi-monthly Yearlong

Kathy Bishop



Wanda Orr



Ellen Nielsen



JoAnn Moore



Bobbie Adams



Vickie Spurling





EVANS EAGLES

POWER YOUR SALES

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

Gloria Evans, Senior Sales Director

POWER UP & GROW

On Target July



Ellen Nielsen	Daniele Languillat	JoAnn Moore	Linda Bennett
			








Wendy Lewis	Kathy Bishop	JoAnn Moore	Linda Bennett	Daniele Languillat	Ellen Nielsen





POWER UP!

July & August Only

$300 wholesale Jul 1-15 or 15-31st will earn this elegant Champagne dinner or evening bag by sharing your special MK sales skills with others during July! Thank you MARY KAY for this amazing and lucrative home business! Orders can be cumulative for each 1/2 month period.



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	Carrie E. Hertz
A1	Sara M. Torres
A3	Christine M. Buege
A3	Stephanie Delgadillo
A3	Laura S. Lemke
I2	Lisa M. Grier
T2	Lita Abella
	Vickie L. Spurling
A1	Kathy R. Bishop
A1	Cathy L. Carter
A2	Susan A. Burgess
A2	Yonnia Martin
A2	Denise G. Pugsley
A3	Leslie D. Erdman
A3	Fern E. Scott
T5	Amy L. Winkles
	Star Team Builders Bobbie Adams
A1	JoAnn Moore
A2	Patricia Beecham
A2	Julie P. Grover
A3	Colleen Nelson
I1	Doris A. Bartelli
I2	Julie Ha
I2	Bonnie Medeiros
T2	Kym Adams
	Karen L. Hein
A2	Bryn R. Dean
A3	Tonya Culpepper
A3	Rita Stegmaier
I3	Laurel Aaker









	Star Team Builders Brenda E. Moore
A1	Paige M. Fuller
A1	Vickie L. Spurling
A3	Karen Brown
T1	Delores James
T2	Darlene Watkins
	Wanda J. Orr
A1	Wendy Lewis
A2	Sonia D. Moss
A3	Kay Provonsha
I1	Dianna L. Blackburn
	Senior Consultants Linda W. Bennett
A1	Jeanine M. Redman
I1	Nancy Neal
	Ellen A. Nielsen
A2	Katherine M. Bowker
A3	Jolie A. Nielsen
I1	Judith A. Mangrum
T2	Tommie S. Nunes
T4	Michelle Ribeiro
	Jeanine M. Redman
A2	Wanda J. Orr
A3	Elizabeth W. Goodwin
I1	Marilyn M. Grissom

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
July 2025 Results

Gloria Evans, Senior Sales Director

POWER UP & GROW: SMART GOALS for Holiday Success!
This season isn't just about selling—it's about soaring. To maximize momentum and joy in your journey, set goals that are:

- Specific: Define what you're aiming for
- Measurable: Define the end result in quantitative or qualitative terms
- Achievable: Push your limits, but keep it realistic so you stay inspired, not overwhelmed
- Relevant: Align every goal with your bigger vision—your Seminar Award, your team's growth, your personal breakthrough
- Time-bound: Give each goal a deadline—because urgency breeds action

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!!*
Ideas to include in your plans...

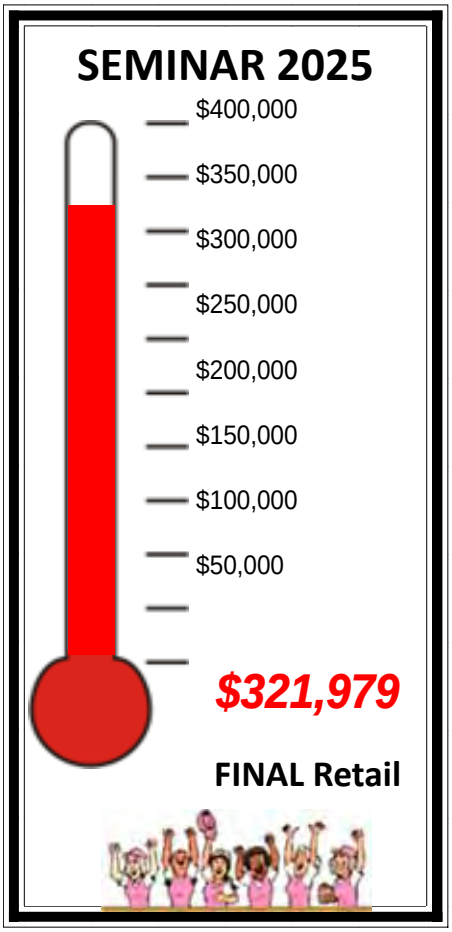
- Business Gift Service
- Fragrance Surveys
- Gift sets
- Holiday Glamour Makoevers
- Holiday Coffees, holiday previews
- Selling to husbands

NEW Fall/Holiday products will be available for ordering Sept. 10 for STARS and PCP participants; Sept. 15 for all consultants. Preferred Customer Program's Fall/ Holiday Look begins mailing Sept. 7. Let your customers know what's hot this holiday season!

