

EVANS EAGLES

Power Up and Grow

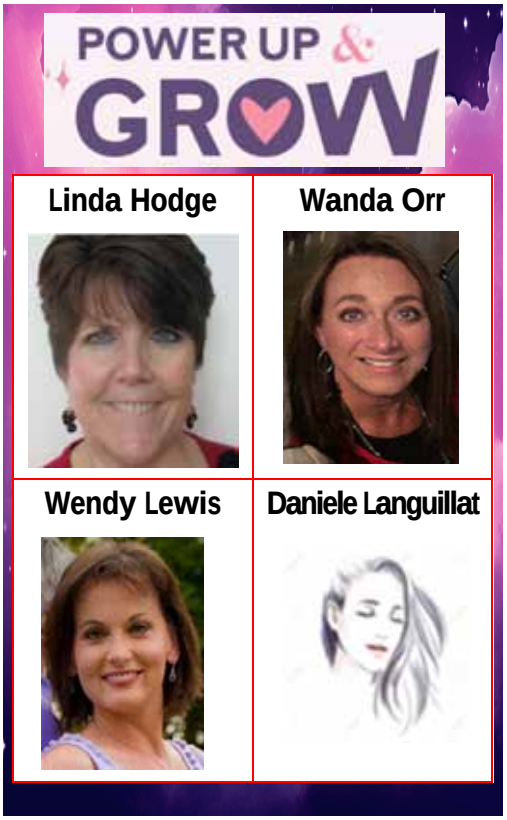
Gloria Evans, Senior Sales Director

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



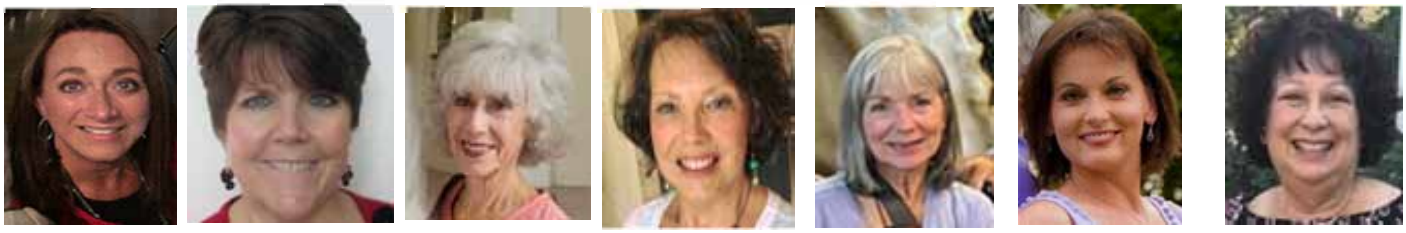
Nov./Dec. On Target



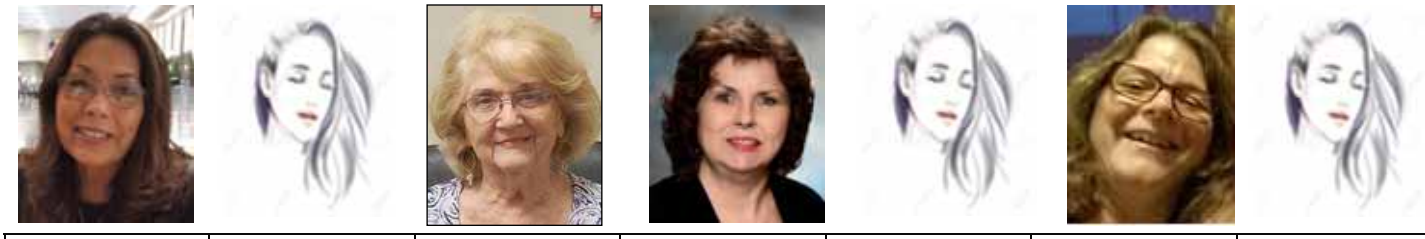


NOVEMBER UNIT CHALLENGE ACHIEVERS

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



Wanda Orr	Linda Hodge	Ellen Nielsen	Denise Pugsley	Karen Hein	Wendy Lewis	Miriam Hutter



Pat Beecham	Tonya Culpepper	Bobbie Adams	Phyllis Cole	Barbara Shipner	Diane Esparza	Daniele Languillat



