

EVANS EAGLES

POWER YOUR SALES

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

Gloria Evans, Senior Sales Director



May Achievers

$700+w/s

Patricia Peppers	Bobbie Adams	Fern Scott	Wanda Orr
			

MAY UNIT CHALLENGE WINNERS *SO FAR*

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











JoAnn Moore	Karen Hein	Wanda Orr	Pat Peppers	Bobbie Adams	Fern Scott	Kathy Bishop








Tonya Culpepper	Mitzi Walker	Alison Sommer	Kay Provonsha	Elizabeth Goodwin	Wendy Lewis





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	Julie P. Grover
A1	JoAnn Moore
A1	Colleen Nelson
A2	Doris A. Bartelli
A3	Patricia Beecham
I3	Kym Adams
N3	Julie Ha
N3	Bonnie Medeiros
	Judy A. Ponzio
A1	Christine M. Buege
A1	Stephanie Delgadillo
A1	Laura S. Lemke
A1	Sara M. Torres
A3	Lisa M. Grier
I3	Lita Abella
	Star Team Builders Brenda E. Moore
A1	Karen Brown
A1	Paige M. Fuller
A2	Vickie L. Spurling
I2	Delores James
I3	Darlene Watkins
	Ellen A. Nielsen
A1	Jolie A. Nielsen
A2	Katherine M. Bowker
A2	Judith A. Mangrum
I3	Tommie S. Nunes
T2	Michelle Ribeiro









	Star Team Builders Wanda J. Orr
A1	Wendy Lewis
A1	Kay Provonsha
A2	Dianna L. Blackburn
I2	Sonia D. Moss
	Jeanine M. Redman
A1	Elizabeth W. Goodwin
A1	Wanda J. Orr
A2	Marilyn M. Grissom
	Vickie L. Spurling
A1	Kathy R. Bishop
A1	Leslie D. Erdman
A1	Fern E. Scott
A2	Denise G. Pugsley
I1	Cathy L. Carter
I3	Yonnia Martin
T3	Susan A. Burgess
T3	Amy L. Winkles
	Senior Consultants Linda W. Bennett
A2	Nancy Neal
I2	Jeanine M. Redman
	Phyllis H. Cole
A2	Aimee Miramontes
	Karen L. Hein
A1	Tonya Culpepper
A1	Rita Stegmaier
I1	Laurel Aaker
T4	Bryn R. Dean
	Kay Provonsha
A3	Heather Fields
T4	Baylee T. Bunn
	Sara M. Torres
A2	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%.



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Gloria Evans, Senior Sales Director

POWER YOUR SALES TO FINISH THE RACE OF SEMINAR 2025

WOW...Our final month of SEMINAR 2025. Have you set your June goals? Let's put the pedal to the medal and AIM FOR SKY -HIGH SUCCESS as we soar together through the FINISH LINE!

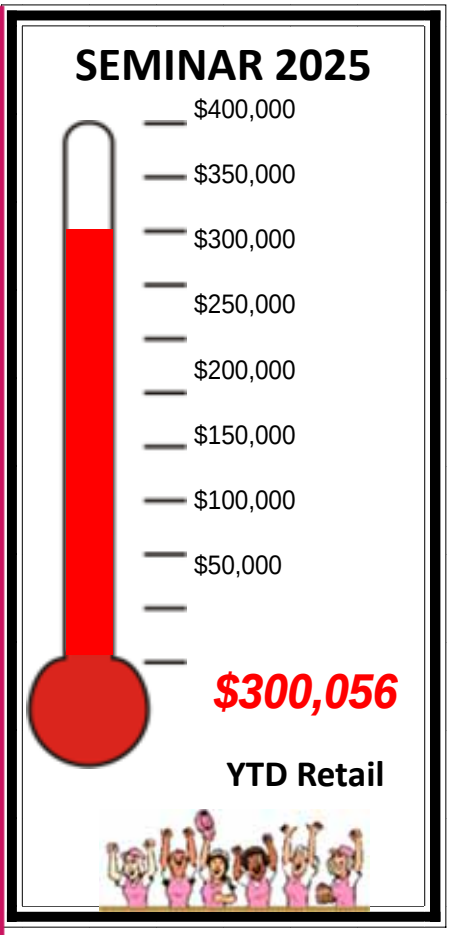
BOOK FACES for online or in person appointments. Do you utilize the Shop MY Party link for your Preferred Customers? —How about offering FREE product when they share their link with friends and family and achieve $200, $300, $400 and more in sales? The possibilities are endless! Most every person you know wants beautifying and that is we do.