Plan, Party, Prosper!
August is your launchpad—while you're sketching your success map, make *parties* your power tool! They're more than fun…
New customers → More bookings → Explosive holiday sales!
The Mary Kay Makeover Contest is your golden ticket through Aug. 31!
Five lucky customers and their consultants each win $5,000!
Why *not* go for it? ***It could be YOU shining at the top!***

Travel your Road to Success with purpose and power! InTouch is your gateway to greatness—explore MK University, Party Central, Team Building, Skin Care, Color and Clinical Solutions. Every tool is designed to sharpen your skills and fuel your confidence. And confidence? *That's the spark that drives your unstoppable business!*

Focus on the faces! POWER UP AND GROW and *Dream Big!*
Love & Appreciation,
Gloria



SEMINAR 2026

"I radiate joy, confidence, and holiday sparkle in every conversation."

"My products bring beauty, warmth, and cheer into every home I serve."

"I trust in my ability to connect, serve, and exceed expectations this season."

"I am a sales elf with a purpose — spreading self-care, confidence, and glam."

"My goals are achievable, my passion is unstoppable, and my impact is undeniable."

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

Name	07/2025
Ellen Nielsen	$782.00
Daniele Languillat	$762.00
JoAnn Moore	$642.00
Linda Bennett	$611.00
Wendy Lewis	$515.50
Kathy Bishop	$432.00
Cathy Carter	$293.00
Carrie Hertz	$269.50
Jeanine Redman	$258.50
Vickie Spurling	$258.00
Susan McBryar	$253.00
Brenda Moore	$241.00
Barbara Shipner	$225.00
Sara Torres	$225.00
Judy Ponzio	$191.50
Christine Buege	$168.00
Bryn Dean	$146.00
Denise Pugsley	$110.00
Bobbie Adams	$87.00
Miriam Magalee-Hutter	$63.00
Karen Brown	$62.00
Jena Boyd Colvin	$58.00
Karen Hein	$54.00
Katherine Bowker	$36.00
Sonia Moss	$33.00

JUNE QUEENS

Queen of Wholesale

Ellen Nielsen



Queen of Recruiting

Judy Ponzio



WELCOME NEW CONSULTANT

Consultant	From	Recruiter
Carrie Hertz	Huntington Beach, CA	Judy Ponzio

WELCOME BACK CONSULTANTS

Jeanine Redman

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Gloria Evans	9%	$122.67		
Judy Ponzio	9%	$59.63		
Vickie Spurling	9%	$75.15		
Brenda Moore	8%	$168.64		
Bobbie Adams	4%	$25.68		
Linda Bennett	4%	$10.34		
Karen Hein	4%	$5.84		
Ellen Nielsen	4%	$1.44		
Wanda Orr	4%	$21.94		

Back to School

BUSINESS BUILDINGS TIPS FOR YOU

1. Consider talking with moms as soon as kids start school - like the week of. Typically a mom's schedule isn't 100% in place, so she may be able to book SOON; consider even offering a BACK TO SCHOOL special for those that book within a week of school starting. If she already has a schedule in place, find a day she isn't busy and get her booked!

2. Make sure you think in advance, "What's in it for her?" Does her and her girlfriends need pampering time? Relaxation time for laughs? Want to understand how to probably apply colors? Answer those questions and then format your party to match what would excite her and her guests!

3. You can have a teacher's party in the teacher's lounge at school. A quick skin care class would be GREAT for teachers on their break. You can even bring an inexpensive sandwich tray and drinks to feed the teachers. They would appreciate it!



4. Bring your kid's teacher a goodie bag, as well as the principle and office staff. This is a great way to establish rapport with your school and also to build your business!

5. Silent marketing: Wear MK shirts, wear your name tag, place magazines and samples in the lobby!

Back to School

SALE ENDS SEPTEMBER 15!

Stock up on all your Back to School must haves before it's too late!

STAPLES

25% off all skin care sets, including the TimeWise Miracle Set!



ERASERS

10% off all supplements, concealers, foundations & eye makeup remover!



CRAYONS



BOGO 50% OFF all Lipsticks and Lip Glosses!

PAINTS & BRUSHES



BOGO 50% OFF all Brushes, Eye and Cheek colors, & Mascaras!

BACKPACKS

15% off all Compacts + the Travel Roll Up Bag!



AFTER SCHOOL

15% off all Body Care products, & Fragrances!



PENCILS



BOGO 50% OFF all Lip, Eye & Brow Liners!

Share this flier with a friend who is not already a Mary Kay customer, have her mention you referred her & receive one item of your choice for half off!

Schedule your Back to School virtual facial or party & get up to $100 in FREE product!!

Consultant Name Call/Text - 555.555.5555
Email - name@marykay.com Shop - marykay.com/name

PB

NEW! Mary Kay® Foundation Finder Tool Available Now



Become the ultimate matchmaker with the AI-powered Mary Kay® Foundation Finder Tool now available on your Mary Kay® Personal Web Site and marykay.com! Say goodbye to guesswork and help your customers discover their perfect foundation shades effortlessly. This innovative digital tool is mobile-friendly and seamlessly integrated into the online shopping experience, providing personalized recommendations based on facial scanning and shade analysis. We recommend using your mobile device for the best user experience.