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	Paige M. Fuller
A1	Vickie L. Spurling
A2	Karen Brown
A3	Delores James
A3	Darlene Watkins
	Judy A. Ponzio
A2	Lita Abella
A2	Lisa M. Grier
A2	Sara M. Torres
A3	Stephanie Delgadillo
A3	Laura S. Lemke
I2	Carrie E. Hertz
T1	Christine M. Buege
	Star Team Builders
	Bobbie Adams
A1	Patricia Beecham
A2	Doris A. Bartelli
A2	JoAnn Moore
A3	Colleen Nelson
I3	Julie P. Grover
T3	Julie Ha
T3	Bonnie Medeiros
T6	Kym Adams
	Wanda J. Orr
A1	Wendy Lewis
A3	Dianna L. Blackburn
A3	Kay Provonsha
I3	Sonia D. Moss
	Vickie L. Spurling
A1	Cathy L. Carter
A1	Denise G. Pugsley
A2	Kathy R. Bishop
I3	Susan A. Burgess
I3	Yonnia Martin
T1	Leslie D. Erdman
T1	Fern E. Scott









	Senior Consultants
	Linda W. Bennett
A2	Nancy Neal
I2	Jeanine M. Redman
	Diana Esparza
A3	Alycia Abbott
	Karen L. Hein
A1	Tonya Culpepper
A1	Rita Stegmaier
I3	Bryn R. Dean
T4	Laurel Aaker
	Ellen A. Nielsen
A2	Katherine M. Bowker
A2	Jolie A. Nielsen
I1	Michelle Ribeiro
T2	Judith A. Mangrum
T6	Tommie S. Nunes
	Kay Provonsha
A2	Heather Fields
	Jeanine M. Redman
A1	Wanda J. Orr
A2	Marilyn M. Grissom
T1	Elizabeth Goodwin
	Sara M. Torres
A3	Laura Montes
I1	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, 2025-June 30, 2026
November 2025 Results

Christmas Bells

Henry Wadsworth Longfellow

I heard the bells on Christmas Day
Their old, familiar carols play,
And wild and sweet
The words repeat
Of peace on earth, good-will to men!

And thought how, as the day had come,
The belfries of all Christendom
Had rolled along
The unbroken song
Of peace on earth, good-will to men!

Till ringing, singing on its way,
The world revolved from night to day,
A voice, a chime,
A chant sublime
Of peace on earth, good-will to men!

Then from each black, accursed mouth
The cannon thundered in the South,
And with the sound
The carols drowned
Of peace on earth, good-will to men!



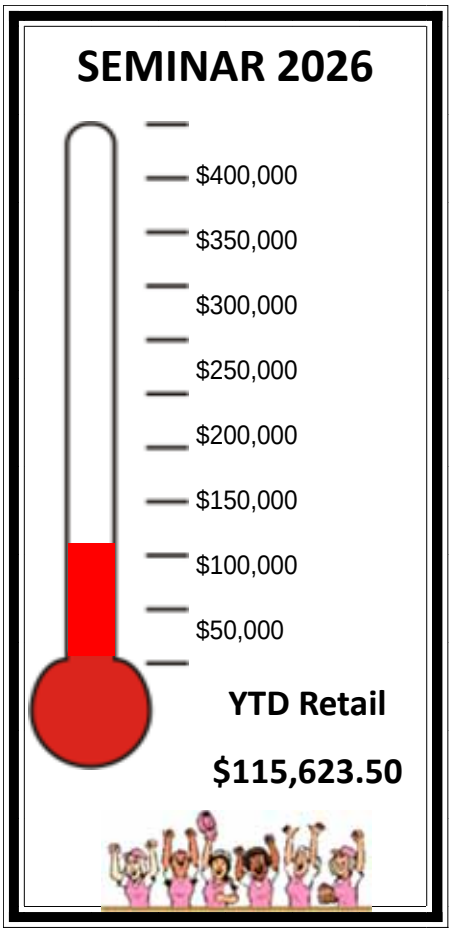
It was as if an earthquake rent
The hearth-stones of a continent,
And made forlorn
The households born
Of peace on earth, good-will to men!

And in despair I bowed my head;
"There is no peace on earth," I said;
"For hate is strong,
And mocks the song
Of peace on earth, good-will to men!"

Then pealed the bells more loud and deep:
"God is not dead, nor doth He sleep;
The Wrong shall fail,
The Right prevail,
With peace on earth, good-will to men."



