

EVANS EAGLES

POWER YOUR SALES

Gloria Evans, Senior Sales Director

July 1, 2024-June 30, 2025
June 2025 Results



June Achievers

$700+w/s

Karen Hein	Bobbie Adams	Wanda Orr	Gloria Evans
			

JUNE UNIT CHALLENGE WINNERS

Place $350 w.s. 1st thru 15th
Place $350 w.s. 16th thru 31st


Judy Ponzio


Bobbie Adams


Karen Hein


Linda Miyatake


Susan Burgess


Ellen Nielsen


Wanda Orr




JoAnn Moore


Pat Ascencio


Vickie Spurling


Pat Beecham





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 Bobbie Adams
A1	Patricia Beecham
A1	Julie P. Grover
A1	JoAnn Moore
A2	Colleen Nelson
A3	Doris A. Bartelli
I1	Julie Ha
I1	Bonnie Medeiros
T1	Kym Adams
	Vickie L. Spurling
A1	Susan A. Burgess
A1	Yonnia Martin
A1	Denise G. Pugsley
A2	Kathy R. Bishop
A2	Leslie D. Erdman
A2	Fern E. Scott
I2	Cathy L. Carter
T4	Amy L. Winkles
	Star Team Builders **Karen L. Hein**
A1	Bryn R. Dean
A2	Tonya Culpepper
A2	Rita Stegmaier
I2	Laurel Aaker
	Brenda E. Moore
A1	Paige M. Fuller
A1	Vickie L. Spurling
A2	Karen Brown
I3	Delores James
T1	Darlene Watkins









	Star Team Builders Ellen A. Nielsen
A1	Katherine M. Bowker
A2	Jolie A. Nielsen
A3	Judith A. Mangrum
T1	Tommie S. Nunes
T3	Michelle Ribeiro
	Wanda J. Orr
A1	Sonia D. Moss
A2	Wendy Lewis
A2	Kay Provonsha
A3	Dianna L. Blackburn
	Judy A. Ponzio
A2	Christine M. Buege
A2	Stephanie Delgadillo
A2	Laura S. Lemke
A2	Sara M. Torres
I1	Lisa M. Grier
T1	Lita Abella
	Jeanine M. Redman
A1	Wanda J. Orr
A2	Elizabeth W. Goodwin
A3	Marilyn M. Grissom
	Senior Consultants **Linda W. Bennett**
A3	Nancy Neal
I3	Jeanine M. Redman
	Phyllis H. Cole
A3	Aimee Miramontes
	Sara M. Torres
A3	Laura Montes
I2	Gail Esfahaniha
T4	Baylee T. Bunn

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%.



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POWER YOUR SALES

Gloria Evans, Senior Sales Director

July 1, 2024-June 30, 2025
June 2025 Results

Happy New Year! Welcome to Seminar 2026!...filled with opportunities for a new beginning, new goals and dreams! The FIRST DAYS of a NEW YEAR are a DISTINCT time for making RESOLUTIONS....but they have to be put into ACTION. In order to make this new year a productive and growing year, I suggest in addition to selling product, that you make it your top priority to also team build.

START WITH A BANG, setting your goal to achieve the Power Up & Grow Company Challenge by selling $600 retail in both July & August. In addition, by achieving $600 in w/s orders each month, you'll be a STAR CONSULTANT and on your way to 4 Quarter Star Consistency.

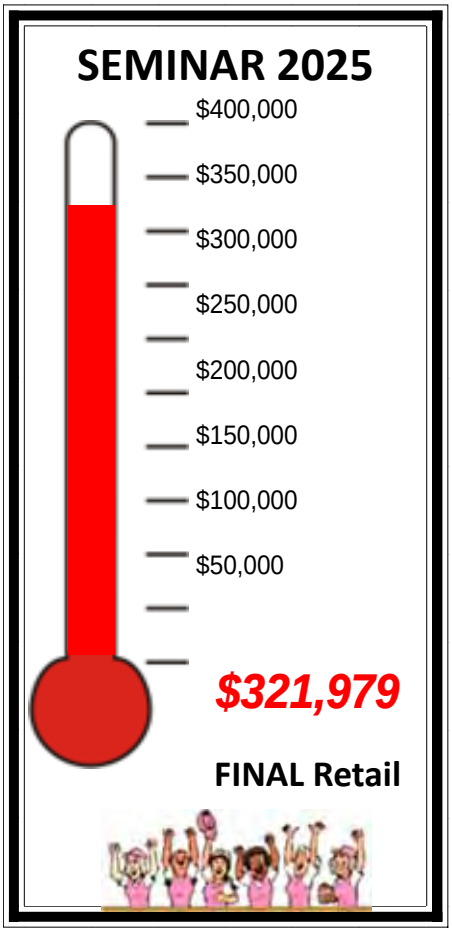
DREAM, Visualize, Listen to Success Stories, believe in our product, our opportunity, and most importantly, BELIEVE IN YOURSELF. Take care of yourself! *Surround yourself with those who share in your dream! Hang out with the movers and shakers, the doers, the achievers, and those who help to keep your dream alive*. Do you want DIFFERENT results this year? Then let's close the door on last year; open the front door to the New Seminar year. RECOMMIT to doing everything far better and far greater this year. Break out of the shackles of self-doubt, inferiority, fear and invest in YOU!

