

EVANS EAGLES

POWER YOUR SALES

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

Gloria Evans, Senior Sales Director

April Achievers

$700+w/s

This Can Be Yours
In May! ↓



Denise Puglsley





April Unit Challenge Winners

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









Debbie Ray	Vickie Spurling	Bobbie Adams	Wanda Orr	Linda Hodge	Ellen Nielsen	Miriam Hutter





Kathy Bishop	Daniele Languillat	Denise Pugsley



Track Your Progress!

Earn these PU leather matching pouches with self-closing, high capacity for travel or everyday organization by sharing your special MK skills with others during April!
Thank you MARY KAY for this amazing and lucrative home business!
Orders can be cumulative for each 1/2 month period.
Do it again and earn Mary Kay's prize of the month below for $700w.s.!



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May the May flowers burst into full bloom and your efforts be experienced now! May continues to offer gift giving opportunities to help you reach your goals. If being a STAR is a part of your goal, Mother's Day makes a great holiday to offer gift certificates for makeovers for moms along with $50, $75, $100 or even $200 to spend with you. Don't miss out, reach for the moon and you're sure to land among the STARS.

Other fun opportunities and ideas include:
May 5-11 Teacher Appreciation Week
May 6-12 Nurse Appreciation Week

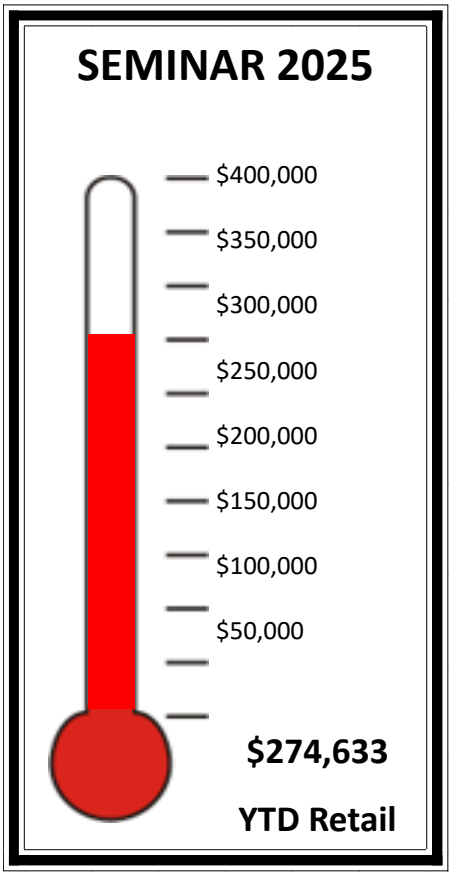
MOTHER'S DAY May 11 Help the mothers in your customer base indulge in self-care by promoting Satin! Satin Hands, Satin Body and Satin Lips! Most every person you know will be buying a Mother's Day gift. Choose your best customers and past hostesses to put to use the "Shop My Party" tool by creating individual Mother's Day "Shop My Party" links for each of them! Be sure to feature a "'Satin Special'! Another great opportunity is to hit up all the men on your contact list and say, "I'd love to be your Personal Shopper. Let me create your hassle free Mother's Day shopping experience by providing an excellent gift complete with wrapping and delivery." Be sure to include a gift certificate for each mom to enjoy her "VIRTUAL Pampering Experience".. After their Satin Set - you will also have the opportunity to book their FACIAL and CUSTOMIZED MAKEOVER. Plus, include a piece of MK literature in every Mother's Day gift to plant and layer your SEEDS for future team building.

MARY KAY'S BIRTHDAY, May 12 A birthday celebration is always a big deal. Remember our great founder, Mary Kay Ash, by hosting a Birthday Blowout of your own. Invite your present customers to your home or ZOOM ROOM, especially those with birthdays and have them invite friends and family. Don't forget to sing Happy Birthday!

The Summer Look Book begins mailing May 7.
Following up with your customers is one of the keys to success with the Preferred Customer Program℠. Contacting your customers 7 to 10 business days after The Look begins mailing is always a great way to share your enthusiasm about new products. Combined with your customers' excitement, it could mean increased sales and more success for you!

With just two months to go, let's give it our all and reap the benefits of our work—what a blessing this business is! It is you that determines your paycheck—why not set your goals high?

I BEE-lieve in YOU!
Gloria



"Long ago someone said, "it is more honorable to sell as it is to buy." You and I have the responsibility to keep the honor in selling, remembering that our nation's economy depends upon the fact that nothing happens until somebody sells something."

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!