Merry Christmas
With Love,
Gloria



"Make every day count, make every hour coun t, make every minute count. And don't stop until you have exercised your full potential, realized your impossible dream and fulfilled your total destiny to become the person that you and only you are capable of being. Achieving success is a daily process"

Mary Kay Ash

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

Name	11/2025
Linda Hodge	$1,671.50
Wanda Orr	$1,438.50
Wendy Lewis	$759.50
Daniele Languillat	$600.00
Bobbie Adams	$593.00
Karen Hein	$551.00
Diana Esparza	$493.00
Denise Pugsley	$487.50
Miriam Magalee-Hutter	$474.00
Barbara Shipner	$464.00
Ellen Nielsen	$442.00
Phyllis Cole	$436.00
Vickie Spurling	$432.00
Patricia Beecham	$414.00
Tonya Culpepper	$358.00
Rita Stegmaier	$298.00
Brenda Moore	$277.00
Jena Boyd Colvin	$229.00
Marie Taylor	$229.00
Cathy Carter	$228.00
JoAnn Moore	$176.00
Kathy Bishop	$110.00
Yolanda Hall	$105.50
Mitzi Walker	$93.00
Sara Torres	$56.00
Judy Ponzio	$39.00
Karen Brown	$38.00
Dianna Blackburn	$18.00

NOVEMBER QUEENS

Queen of Wholesale

Linda Hodge



Queen of Recruiting

Position Open

WELCOME NEW CONSULTANT

Consultant From Recruiter

WELCOME BACK CONSULTANTS

Tonya Culpepper Diana Esparza Rita Stegmaier

Marie Taylor

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Judy Ponzio	9%	$5.04		
Wanda Orr	8%	$62.20		
Brenda Moore	9%	$425.70		
Vickie Spurling	6%	$49.53		
Gloria Evans	4%	$48.00		
Bobbie Adams	6%	$35.40		
Karen Hein	4%	$26.24		



BE CONSISTENT:

Set a goal and stick to it. Create a daily routine and remember that consistency is the key to success!

SUCCESS FORMULA:

3+3+3

3 Classes/Week
$300 in Sales/Week
3 Personal Interviews/Week

On Target Qtr. II STARS

Stars deserve to shine!

Consultant Name Updated thru Dec. 1	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
Wanda Orr	$2,209.00	STAR	$191.00	$791.00	$1,391.00	$2,591.00
Linda Hodge	$2,100.50	STAR	$299.50	$899.50	$1,499.50	$2,699.50
Karen Hein	$1,640.50	$159.50	$759.50	$1,359.50	$1,959.50	$3,159.50
Kathy Bishop	$1,323.00	$477.00	$1,077.00	$1,677.00	$2,277.00	$3,477.00
Wendy Lewis	$1,299.50	$500.50	$1,100.50	$1,700.50	$2,300.50	$3,500.50
Daniele Languillat	$1,039.00	$761.00	$1,361.00	$1,961.00	$2,561.00	$3,761.00
Ellen Nielsen	$919.00	$881.00	$1,481.00	$2,081.00	$2,681.00	$3,881.00
Gloria Evans	$892.50	$907.50	$1,507.50	$2,107.50	$2,707.50	$3,907.50
JoAnn Moore	$867.50	$932.50	$1,532.50	$2,132.50	$2,732.50	$3,932.50
Miriam Magalee-Hutter	$835.00	$965.00	$1,565.00	$2,165.00	$2,765.00	$3,965.00
Bobbie Adams	$735.00	$1,065.00	$1,665.00	$2,265.00	$2,865.00	$4,065.00

DEADLINE: DEC. 15



All-Star Star Consultant Program

What does it take to be an *All Star*? In a word, consistency. Consistently booking parties, treating your customers with Golden Rule customer service, tracking your goals and working your plan.

To participate in the *All-Star* Star Consultant Program and to achieve amazing rewards and prizes, Independent Beauty Consultants must achieve Star Consultant status all four quarters of a Seminar year.

When you achieve *All-Star* status for the 2025–2026 Seminar year, you can earn one of the fabulous rewards. These handbags and accessories are from international designer brand Dune London, and of course, they go well with all things pink!



FYI: NBC just did a story on what is the biggest trend in Generation Alpha those born 2010 and after-for gifts this year- It's **SKIN CARE**, they want cleanser, moisturizer, masks and simple systems. They are highly influenced by social media, Instagram, TiK Tok and You Tube Videos. the expected income from this group alone is 1.2 billion $$$ this next year. Happy Selling!!!
Veronica Ten Eyck







My Christmas Gift to You

BY MARY KAY ASH

I would give you **LOVE**, but you have had it since the day our paths first crossed

I would give you **FRIENDSHIP**, if I weren't offering it to you daily and if you did not have it so abundantly in each other

I would give you **FAITH**, but it is not mine to give; each must find her own

I would give you **SMOOTH SAILING**, if it were not promised that it is through adversity we develop strength

I would make your life **EASY**, had God not said, the task was not to make life easy but to make us great!