It's a good time to sit down and reflect on last Seminar year - - did you take a risk? Did you take a chance on YOU? You are worth the RISK! Maybe it's time to step out and GROW, and become the HAPPY, CONFIDENT, FULFILLED PERSON AND MARY KAY CONSULTANT/DIRECTOR THAT YOU CAN BE!...that I want you to be and that GOD wants you to be!

MAKE THIS YEAR COUNT! Make it your year to step out of the ordinary and make claim to being extrodinary! Give your career the first class effort and time that it deserves to make it grow! Take your opportunity and make the very most of it on a daily basis by planting and sowing seeds and reap your fantasict harvest!

You are in my thoughts as we begin this glorious New Mary Kay Seminar Year! May we each have a bright new beginning and a happy ending to the 2025-2026 year! Here's to breaking new ground, turning over a new leaf, and reaching a little higher each DAY. It is a NEW DAY and A NEW YEAR! Make it YOURS!

Love & Appreciation
I BEE-lieve in YOU!
Gloria



SEMINAR 2026

Every champion once stood at the same starting line. It's not where you begin, but how fiercely you move forward.

With care, patience, and the right environment, your business can bloom beautifully.

Goal Setting

Don't limit yourself! Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember you can achieve.
Mary Kay Ash

Why Set Goals?

1. When goals are set, things happen.
2. Goals make you feel good about yourself and provide attitude adjustments.
3. Goals establish self-discipline, motivation, good habits and patterns to follow.
4. Goals give you direction and purpose, and take you where you want to go.
5. A goal will stop others from controlling your life.





Goals Can Be Negative If:

1. They are too big.
2. They are out of your sphere of interest.
3. You believe luck is necessary to arrive at your destination.
4. You set your goal by comparing yourself with others' accomplishments.
5. You are doing it for someone else.

Setting A Goal

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are. Goals must be "BIG" according to your ability.
7. Determine what you are capable of in a day, a week, a month and a year.
8. Write your goals in detail and talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.

Set another goal immediately upon reaching a goal.

Reasons Most People Do Not Set Goals:

1. They are not sold on the benefits.
2. They feel it's safer not to.
3. They fear commitment, failure or success.
4. They have a poor attitude or focus.
5. They don't want to work.



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

Name	06/2025
Bobbie Adams	$936.85
Wanda Orr	$751.50
Karen Hein	$751.40
Ellen Nielsen	$655.00
Patricia Ascencio	$639.40
Vickie Spurling	$473.00
Susan Burgess	$446.00
Judy Ponzio	$438.50
Phyllis Cole	$415.80
Denise Pugsley	$383.70
JoAnn Moore	$372.40
Patricia Beecham	$362.00
Linda Miyatake	$358.00
Julie Grover	$336.50
Bryn Dean	$286.00
Miriam Magalee-Hutter	$285.70
Linda Hodge	$278.60
Antoinette Gurney	$257.00
Patricia Brock	$250.00
Kim Huston	$242.25
Sonia Moss	$236.00
Mitzi Walker	$236.00
Sheila Mathis	$234.50
Yonnia Martin	$230.00
R. Adame	$229.75
Patricia Butler	$226.50
Katherine Bowker	$226.00
Daphne Campbell	$225.10
Kathy Bishop	$174.00
Karen Brown	$97.00
Sara Torres	$88.00
Barbara Shipner	$66.00
Jena Boyd Colvin	$52.00
Margie Mink	$44.00
Rita Stegmaier	$44.00
Dianna Blackburn	$32.00
Leslie Erdman	$30.00
Gloria Evans	$1,317.00

JUNE QUEENS

Queen of Wholesale	Queen of Recruiting
Bobbie Adams	**Position Open**



WELCOME NEW CONSULTANT

Consultant	From	Recruiter

WELCOME BACK CONSULTANTS

Susan Burges
Yonnia Martin
Bryn Dean
Kim Huston

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Bobbie Adams	9%	$96.38		
Gloria Evans	9%	$98.50		
Vickie Spurling	9%	$113.73		
Brenda Moore	8%	$379.87		
Karen Hein	6%	$19.80		
Wanda Orr	6%	$16.08		
Ellen Nielsen	4%	$9.04		
Judy Ponzio	4%	$3.52		

Grow Your Sales With the *Power UP & Grow* Selling Challenge!
July 1 – Dec. 31, 2025

Challenge Your Sales Growth:

- **Goal:** Achieve personal retail sales of $600 or more in wholesale Section 1 products* for two consecutive months during any of the challenge time frames:
  - July 1 – Aug. 30, 2025
  - Sept. 1 – Oct. 31, 2025
  - Nov. 1 – Dec. 31, 2025





Earn this Mary Kay Packed Party Earring Set and 400 Star Credits!