	Star Team Builders
	Bobbie Adams
A1	Doris A. Bartelli
A2	Patricia Beecham
A2	Julie P. Grover
A2	JoAnn Moore
I1	Colleen Nelson
I2	Kym Adams
N2	Julie Ha
N2	Bonnie Medeiros
T6	JULIE HA
	Vickie L. Spurling
A1	Kathy R. Bishop
A1	Denise G. Pugsley
A3	Cathy L. Carter
I2	Yonnia Martin
T2	Susan A. Burgess
T2	Amy L. Winkles
T4	Fern E. Scott
T5	Leslie D. Erdman
	Senior Consultants
	Linda W. Bennett
A1	Nancy Neal
I1	Jeanine M. Redman
	Phyllis H. Cole
A1	Aimee Miramontes
	Karen L. Hein
A3	Laurel Aaker
I2	Tonya Culpepper
I3	Rita Stegmaier
T3	Bryn R. Dean









	Senior Consultants
	Brenda E. Moore
A1	Paige M. Fuller
A1	Vickie L. Spurling
I1	Karen Brown
I1	Delores James
I2	Darlene Watkins
	Ellen A. Nielsen
A1	Katherine M. Bowker
A1	Judith A. Mangrum
I1	Jolie A. Nielsen
I2	Tommie S. Nunes
T1	Michelle Ribeiro
	Wanda J. Orr
A1	Dianna L. Blackburn
A1	Wendy Lewis
I1	Sonia D. Moss
I2	Kay Provonsha
	Judy A. Ponzio
A1	Sara M. Torres
A2	Lisa M. Grier
I1	Stephanie Delgadillo
I2	Lita Abella
I2	Laura S. Lemke
I3	Christine M. Buege
	Kay Provonsha
A2	Heather Fields
T3	Baylee T. Bunn
	Jeanine M. Redman
A1	Marilyn M. Grissom
A1	Wanda J. Orr
I2	Elizabeth W. Goodwin
	Sara M. Torres
A1	Laura Montes
A3	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%.

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

Name	04/2025
Denise Pugsley	$778.50
Daniele Languillat	$609.00
Ellen Nielsen	$571.00
Vickie Spurling	$527.00
Wendy Lewis	$487.50
Bobbie Adams	$442.00
Kathy Bishop	$438.00
Debbie Ray	$415.50
Linda Hodge	$403.00
Miriam Magalee-Hutter	$376.00
Wanda Orr	$352.00
Brenda Moore	$332.00
Laura Montes	$292.50
Doris Bartelli	$285.50
Judy Ponzio	$261.00
Marilyn Grissom	$253.50
Barbara Shipner	$253.50
Katherine Bowker	$252.00
Nancy Neal	$247.00
Sara Torres	$243.50
Kathy Stotz	$239.00
Susan McBryar	$232.00
Dianna Blackburn	$231.00
Aimee Miramontes	$230.50
Deborah Johnson	$228.00
Antoinette Gurney	$227.00
Daphne Campbell	$225.00
Judith Mangrum	$225.00
Jena Boyd Colvin	$103.00
Yolanda Hall	$103.00
Phyllis Cole	$95.00
Karen Hein	$64.00

APRIL QUEENS

Queen of Wholesale	Queen of Recruiting
Denise Pugsley	**Position Open**
	

WELCOME NEW CONSULTANT

Consultant	From	Recruiter

WELCOME BACK CONSULTANTS

Judith Mangrum Aimee Miramontes Barbara Shipner

RECRUITER COMMISSIONS

Name	%	Team Commission	Team Building Bonus	Red Jacket Team-Building Bonus
Gloria Evans	9%	$129.33		
Vickie Spurling	6%	$72.99		
Bobbie Adams	4%	$11.42		
Linda Bennett	4%	$9.88		
Phyllis Cole	4%	$9.22		
Brenda Moore	4%	$150.52		
Ellen Nielsen	4%	$19.08		
Wanda Orr	4%	$28.74		
Judy Ponzio	4%	$9.74		
Sara Torres	4%	$11.70		

SUMMER 2025 LAUNCH

Summer

HAS ARRIVED!

A new season brings fresh new products, new opportunities and new ways to embrace your most radiant confidence.



NEW! *Mary Kay Confidently You*™ Eau de Parfum, $55

SWIPE. *Shine.* FEEL *Divine.*



Give back with this super high-shine, hydrating, lip-loving must-have – available in two luscious shades. In the United States, from April 26 through Sept. 15, 2025, Mary Kay Inc. will donate $1 from each sale of limited-edition* *Mary Kay*® Tinted Lip Oil in Blush and Berry shades to the *Mary Kay Ash Foundation*™.

NEW! Limited-Edition* *Mary Kay*® Tinted Lip Oil, $20 each

- Berry
- Blush

SKIN CARE WINS *Just for Him*



Give the man in your life a hardworking routine he'll have an easy time committing to with science-backed skin care made just for him.

NEW! *MKMen*™ Regimen, $70 (Regimen includes all three of the products listed below.)

NEW! *MKMen*™ Daily Facial Wash, $20

NEW! *MKMen*™ Moisturizing Shave Cream, $20

NEW! *MKMen*™ Ultimate Moisturizer, $30



Soothe YOUR SENSES.

Refresh your shower routine with creamy textures and dreamy scent notes of lavender and coconut.