I would make you **GREAT**

I would give you **LIGHT**, but it has already come

Instead I will give you...

ENCOURAGEMENT when you stumble, as we all do

An **EXAMPLE** of what to be - and what not to be

A **DREAM** for your life, for what I know you can make it

HOPE for a bigger and brighter tomorrow

An **ANSWER** to your every question

A **GLIMPSE** into unparalleled opportunity for you and your family

A **BLUEPRINT** tailored to suit your circumstances, to reach your goals

And a **WISH FOR CHRISTMAS** and everyday...
that you might have life, and have it more abundantly!

God bless you and your family.
May you have a happy and blessed Christmas,
and a healthy prosperous New Year!

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Be Happy..

Enjoy every moment of your life..



Life is too short to waste on grudges..

Laugh when you can, Apologize when you should..

and let go of what you can't change..





Have you done your STP Today?
See The People, Show The Product, Share The Plan

20 December Selling & Business Building Ideas!

- ***Continue follow up from Look Book Mailing.***
- ***Make a few gifts---bring around in a basket.***
- ***Make Gift Ads--photos of gift ideas w/prices on them!***
- ***Promote Gift Ads & Gift Services on Social Media.***
- ***Contacts Friends & Customers--Request Wish Lists.***
- ***Follow up with Wish Lists received.***
- ***Create a VIP Faceobook Group for special customers and offer special pricing and deals.***
- ***Contact Men & Offer Gift Services.***
- ***Contact Women & Offer Gift & Beauty Services.***
- ***Make a Mary Kay Gift Mobile--Your trunk full of gifts!***
- ***Visit friends and family & show them your gift ideas!***
- **Do an Online Gift Party in your FB Customer Group.**
- **Do Online Videos in your Facebook Customer Group.**
- **Send texts to VIP Customers w/photos of gift ideas.**
- **Schedule Holiday Makeovers.**
- **Shedule After-Christmas Makeovers/Parties.**
- **Plan an After Christmas Sale (Stores do it!) Perhaps even a special event at your home!**
- **Plan an event in your FB group for 12/26-12/31.**
- **Give Mary Kay for your Christmas Gifts to Others--Saving Money is making money!**
- **Be Generous - Also give Mary Kay gifts to UPS, FedEx, USPS & all people who service you!**

Need Gifts?

SHOP FROM YOUR OWN STORE!





Shimmer Eye Shadow Sticks $20 = $10 for you!



Hydrogel Eye Patches $44 = $22 for you!



TimeWise Miracle Set® $116 = $58 for you!



Repair Revealing Radiance Facial Peel $68= $34 for you!



Clearproof® set! $56 = $28 for you!



Essentials Brush Set $60 = $30 for you!



Clinical Solutions Barrier Restore 1:1:3 $46 = $23 for you!



Roll up Bag $40 = $20 for you!



Ultimate Mascara $16 = $8 for you!



Oil-Free Eye Makeup Remover $20 = $10 for you!



Satin Hands Set $38 = $19 for you!



Satin Lips $26 = $13 for you!



Microdermabrasion Plus Set $58 = $29 for you!



Lip Gloss $18 = $9 for you!



Perfume or Cologne $36–$80 = $18–$40 for you!



Silky Setting Powder $20 = $10 for you!



Mix & Mask Set & Mask Applicator $64 = $32 for you!



Perfect Palette $20 = $10 for you! (Unfilled)



Gel Semi-Shine or Matte Lipstick $20 = $10 for you!

Winter Look Book QR Code

SMART BUSINESS OWNERS SHOP FROM THEIR OWN STORES... BE A SMART BUSINESS OWNER!

Use the camera on your phone to scan the QR code to view the Fall/Holiday Look Book

Epic Legacy Team



Sparkle!

Holidays: A Time for Sharing!

With the influx of parties, plus exciting NEW products, now is a great time to look for those who may want a new opportunity and would be great on your Mary Kay team! You can use the four-point team-building plan, developed by Mary Kay Ash herself!

1. Ask your hostess to suggest potential new team members.
2. Tell your heartfelt, enthusiastic I-story.
3. Share the Mary Kay opportunity with at least one guest. Consider giving her the MK start up options, then follow up or meet her later if she wants more information.