Finish your STAR by June 15th—have you picked the prize you're working for? Share it with your customers—they love helping us reach our goals! FATHER'S DAY June 15. Let every woman on your contact list know about our NEW fabulous men's products!. Ask them, 'Can I be your Personal Shopper?". I"ll give you a hassle free gift shopping experience for any occasion by providing an excellent gift, wrapping, and delivery. And don't forget to include a gift certificate for the woman in his life to also enjoy a "VIRTUAL or In Person Pampering Experience".

Seminar 2025, here you come! Mary Kay Ash said that Seminar was the most important event of the year – and she was right! Dazzling rewards and recognition, showstopping entertainment and inspiring stories that touch the heart, this four-day extravaganza is more than just your typical Company event. Not only will you receive all the practical sales education you need to help build up your business, but you'll also be surrounded and supported by those who inspire you to be your best! Feel the electric energy of your fellow Mary Kay entrepreneurs as they cheer on all your successes and encourage your endless potential to keep going UP!

Download the Mary Kay® Events – USA App for the latest information, schedules and updates at your fingertips!

Dream BIG and Finish STRONG!
I BEE-lieve in YOU!
Gloria



"The wonderful feeling that comes from helping people gives meaning to your accomplishments. If you don't help others, your own success means less; it may even feel hollow."

Mary Kay Ash

MARY KAY®

SEMINAR 2025

Save the Date! Mark your calendars for the biggest event of the year: Seminar 2025!

Registration opens May 12th, 2025!

SEMINAR 2025 IS IN CHARLOTTE, N.C.!

Charlotte Convention Center
501 S College St.
Charlotte, NC 28202



SEMINAR DATES:

DIAMOND/RUBY JULY 24-27
SAPPHIRE/EMERALD JULY 28-31



REGISTRATION $250

Make way for THE main event of the year: Seminar 2025! Now is YOUR time to Power UP your dreams and unleash boundless belief, gravity-free thinking and skyward goal-setting! Soak UP all the latest, greatest education to help you reach your new goals, from full-circle selling strategies to team-building tips to the latest digital marketing resources and technology. Team UP with your fellow goal-getters and share all the must-know nuggets you've learned in your business. Show UP and glow UP at Seminar Awards, celebrating achievers as they light UP the stage. All of this is waiting for you and more at Seminar 2025!



WHY ATTEND?

Only by attending Seminar can you get the motivation that being around your Mary Kay family can bring you. You'll also learn about all the current facets of the business including all the latest company news, education, plus a preview of **exciting new products and programs!** We want you to walk away empowered and energized, so you can not only **catch the dream** while you're there, but **POWER UP like never before!**



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Shaw's Epic Legacy Team

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

Name	05/2025
Fern Scott	$937.50
Bobbie Adams	$900.50
Patricia Peppers	$880.00
Wanda Orr	$701.00
Kathy Bishop	$633.50
Wendy Lewis	$527.00
Karen Hein	$507.50
JoAnn Moore	$474.50
Tonya Culpepper	$466.00
Alison Sommer	$447.00
Kay Provonsha	$419.00
Elizabeth Goodwin	$377.00
Mitzi Walker	$350.00
Rita Stegmaier	$304.00
Diana Esparza	$303.00
Jolie Nielsen	$301.00
Colleen Nelson	$295.50
Phyllis Cole	$283.00
Christine Buege	$282.00
Julie Grover	$282.00
Stephanie Delgadillo	$277.00
Linda Bennett	$269.00
Leslie Erdman	$251.00
Jena Boyd Colvin	$248.00
Miriam Magalee-Hutter	$241.50
Paula Schraven	$238.00
Deborah Johnson	$237.00
Marie Taylor	$235.00
Karen Brown	$233.00
Linda Hodge	$228.00
Margie Mink	$226.00
Laura Lemke	$225.00
Sara Torres	$225.00
Brenda Moore	$202.00
Vickie Spurling	$197.00
Janice Berlin	$151.00
Katherine Bowker	$54.00
Yolanda Hall	$54.00