With the Foundation Finder tool, your customers can find a match in seconds—in the palms of their hands. Whether you're hosting a party, engaging in a one-on-one consultation, or chatting virtually, this tool enhances your business by making it easy to scan, click and find the right shade—one match at a time!

Your customers will also see a "Find My Match" button directly under the "Add to Bag" button while shopping on marykay.com and browsing the Mary Kay® Interactive Catalog for the following Flawless Face products:

- Mary Kay® Silky Setting Powder
- Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15*
- TimeWise® Luminous 3D Foundation
- TimeWise® Matte 3D Foundation

To explore and start using the Mary Kay® Foundation Finder tool, visit marykay.com > Tips & Trends > Foundation Finder. No app downloads necessary!

Don't forget to share this link with your team members and customers and promote it on your social media accounts using the animated image found in the Flawless Face category of the Digital Image Library.

Try the foundation match and Download the MIRROR ME app and have fun!



MirrorMe App Tutorial Video - Video Lounge

August SPECIAL DEALS

50% off
1 Item of Your Choice for Every $50 Purchase
(Up to 4 total items)

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.

~~$36~~ $18

Paint Set:

Cinnamon Glow

A complete look including these 4 eyeshadows & petite palette.



~~$42~~ $21

Paint:

CC Cream



Get easy complexion correction w/ a formula that acts like makeup and is formulated like skin care.

Very Light
Light to Medium
Medium to Deep
Deep
Very Deep

~~$22~~ $11

Acne Eraser:

Acne Treatment Gel



Zit Zapper. It helps clear up pimples fast while helping prevent new ones from forming. Plus, it helps fade the look of lingering acne spots.

~~$14~~ $7

Eye Makeup Eraser:

Oil-Free Eye Make Up Remover



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

~~$20~~ $10

Wrinkle Eraser:

Deep Wrinkle Filler



Targeted formula immediately fills in deep wrinkles & helps improve their appearance over time.

~~$50~~ $25

Eye Wrinkle Eraser:

TimeWise Eye Cream



Skin looks firmer as this quick-absorbing cream brightens the eye area & keeps it moisturized for 12 hours.

~~$38~~ $19

Brushes:

Essential Brush Collection



5 high-quality brushes in a portable clutch.

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

~~$60~~ $30

Crayons:

Gel Semi-Shine Lipstick

Long-lasting wear without drying lips.

Choice of 1:



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

~~$20~~ $10

Highlighter:

Lash Love Mascara



Water resistant Panthenol-Pro Complex® helps condition lashes and helps defend against breakage.

~~$16~~ $8

Nik Creative Designs

For more information on this month's Special Deals

Scan me

MARY KAY.

makeover CONTEST

CINNAMON GLOW





Hazelnut, Cinnabar, Biscotti, & Espresso Eyeshadows
Lash Love Mascara
Shy Blush Cheeks
Nude Beige Lip Liner
Hushed Blush Lipstick

BERRY NOIR





Sunlit Rose & Merlot Eyeshadows
Waterproof Lash Love Mascara
Wineberry Cheeks
Berry Lip Liner
Apple Berry Lipstick

MAUVE HAZE





Dusty Rose Eyeshadow
Brown Eyeliner
Lash Intensity Mascara
Rogue Rose Cheeks
Mauve Nude Lip Liner
Mauve Crush Lipstick

GOLDEN HOUR





Gold Status & Shiny Penny Eyeshadows
Brown Eyeliner
Ultimate Mascara
Golden Copper Cheeks
Spiced Ginger Lipstick

CHAMPAGNE SHIMMER





Crystalline, Smoky Quartz, and Espresso Eyeshadows
Liquid Black Eyeliner
Great Heights Mascara
Shy Blush Cheeks
Red Stiletto Lipstick

ISLAND BREEZE





Smoked-Out Blue Eyeliner
Rose Gold Eyeshadow
Fanorama Mascara
Hot Coral Cheeks
Nude Beige Lip Liner
Sheer Illusions Gloss

Gloria Evans,
Senior Sales Director
Mary Kay Inc.
7314 Greenhaven Ave., #76
Rancho Cucamonga, CA 91730
909-549-6451 cell
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.

July 15 – Aug. 31, 2025

Holiday Selling: Starting early is your secret weapon! It gives you time to build momentum, create buzz, and position yourself as the go-to beauty gift expert. Here are some standout early holiday selling strategies tailored to your style and creative flair:

August & September Power Moves

- **Holiday Open House Prep** Start mapping your plans, shopping your supplies and practicing your gift wrapping skills.
- **Wish List Campaigns** Hand out or email personalized wish lists for clients to fill out. Later, reach out to their gift-givers with curated suggestions. You're not just selling—you're solving holiday stress.
- **Inventory Planning & Giftables** Prep your stock and create themed bundles like "Cozy Glow" or "Winter Radiance." Include mini affirmations or certificates to elevate the experience.
- **Beauty Experiences & Skin Care Parties** Host festive-themed sessions like "Pumpkin Spice & Pamper" or "Fall into Fabulous." These build relationships and set the stage for holiday sales.