Holiday Stats

- Approximately 93 percent of Americans celebrates Christmas.
- Holiday shopping starts around September with the majority taking place in October and November. Online sales peak the second week of December.
- Most money is spent on gifts for family, followed by friends, co-workers, service providers and others.
- Online holiday sales are growing.

FIVE Open House Time-Savers!

1. You don't need to spend a lot of time to have a fantastic party. Consider serving time-saving appetizers like premade mini quiches or break-and-bake cookies.

2. Keep decorations simple but festive. Use silver table cloths and add pops of berry and teal for a twist on the traditional red and green. This way, you're free to use decorations again for Valentine's Day or Mother's Day.

3. Set the mood with soft but upbeat holiday background music.

4. Use merchandising ideas found on Mary Kay InTouch®, including gift bags, tags and ribbon.

5. Visit marykayintouch.com to find a wish list, invitations and product display ideas.

Who Should I Invite?

Start with your customers, family, neighbors, friends, work associates and teachers. You also can ask a fellow Independent Beauty Consultant to host an event with you.

BE A STAR!

The deadline to be a 2nd Quarter Star is December 15th.

Use these sales ideas to help you reach your STAR goal!

Contact husbands/ significant others of your customers and offer exclusive holiday gift giving services.

Hand out 10 samples EVERY day and follow up with 2 NEW Bookings a day. Your Goal? Book 8 to hold 5 selling appointments!

Deliver reorders and up sell by selling at least one additional item per customer. *Focus on 1 or 2 products to promote for upselling!

Challenge 3 friends to sell $100 EACH and reward them with a lunch date (on you) when they complete their $100 goal!

Demo Satin Hands on 30 people to sell 15 sets! Visit schools, nail salons, medical offices, etc. and offer them a 5 minute pampering treat!

Sell discounted Gift Certificates:

$175 for only $125
$125 for only $100
$75 for only $50

Contact customers with December birthdays and offer a 15% discount on purchases made BEFORE 12/15. Offer 20% off if she shares her appointment with 3 friends!

Hand out 30 samples of TimeWise Repair and offer a 10% discount on the purchase of the set. Make it your goal to sell 5 sets!

Book 5 guests/models for your meeting and offer her 1 glamour item 1/2 off when she purchases $50 or more.

Host a Holiday Open House and showcase gift sets and the new products. *Focus on selling at least 10 sets for $100 each!

Sell $24 to 24 people in 24 hours! Do this TWICE and you'll have nearly $1,200 in sales!

Hold a phone lottery and tell customers one lucky winner will receive their order for FREE! Sell at least S20 to 20 customers for $400 in sales.

YEAR-END TAX CHECKLIST

Here are the 6 Most important things that you can do at year end to be a $mart businesswoman & be prepared for tax time!

1. **Roll Up Bag Refresh.** Go through your Starter Kit to refresh & restock any items that you are running low on or that you wish to start demonstrating at your parties. Make a list of these & other items that you used during the year. Label them "Demo Items" as these are tax deductible. Refresh & restock your own personal Travel Roll Up Bag. Be sure to use Mary Kay from head to toe! Make a list of these & other items that you used for yourself during the year. Label them "Personal Use Items." Although these are not tax deductible, you must report this number to your accountant.

2. **Count your Section 1 Inventory.** The easiest way to do this is to start an order on InTouch. As you count things on your shelf, add them to the order. Instead of placing the order, print the order. Your wholesale value will automatically be calculated and printed at the top. You do not need to include any Section 2 items. For products on your shelf that are not available for order from the company, make a list of each item & its wholesale cost. These will be categorized as "Discontinued Items" and can be written off on your tax return.

3. **Take a photo of the odometers** on all of the cars that you had available for use.

4. **Take a photo of your home office space.** Measure the square footage of the space. The space doesn't have to be an entirely separate room; however, it does need to be exclusively used for your business.

5. **File all of your receipts.** Grab an expandable file at your local office supply store, and have one slot for each income & expense category on your tax return. Sort your receipts & important documents into the appropriate slot.

6. **Print Your Income Advisory Statement.** This is a summary sheet that your accountant will need in order to file your taxes. You can find this in the Reports section of Mary Kay InTouch.

CONGRATULATIONS FOR BEING A $MART BUSINESSWOMAN!







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Senior Sales Director
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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.

Merry Christmas

POWER UP & GROW

Mary Kay star consultant Program 800 star credits

Order $600 or more in wholesale Section 1 products* in both months: **November and December 2025** to earn 800 star credits.