

EVANS EAGLES

POWER YOUR SALES

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

Gloria Evans, Senior Sales Director

February Achievers

$700+w/s

Wanda Orr





JoAnn Moore



February Unit Challenge Winners

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



Phyllis Cole



JoAnn Moore



Wanda Orr



Deb Johnson



Vickie Spurling



Ellen Nielsen





Miriam Hutter



Kathy Bishop



Linda Hodge



Gail Esfahaniha





EVANS EAGLES

POWER YOUR SALES

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

Gloria Evans, Senior Sales Director

The FINAL FOUR: Seminar 2025 —Did you know, what you put into the final four months not only helps you FINISH STRONG and reach your Seminar 2025 goals, but also propels you into setting up for a fantastic start when the new Seminar year begins in July? How? When you set a goal to see 30 faces each month and hold 3-4 classes each week, you're building a stronger client base which means greater sales and reorders for your future. You're building a great return on the time you invest in the FINAL FOUR. Let's put on those racing sneakers and SPRINT to the FINISH LINE and reach 120 FACES each, together!

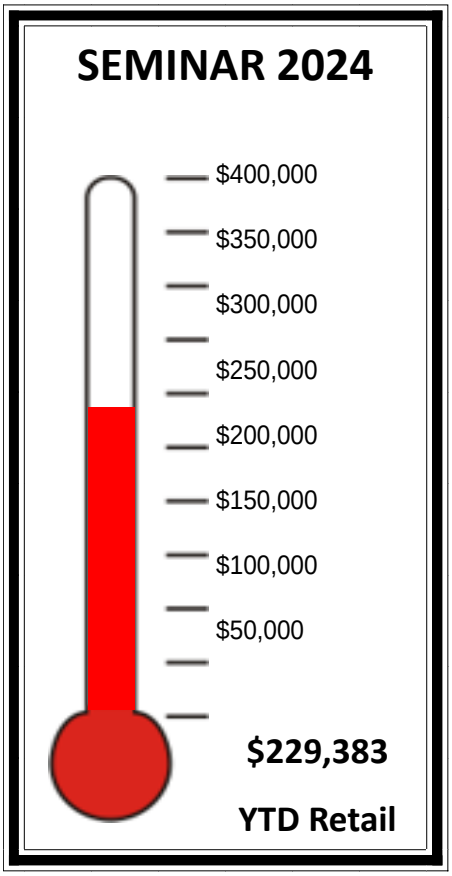
Having been created from a dream, as a Mary Kay Independent Beauty Consultant, your business can be designed by you to reach your DREAMS. Why limit yourself? Plan now and let's celebrate your victories on June 30th.

- Finish your STAR: Sell Star Gift Certificates
- Challenge yourself to see 120 New Faces in 120 days
- ENROLL IN THE SUMMER LOOK BEGINNING MARCH 16—THROUGH
- THROUGH APRIL 17TH.
- Work Full Circle: BOOK, SELL, RECRUIT
- Book appointments and show the new Spring products: Sunscreen SPF 50, Great Heights Mascara, and Limited-Edition Brow Kit. (*See InTouch for updates on the new MK Highlighters*)

EXPECT THE BEST and achieve the POWER YOUR SALES CHALLENGE IN MARCH. These final four months will be exciting as we POWER to the TOP together! No matter where you are in your business, *you have time to finish the Seminar year with On-Stage Recognition!*

Success is achieved not by doing only what is comfortable and convenient, but built by doing what must be done to reach it. Success is achieved not by waiting until the last minute to get started, but created by looking ahead and working to be fully prepared. Success comes when there is rock-solid commitment plus real, meaningful purpose, and built by making the most of whatever circumstances and events may come along. Success happens when there is a decision and an effort and a commitment to make it happen. *Success is achieved by anyone who chooses to create it. -- parphrase from Ralph Marston*

What will you create in these last four months? I believe in your SUCCESS!
Love and Bee-lief,
Gloria



"We do have a missin - to share our lives and our energies, our hopes, our dreams, our superior products and our beautiful, abundant way of life. In ding so, you will be blessee beyond measure with all the riches f life. That's living the Mary Kay Dream."