Achieve $600 in retail sales of wholesale section 1 products* in both months: July and August 2025 to earn this exclusive Mary Kay Packed Party earring set and 400 star credits.



Affirmations for a Bold, Beautiful 2026

Business & Consistency

- *"I joyfully achieve my monthly Company and Consistency Challenges with grace and grit."*
- *"Each $1,200 in sales is a seed I sow toward my legacy of success."*
- *"I am a Star Consultant because I choose daily dedication over doubt."*

Personal Growth & Confidence

- *"I am boldly stepping into the extraordinary life God has called me to live."*
- *"Fear has no power here—only faith, courage, and divine momentum."*
- *"Each day I grow happier, more confident, and fulfilled as the woman and leader I am becoming."*

Vision & Faith

- *"I plant good seeds daily, trusting in the abundant harvest ahead."*
- *"My future is as bright as my belief in it."*
- *"I am walking into this New Year with purpose in my step and joy in my heart."*

Summer Break Business Boost

Balance your time, mindset, and image to keep your Mary Kay business sizzling!

1. Manage Your Time Like a Pro

Dedicate just 15-20 minutes daily for quick business tasks—follow-ups, posts, or planning.

2. Host "Cool & Casual" Parties

Keep parties fun, relaxed, and short to fit summer schedules—perfect for sharing summer skincare and makeup must-haves.

3. Keep Your Image Fresh & Fabulous

Rock lightweight, SPF-packed skincare and share your summer look on social media to stay visible and inspire customers.

4. Cultivate a Positive Mindset

Set small daily goals to stay motivated without becoming overwhelmed.

5. Connect During Downtime

Use summer moments to send quick check-ins or tips to customers and prospects—easy ways to nurture relationships.

6. Plan Your Fall Kickoff Now

Prep your goals and schedule so you hit the ground running when summer winds down.

7. Visualize Your Success

Picture your goals and review them weekly to stay on track and motivated.

IF YOUR MAIN CONCERN IS WRINKLES



RADIANCE CHEMICAL EXFOLIANT



VITAMIN C + RESVERATROL SERUM



DYNAMIC WRINKLE LIMITER



CLINICAL SOLUTIONS RETINOL 0.5 SET

IF YOUR MAIN CONCERN IS ACNE/OIL



CHARCOAL DETOX FACE MASK



OIL FREE HYDRATING GEL



CLEAR PROOF ACNE LINE



EXFOLIATING SCRUB

IF YOUR MAIN CONCERN IS DRYNESS



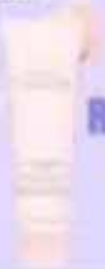
EXTRA EMOLLIENT CREAM



INTENSE MOISTURIZING CREAM



NOURISHING OIL W/ VITAMIN E



GEL RENEWAL FACE MASK

IF YOUR MAIN CONCERN IS PIGMENTATION OR SUN SPOTS



MACHIMADE + FERULIC ACID SERUM

VITAMIN C +E REPLENISHING SERUM



CLINICAL SOLUTIONS RETINOL 0.5 SET



RADIANCE CHEMICAL EXFOLIANT

IF YOUR MAIN CONCERN IS REDNESS



CLINICAL SOLUTIONS FACIAL MILK



CHARCOAL DETOX FACE MASK



AFTER SUN REPLEN GEL



NOURISHING OIL W/ VITAMIN E

July SPECIAL DEALS

50% off
1 Item of Your Choice for Every $50 Purchase

Mineral Facial Sunscreen

Guard against UVA and UVB rays with this 100% mineral sunscreen powered by zinc oxide.

~~$28~~ $14



Biscotti & Blossom Glam



A complete look perfect for the month including these 4 eyeshadows & petite palette.

~~$42~~ $21

Ferulic + Niacinamide Brightener



Diminish dark spots, and say hello to brighter skin with this dermocosmetic booster.

~~$38~~ $19



Waterproof Liquid Eyeliner

Create precise eye looks with ease using the pen-style tip for ultimate control and detail.

~~$18~~ $9



Waterproof Mascara

Love your lashes with waterproof definition.

~~$16~~ $8



Foundation Primer

Enhances foundation benefits & extends wear.

~~$20~~ $10



Makeup Finishing Spray

Avoid Makeup Meltdown, Staying Power--Up To 16 Hours.