MAY QUEENS

Queen of Wholesale	Queen of Recruiting
Fern Scott	**Position Open**
	

WELCOME NEW CONSULTANT

Consultant	From	Recruiter

WELCOME BACK CONSULTANTS

Christine Buege	Leslie Erdman	Diana Esparza
Margie Mink	Paula Schraven	Fern Scott
Alison Sommer	Rita Stegmaier	Marie Taylor

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Bobbie Adams	9%	$94.68		
Judy Ponzio	9%	$90.81		
Brenda Moore	8%	$247.00		
Vickie Spurling	8%	$145.76		
Wanda Orr	6%	$56.76		
Gloria Evans	4%	$42.40		
Karen Hein	4%	$30.80		
Ellen Nielsen	4%	$14.20		

CELEBRATE
THE SKIN YOU'RE IN!

JUNE SKIN CARE PRODUCT PROMOTION

55% off* SRP on qualifying skin care sets and regimens June 1–30, while supplies last!

"Set" yourself up for sales success (and reward opportunities) before Seminar. Profit potential like this doesn't come around every day, so snag your discounted sets while you can!



QUALIFYING SKIN CARE SETS AND REGIMENS (Limit of six per set/regimen per Independent Beauty Consultant)	Beyond Ultimate *TimeWise®* *Miracle Set®* Normal/Dry or Combination/ Oily	Ultimate *TimeWise®* *Miracle Set®* Normal/Dry or Combination/ Oily	*TimeWise®* *Miracle Set®* Normal/Dry or Combination/ Oily	*Mary Kay®* Skin Care Hydrating or Mattifying Regimen	*Clear Proof®* Acne System
Suggested Retail Price (SRP)	$208.00	$150.00	$116.00	$80.00	$56.00
Standard Wholesale Cost (50% Discount†)	~~$104.00~~	~~$75.00~~	~~$58.00~~	~~$40.00~~	~~$28.00~~
Potential Profit	~~$104.00~~	~~$75.00~~	~~$58.00~~	~~$40.00~~	~~$28.00~~
YOUR COST *June Skin Care Product Promotion Wholesale Cost* ***(55% Discount*)***	$93.60	$67.50	$52.20	$36.00	$25.20
YOUR PROFIT POTENTIAL *Sold at full SRP***	**$114.40**	**$82.50**	**$63.80**	**$44.00**	**$30.80**

*This offer applies only to the June Skin Care Product Promotion. Offer begins June 1 and ends June 30, 11:59 p.m. CT. Available while supplies last. Limit of six applies to each qualifying skin care set/regimen per Independent Beauty Consultant at the fixed wholesale price while supplies last. Tax will be charged on the full suggested retail price of each product in this offer. On-hold orders containing any of the 55% off suggested retail price June Skin Care Product Promotion qualifying sets/regimens must be resolved by 11:59 p.m. CT on June 30. If not cleared as noted, the June Skin Care Product Promotion products will be removed from your cart. No exceptions will be made after the deadline. Available only through Online Ordering and Customer Delivery Service through *my*Customers™, but does not include orders placed through marykay.com, Guest Checkout or EZ Ship.

†To participate in the June Skin Care Product Promotion, an Independent Beauty Consultant must be active and qualify for the Earned Discount Privilege. An Independent Beauty Consultant is considered active with personal retail sales of $225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.

**The gross profit calculation is based on products being sold at the suggested retail prices; however, all Independent Beauty Consultants are independent contractors and can choose to sell these products at any price they desire.

Due to the June Skin Care Product Promotion, your wholesale total may be less than you expect, so please make sure to check your wholesale totals before checking out.