Mary Kay Ash



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	JoAnn Moore
A2	Julie P. Grover
A2	Colleen Nelson
A3	Kym Adams
A3	Doris A. Bartelli
T1	Patricia Beecham
T4	JULIE HA
	Brenda E. Moore
A1	Paige M. Fuller
A1	Vickie L. Spurling
A2	Karen Brown
A2	Delores James
A3	Darlene Watkins
T6	Pam Maples
	Judy A. Ponzio
A1	Sara M. Torres
A2	Stephanie Delgadillo
A2	Lisa M. Grier
A3	Lita Abella
A3	Laura S. Lemke
I1	Christine M. Buege
T5	Lisa A. Ariaz
T7	Linda A. Consolo

	Star Team Builders Ellen A. Nielsen
A1	Katherine M. Bowker
A2	Jolie A. Nielsen
A3	Tommie S. Nunes
I2	Michelle Ribeiro
T2	Judith A. Mangrum
T7	Megan S. Mori
	Wanda J. Orr
A1	Wendy Lewis
A2	Sonia D. Moss
A3	Kay Provonsha
I1	Dianna L. Blackburn









	Star Team Builders Vickie L. Spurling
A1	Kathy R. Bishop
A1	Cathy L. Carter
A1	Denise G. Pugsley
A3	Yonnia Martin
I3	Susan A. Burgess
I3	Amy L. Winkles
T2	Fern E. Scott
T3	Leslie D. Erdman
	Senior Consultants Linda W. Bennett
A2	Jeanine M. Redman
I1	Nancy Neal
	Diana Esparza
A2	Alycia Abbott
	Karen L. Hein
A1	Laurel Aaker
A3	Tonya Culpepper
I1	Rita Stegmaier
T1	Bryn R. Dean
	Jeanine M. Redman
A1	Wanda J. Orr
A3	Elizabeth W. Goodwin
I1	Marilyn M. Grissom
	Sara M. Torres
A1	Gail Esfahaniha
A3	Laura Montes

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%.

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

Name	02/2025
Wanda Orr	$743.50
JoAnn Moore	$720.00
Ellen Nielsen	$505.00
Miriam Magalee-Hutter	$380.00
Vickie Spurling	$371.00
Deborah Johnson	$369.50
Kathy Bishop	$361.50
Linda Hodge	$361.00
Phyllis Cole	$353.00
Gail Esfahaniha	$353.00
Sara Torres	$321.50
Stacy Dickerson	$298.00
Jena Boyd Colvin	$297.50
Katherine Bowker	$261.00
Ava McGuff	$259.00
Wendy Lewis	$258.50
Denise Pugsley	$255.50
Mitzi Walker	$254.00
R. Adame	$238.50
Sherilyn Johnson	$234.00
Laurel Aaker	$229.50
Cathy Carter	$229.50
Patricia Butler	$228.00
Karen Hein	$100.00
Brenda Moore	$95.00
Judy Ponzio	$62.00
Kay Provonsha	$48.00
Karen Brown	$36.00

FEBRUARY QUEENS

Queen of Wholesale

Wanda Orr



Queen of Recruiting

Position Open

WELCOME BACK CONSULTANTS

Laurel Aaker
R. Adame
Sheriilyn Johnson
Ava McGuff

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Bobbie Adams	9%	$64.80		
Gloria Evans	9%	$110.88		
Brenda Moore	9%	$234.86		
Judy Ponzio	9%	$28.94		
Wanda Orr	6%	$18.39		
Vickie Spurling	6%	$50.79		
Karen Hein	4%	$9.18		
Ellen Nielsen	4%	$10.44		
Jeanine Redman	4%	$29.74		
Sara Torres	4%	$14.12		

In March, you can earn this **hand towel and washcloth embroidered with the *Mary Kay*® logo** when you achieve the *Power Your Sales* Monthly Selling Challenge. March is the time to Level UP your sales goals in style!

Earn with your $700 w/s order in March



A Mary Kay Career Can Really Put You

In the Green!

Aye! With a career opportunity like Mary Kay, you won't need the Luck 'o the Irish to rake in the GREEN! And this is no Blarney!

S h A M R O C K

SO MANY OPTIONS!
You can choose to do one-on-one facials, double facials, classes, internet sales, book orders, fundraisers, office sales... the possibilities are endless! And there are NO Quotas!

HOT PRODUCTS!
Mary Kay has amazing on-trend products! We stay current with market trends and fashions and have over 200 premium products in facial skin care, color cosmetics, body care, and fragrance!

ADVANCE AT YOUR OWN PACE!
How many companies allow YOU to decide when you want to be promoted? Mary Kay does! You can move up the Career Path whenever you decide! There's NO "glass ceiling" and no limit to how far you can go!

MONEY!
Mary Kay pays the highest commission in the Direct Sales Industry—50%! No one pays more, and very few meet this level!

REORDER BUSINESS!
With a consumable product like ours, your customers will wash the product down the sink every night, use it up, and need more!

ON-GOING EDUCATION!
Your Sales Director will be your business mentor and cheer you to success! There is also LOTS of education on your Mary Kay In Touch website and in your kit! Weekly meetings provide on-going education, support, and recognition!