~~$20~~ $10

Waterproof Lip Liner

Kiss lip liner worries goodbye. Wear this fade- and transfer-resistant lip liner to help extend lipstick and lip gloss wear time.



~~$14~~ $7

Blending Sponge



It's perfect for precision application and blending of liquid & cream foundations, concealers and more, like sunscreen.

~~$12~~ $6

Beauty Blotters

Powder-free tissues instantly absorb excess oil without disturbing make up leaving a soft, matte finish.



~~$8~~ $4

High Intensity Ocean Cologne



A fresh, citrus-marine fragrance for the active man who loves the sea.

~~$46~~ $23

Scan me

For more information on this month's Special Deals

Pink Coaster Designs

Up Selling Scripts

(This is just like McDonald's asking, "Would you like fries with that?" or Panera asking, "Would you like to add a 99 cent pastry?")

(If they order $50+, I send this text with the image of the special deals.)
Ok fabulous! You qualify for one of our 1/2 price Special Deals. What would you like as your 1/2 price special deal?

(If they order less than $50, I send this text with the image of the special deals.)
Ok fabulous! Thank you! Do you need a new brush to go with the powder you are ordering? Cleanser, mascara, remover? You are 30 away from qualifying for our 1/2 price deals

(If they order $100+, I send this text with the image of the special deals.)
Ok fabulous! You qualify for 2 of our 1/2 price Special Deals. What would you like as your 2 1/2 price special deals?

Double Deals

(Watch the video at the top of this link/email for more information on offering Double Deals.)

You can offer "Double Deal Days" for a **short period** of time like 2-4 days.
It doesn't cost you anything and it is giving you the opportunity to sell more product!

When I did this in October '22, I had 5 orders from the first message. When I followed up with a text later on the last day of the deals, I had 12 more orders. One of those 12 orders was almost $500 from a customer who hadn't purchased since I met her in 2020. *There's fortune in the follow up. ;)*

First Message:

Hey {{firstName}}! 👀 It is is Double Deals Days! 👀 Today & Tomorrow (6/12-6/13) you can get 2️⃣ special deals for every 💲 50 you purchase instead of 1️⃣! I am mailing out lots of goodies tomorrow. 💄 What are you running low on or what new products would you like to try to keep yourself looking gorgeous? I really appreciate you & your loyalty. - Monica, your MK girl www.marykay.com/yourwebsite 💋

Follow Up Message on the Last Day of Your Double Deals:

Hey, I just wanted to touch base and see if there was anything you might be running low on or something new you would like to try since our double deals ends today. If not, no worries and thank you for all your support!!! I appreciate you, {{firstName}}!! Stay warm & beautiful. 💋 Monica

Let's Celebrate!

4TH Of JULY INDEPENDENCE DAY Sale!

BUY ANY 4 PRODUCTS BELOW FOR $44

Satin Lips Shea Butter Balm $14



Deeply moisturize lips and leave them feeling nourished!

Satin Hands Nourishing Shea Hand Cream $14



Moisturize skin for 24 hours! Available in White Tea & Citrus and Fragance Free.

Mint Bliss Energizing Lotion $12



Helps tired feet and legs feel revived!

Lash Love® Waterproof Mascara $16



Wow your lashes with waterproof Definition!

Waterproof Eye or Lip Liner $14ea



Fade and transfer resistant. Stays devoted to lips for hours!

Satin Hands Shea Hand Soap $10



Wash up without drying out! Fragrance Free.

Unlimited Lip Gloss $18



Non-tacky, non-sticky layers of shine. Choose from 14 shades.

Petite Palette (Unfilled) $10



Holds up to 4 Shades of Chromafusion Eye Shadows for the perfect eye look.

Scented Body Lotion $16



Available in Apple & Almond or Berry & Vanilla

Beauty Blotters $8



Instantly absorb oil without disturbing your makeup!

Extra Emollient Night Cream $18



Replenish hydration and retain natural moisture!

Indulge Soothing Eye Gel $20



Refresh a Tired Looking Appearance!

Micellar Water $18

A versatile and gentle way to cleanse skin. No need to rinse!

Mask Applicator $16



Maximize your masking sessions with less product waste!

Chromafusion Eye Shadow $8ea



Pigment-rich, lifeproof color that holds strong for 12 hours!

Undereye Corrector $16



Neutralizes dark circles and brightens the undereye area for a refreshed, wide-awake appearance!

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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Mary Kay Inc.
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Rancho Cucamonga, CA 91730
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Contest Details

July 15 – Aug. 31, 2025

WHAT TO WIN:
Five lucky winners (and their Independent Beauty Consultants) will each receive:

A $5,000 Visa gift card.
An assortment of *Mary Kay*® products valued at $500.

Pro Tip: The more contest entries you have, the greater your chances of winning! So book your color appointments now!

See InTouch for full details!