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MARY KAY



Say Happy Father's Day with Mary Kay!

Products for Men

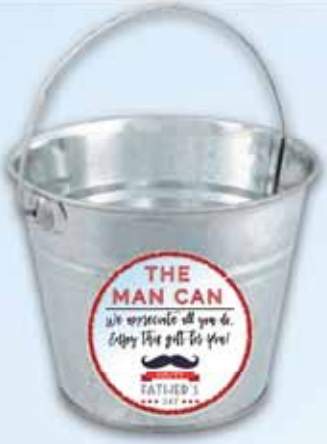
Skin Care Regimen

$70



Set includes Daily Facial Wash, Moisturizing Shave Cream, and Ultimate Moisturizer

The Man Can



Create a Custom Man Can Gift Set for the Special Man in your life! Choose the Mary Kay products to fill it with. Free Gift Wrapping and Delivery in time for Father's Day!!

Ultimate Grooming Set

$116



Set includes Daily Facial Wash, Moisturizing Shave Cream, Ultimate Moisturizer and MK High Intensity Sport Cologne Spray

Dynamic Duo

$50



Set includes Daily Facial Wash and Ultimate Moisturizer

Variety of fragrances! Contact me to sample each one!



Contact me to place an order or to sample products!

must-haves for FATHER'S DAY!



TREAT DAD THIS FATHER'S DAY! $115 & UNDER!

$115 & UNDER



$112
Ultimate Grooming Set



$70
MKMen® Skin Care Regimen



$56
MK Cityscape® Cologne Spray

$50 & UNDER



$46
MK High Intensity® Ocean Cologne Spray



$46
MK High Intensity® Cologne Spray



$46
MK High Intensity® Sport Cologne Spray



$42
True Original® Cologne Spray

$30 & UNDER



$30
MKMen® Ultimate Moisturizer Moisturizing Shave Cream



$18
Mary Kay® Extra Emollient Night Cream



$26
Mary Kay® Deep Cleansing Charcoal Mask



$20
MKMen® Daily Facial Wash



$20
MKMen® Moisturizing Shave Cream



$14
Fragrance Free Satin Hands® Nourishing Shea Cream



$12
Mint Bliss™ Energizing Lotion for Feet & Legs

COMPLIMENTARY GIFT WRAPPING AVAILABLE!

Join Us for Our

Party in Pink

CELEBRATING NATIONAL PINK DAY
JUNE 23RD

HELP US REACH OUR GOAL OF 50 FACES



Enjoy a time of pampering including a FREE Makeover w/our New Charcoal Mask, yummy refreshments and exciting prize giveaways!

Date: Monday, June 23rd

Pick Your Times:

RSVP to your consultant by Sunday, June 22nd



Earn a raffle ticket for each pink item you wear—anything!

Earn a raffle ticket for every friend (women over 18) you bring!

Free Gift when you bring 3 friends (women over 18) with you!

Earn a raffle ticket for being on time!

SIMPLE FACTS FOR A SIMPLE BUSINESS

MARY KAY is the #1 skin care and cosmetics company direct sales globally *(industry sales data)*!! Our company began in 1963 in Dallas, Texas and is now worldwide with over 3 MILLION consultants in 37 countries! Company is actively seeking leaders to help reach our goal of 5000 Directors in the next few years.

MARY KAY is not a pyramid or multi-level marketing plan: it is dual marketing with one sale to the consultant and one sale to the customer. 74% of the work force are women and they all have skin and need to care for it!! Mary Kay consultants are trained skin care specialists who *teach*. Today's woman spends on average, $1000-3000/year** on skin care and cosmetics for herself and her family; $900+ in skin care alone . . . . It's irrelevant where! Skin Care is the fastest growing segment of the cosmetics industry. 64% of Americans wish they had more money to spend on their appearance. **Why NOT buy from you?!**

***based on **Advanced Dermatology** statistics* advdermatology.com

Avenues of Income for the Mary Kay Beauty Consultant:



• PAY YOURSELF 50% OF ALL SALES!