CARS!
You can earn the use of THREE different Career Cars: a silver Chevy Malibu, a black Chevy Equinox, and the famous Pink Cadillac XT5! Or choose $425, $525 or $925 a month Cash Compensation!

KEEP FAMILY & FRIENDS ON YOUR CUSTOMER LIST!
It doesn't matter where they live or even if you move! Your business goes with you because there are NO territories! You can have customers and team members all over the country!

Start Something Beautiful

March 1-31, 2025



$20

~~$35~~



eSTART

The first step in starting a Mary Kay business is with Mary Kay eStart!

Includes:

- Welcome Brochure
- Great Start Brochure
- The Look catalog
- TimeWise Miracle Set Sample Set in Normal/Dry AND Combination/Oily
- TimeWise Eye Cream Samples

PLUS a beautifully branded website for one year and apps, education, digital tools, and digital marketing resources to help you manage your business!

OPTIONAL ADD-ON





Add-On ~~$90~~ **$80**

Pro Start

Start your business like a pro with Mary Kay Pro Start! Add on when you submit your agreement or anytime within 15 days of your start date! Enjoy retail-sized Mary Kay products to sample, essential party supplies, business resources and more! You can even transport these supplies from parties to appointments in a sleek bag that's tote-ally professional.

Includes:

- Retail-sized products to sample
- Product samples
- Essential party supplies
- Mary Kay Pro Start Tote
- Flip Chart Binder With Pages
- Sales Tickets
- Beauty Profile Cards
- The Look catalogs

Over $400 Sale Value

MAKING MONEY THE MODEL WAY

TRACK YOUR FACES

1	16
2	17
3	18
4	19
5	20
6	21
7	22
8	23
9	24
10	25
11	26
12	27
13	28
14	29
15	30



A MODEL PORTFOLIO IS THE WAY TO BUILD YOUR BUSINESS IN A GREAT WAY! THE BEFORE AND AFTER PICTURES SELL YOUR CUSTOMERS & PUTS THEM IN A POSITION TO LISTEN TO THE MK OPPORTUNITY!

SHOWING IT TO OTHERS AND INVITING THEM TO "BE YOUR MODEL" STARTS THE PROCESS ALL OVER AGAIN! GO FOR IT GANG ~ IT PAYS, AND IS FUN FOR ALL!!!

- Sales Director Anna Litteral

Here's How

Every quarter makeup artists create new COLOR LOOKS using our FABULOUS COLOR PRODUCTS and features them in your seasonal LOOK BOOK and on your personal website!

Track Your Monthly Wholesale Production

$100	$100	$100	$100	$100	$100	$100

POWER YOUR SALES

$700 wholesale monthly = MONTHY CHALLENGE WINNER + STAR CONSULTANT

Quarter THREE ENDING MAR. 15, 2024

18 Ways to... Finish Your STAR

Thank you to NSD Lynda Jackson

First step.....Decide to make this happen for you!
Second step. Get your tennies" on and GO!!
Third step.....Enjoy your journey of achievement!!

1. Contact Birthdays and offer a birthday makeover with 2 friends. Offer 15% off purchase + free gift. (Do 3 faces = $200+)
2. Contact six customers who work outside the home to do a $200 shopping bag Challenge. Offer each who completes the challenge a set of designer brushes or the travel organizer at ½ price … and/or any one item at ½ price for each person who places an order with you. (1 customer =$200)
3. Call Anniversaries for next 2 months and offer husband gift buying services. (3 sales= $100)
4. Book 5 and Hold 3 Holiday Stop & Shops ($500)
5. Have a $1000 DAY Challenge and offer 15% off to all existing customers or offer a lipstick or Lip Gloss at ½ off with any $40 purchase. ($300-$1000)
6. Send a Shop My Party link created just for each of your customers. Ask them to send the link to 10 of their friends a family - offer Hostess incentives @ $200, $300, $400, $500 in sales. ($300-$1000)
7. Contact basic skin care customers and introduce ONE other product Supplement. Offer 15% to try a complete SET, Body Care, Eye Care, Lifting Serum/Vit C Serum + E, or Microdermabrasion, etc (5 new product supplements or SETS = $100-$500)
8. Contact Preferred Customers and set up 10 personal services appointments by phone or virtually. (10=$300)
9. Up-sell re-orders by at least ONE additional item per customer. (15 customers =$150+)
10. Hold a Phone Lottery (call as many customers/people as you can in an hour and tell them one will receive his/her order FREE. (20 Calls = $250+)

11. Hold a Phone lottery (call as many customers as you can in an hour and tell your customers one of them will receive their order free) (20 customers = $200+)
12. Demo the new products or SATIN HANDS on 5 people/day = ($170)
13. Contact customers for seasonal reprogramming, sun care and skin supplement needs. (3 sales = $100)
14. Book and hold Two Spa/body care classes and demonstrate Satin Hands, Spa ($300)
15. Offer gift-buying ideas for Brides, (Sell 5 gifts = $100)
16. Hand out 10 Product samples in a day and call prospects for feedback and orders (book 2 and Sell $100)
17. Call 10 customers who have not had a recheck facial - hold 3 ($100)
18. Book 2 guests for Success meeting to be your model and offer her 1 glamour item 1/2 off when she purchases $40 (3 models = $120)

There it is,... when you implement these 18 suggestions,
you will have sold a Star order and have a profit.

FINAL FOUR





120 Faces - 120 Days!

Let's put on our racing sneakers and SPRINT to the FINISH LINE and reach 120 FACES each, together!

MARCH	APRIL	MAY	JUNE

Tracking IPAs on your path to Success

	WEEK 1							WEEK 2							WEEK 3							WEEK 4									
One IPA for each:	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
1 Skin Care Party (3 faces & $300+ retail)																															
2 Facials or On-the-Go Appts ($100+)																															
Re-Orders (1 per $100)																															
1 Interview (Evaluation turned in)																															
Follow up with a It Just Fits Video																															
1 Guest at meeting (Mill. Woman turned in)																															
7 NEW Contacts (talk to live and in person)																															
2 NEW Bookings (Facials, parties or OTG)																															
1 NEW *Team Member (*qualified)																															
1 Complete Travel Rollup Bag Sold																															
2 New Skin Care Sets Sold																															
Unit Meeting or Training																															
Total IPA's for the day																															
TOTAL IPAS produced for the week	**WEEK TOTAL =**							**WEEK TOTAL =**							**WEEK TOTAL =**							**WEEK TOTAL =**									

March SPECIAL DEALS

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

Mint Bliss Energizing Foot & Leg Lotion

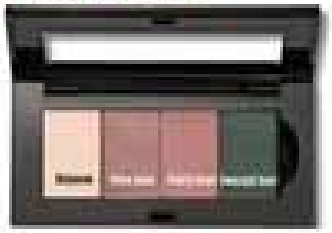


Moisturizes tired legs and feet and instantly helps them feel revived.

~~$12~~ $6

Lucky Lady Glam

Perfect your look this month with *Blossom, Rose Gold, Dusty Rose & Emerald Noir* eyeshadows in a petite palette.



~~$42~~ $21

Satin Lips Set

Leave dry, chapped lips behind. Create the perfect kissable lips & moisturize in two easy steps.



~~$22~~ $11

TimeWise Repair Volu-Firm Advanced Lifting Serum

Reclaim your triangle of youth, and leave your skin feeling softer, smoother & more moisturized.



~~$74~~ $37

Eye Blending Brush



Create beautiful eye shadow looks with this brush & make shade transitions smoother than ever.

~~$12~~ $6

Clear Proof Blemish Control Toner



It tones without over-drying, cleanses skin completely and helps control shine.

~~$18~~ $9

Clear Brow Gel



Get the laminated brow look at home with the extreme hold.

~~$14~~ $7

PHA + AHA Resurfacer



Incorporate the power of a dual-acid boost to achieve smooth skin.

~~$38~~ $19

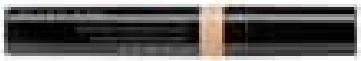
TimeWise 3-in-1 Cleansing Bar



Effectively clears away impurities and leaves skin feeling soft, smooth & refreshed.

~~$26~~ $13

Undereye Corrector



Bye-bye dark circles and brighten the undereye area with a refreshed, wide-awake appearance.

~~$16~~ $8

Forever Diamonds

A sophisticated, floral-fruity fragrance for the woman who embraces life and lets herself sparkle within it.



~~$46~~ $23

Indulge Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the eye area.



~~$18~~ $9

Satin Body

Indulgent Shea Wash instantly envelops you in a rich lather and leaves your skin feeling smooth and refreshed.

Revitalizing Shea Scrub instantly polishes skin to perfection and leaves it feeling invigorated and refreshed.

Silkening Shea Lotion instantly comforts & moisturizes your skin, relieving dryness.

Choice of 1:

~~$22~~ $11



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,
Senior Sales Director
Mary Kay Inc.
7314 Greenhaven Ave., #76
Rancho Cucamonga, CA 91730
909-549-6451 cell
gloria.evans11@gmail.com