- Private Consultations (1 or 2 people) about 1 hr
- Skin care class or "pamper sessions" (3 to 6 people) about 2-2 1/5 hrs

*(Example: 3 appointments x $300 = $900. Your 50% = **$450 for 6-8 hrs work!***

- Reorders (refills): **MARY KAY** is a consumable product like bread and milk

Customer Service is by phone at home. You will retain 85% consumer loyalty.
This is your "guaranteed" income. All of these avenues of income can be worked from home.

Preferred Customer Program, a professional mailing program – delivers to your clients every quarter – keeps them informed and tied to you.....& offers a ***Gift with purchase*** as incentive to call you.

• BUILDING FOR YOUR FUTURE



› Mary Kay''s CAR Program

Earn a car in one month!

24 Unit team members and a combined team sales quota.
Go at your own pace for up to 4 months or do it all in one month! Mary Kay reimburses your tax and license! You will earn commissions each month ***paid from Mary Kay profits*** [we don't make money off our people]. Sharing your job is rewarding financially but also fulfilling when you help another establish a successful business to reach their own goals.

› Mary Kay's leadership program

DIRECTORSHIP: You will earn commissions on the performance of a whole "group" (Unit) of consultants - minimum number in a Unit is 24 - with monthly bonuses depending on the production levels of the Unit. The average income for first-year Directors is about $30,000, ***in addition*** to her personal sales, team commissions, and almost-free car.

› TAX ADVANTAGES:

When you have a home-based business you can write off many items you already pay for – like childcare, portion of your house payment, insurance, utilities, phone, car, etc. This reduces your taxable income – YOU keep more of your money! **90% buy-back . . . No risk!!**

STEPS TO GET STARTED:

- ☐ Make a guest list for your Business Debut!
- ☐ Send in application and $90 + tax for your starter teaching equipment! (also an e-start $35 option)
- ☐ Order business cards & website and attend training (getting started) class
- ☐ Decide whether you want to carry a "store" . . . products on hand. YOU ARE ON YOUR WAY!!

June SPECIAL DEALS

50% off
1 Item of Your Choice for Every $50 Purchase
($200 purchase + a half priced special)

Summer Kissed Lips

Perfect for any occasion. Nothing but smooth, glossy goodness.

Choice of 1:

~~$18~~ $9



Beach Bronze Beauty

Perfect your look this month with Biscotti, Hazelnut, Gold Status, Shiny Penny, Burnished Bronze, Mahogany in a perfect palette.

~~$68~~ $34



Blue Eyeliner

Enjoy a waterproof smooth-glide liner that goes on easy & stays put for an eye look that lasts.



~~$14~~ $7

Translucent Loose Powder & All Over Powder Brush Set

This powder controls unwanted shine all day. Plus it is the perfect way to set your makeup with this brush. It helps pick up & distribute the right amount of face powder.

~~$36~~ $18



Nourishing Oil



This quick-absorbing oil leaves skin feeling hydrated and looking revitalized. Great on your face, hair and cuticles.

~~$50~~ $25

Confidently You Eau de Parfum



A captivating oriental floral fragrance designed to empower and inspire.

~~$55~~ $27.50



Instant Puffiness Reducer

Clinically shown to instantly reduce the look of puffiness under the eyes.

~~$38~~ $19

Perfect Travel Size Skincare Sets

Volu-Firm The Go Set

Scientifically innovative products for advanced signs of aging.



~~$38~~ $19

Miracle Set The Go Set

Start preventing premature skin aging.

Available in Combo/Oily or Normal/Dry formula



~~$28~~ $14

Clear Proof The Go Set

Clinically shown to provide clearer skin in 7 days!



~~$26~~ $13

Mary Kay The Go Set

A simple start to skincare w/ essentials for healthy skin.

Available in Mattifying or Hydrating formula



~~$22~~ $11

MKMen Moisturizing Shave Cream

The feel-good formula lathers quickly and treats skin to a cooling sensation as it protects against razor burn and irritation.



~~$20~~ $10

Scan me

For more information on this month's Special Deals

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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