NEW! Limited-Edition* *Mary Kay*® Lavender & Coconut Scented Shower Gel, $16

NEW! Limited-Edition* *Mary Kay*® Lavender & Coconut Scented Body Lotion, $16

Available to order May 10 for STARS & PCP Participants

All Consultants May 15

17-17-17

I've been challenged to sell 17 items in 17 days for $17 in May



Mary Kay Skin Care On The Go Normal

Mary Kay Skin Care On The Go Combination



Oil Free Eye Makeup Remover

Extra Emmollient Night Cream





2 in 1 Wash & Shave



Hydrating Lotion

Great Heights Mascara



Micellar Water



Any Lipstick





Foundation Primer

Lash Intensity Mascara



All Lip Glosses



Soothing Eye Gel





After Sun Replenishing Gell



MK Perfect Pallette

Adopted from NSD Sherrill Steinman



sales ideas: Easy Sheets



Great way to make additional sales to help you meet your personal sales goals!!
Give to Hostesses for outside orders or ask friends and relatives. Fill all 10 slips.
Offer to good customers to receive their own products free, etc. Working women can take to work, or church, or workout class, or sports games. Think of other creative ways . . .
Put together FIVE packets for best success. The average purchase per person is about $20. or about $200 per packet and 10 new names. The potential for FIVE packets is 50 new leads and approximately $400-500 or more PROFIT for you!

You will need:
- Ziplock bag (or Miracle Set bag or handles gift bag)
- 10 sales tickets
- 2 LOOK books
- 2-3 fragrance samples (or, cotton ball in zip bag)
- lipstick samples stapled or glued to your business card
- Color Cards

Color cards: She gets her color card free if all 10 slips are filled
- Offer free lip color to those who book appointments
- to be presented at her pamper session

Time limit must be no longer than 1 week-and-a-half. (You'll probably get it back in 2!)
But you must set a time limit – otherwise she will let it sit.

"Hi Sue, have a minute? I have a special challenge as part of my ongoing training. Is there any reason you couldn't take a sample packet to work with you and see if there's anything needed by your co-workers?
There are just 10 easy sheets to fill, and you can receive all colors on your favorite Color Card as my "thank you" gift or a $25 gift certificate. I have just a week and a half to complete my challenge to fill all 10 slips. And, by the way, Sue, if anyone else is interested in doing the same challenge, just let me know. You will receive an extra $10 credit for each participant."

NAME	ADDRESS/CITY	PHONE	COLORS	TOTAL

Lipsticks are $22. tax included
ProPalette is $30., tax incl.
(Cheek refills are $14. – eye refills are $8.)

I AM INTERESTED IN A FREE PAMPERING SESSION & FOLLOW UP GLAMOUR SESSION

Name/Phone

_____
_____
_____

Name/Phone

_____
_____
_____

Make checks payable to:

Visa/MC/Discover/Amex: I will call for your number
Zelle/Venmo/PayPal

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!**



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

Shani's Epic Legacy Team

Ideas from the
2025 Social Media Playbook

Go to: marykayintouch.com > BUSINESS TOOLS > Social Media Central > Social Media Playbooks

DATE	PRODUCTS
FRIDAY, MAY 16	*MKMen*® Regimen, which includes *MKMen*® Moisturizing Shave Cream, *MKMen*® Ultimate Moisturizer and *MKMen*® Daily Facial Wash

PHOTO/VIDEO	CAPTION/PAID TIP
Choose a clean background, such as a bathroom shelf, then record short videos showcasing each product in the *MKMen*® Regimen one by one. Combine all the clips into one video on the social media platform of your choice, then add text overlay with the product names. **Inspiration**  	**Caption** Men need skin care too! 🙌 The NEW MKMen Regimen includes three essential products for any man's skin care routine: ◌ Daily Facial Wash ◌ Moisturizing Shave Cream (as needed) ◌ Ultimate Moisturizer @ someone in the comments of this post who needs this regimen! #MyMKSkin **Personalize your post by answering the questions below!** *To what man in your life will you be gifting the* MKMen® *Regimen? What other* Mary Kay® *products do you recommend to men?* **Tip for a Paid Social Ad** You can run a Meta ad campaign through Ads Manager with a "Traffic" objective. If you have a *Mary Kay*® Personal Web Site, drop in the specific link to the *MKMen*® Regimen page. Consider targeting men interested in skin care or women who have their relationship status set as "Married."

DATE	PRODUCTS
TUESDAY, MAY 20	Limited-Edition* *Mary Kay*® Tinted Lip Oil in Blush and Berry shades

PHOTO/VIDEO	CAPTION/PAID TIP
Film yourself applying and wearing the limited-edition* *Mary Kay*® Tinted Lip Oil shades as well as close-up shots of the products. Combine the various clips into one video on the social media platform of your choice. **Inspiration** 	**Caption** I'm kissing dryness goodbye 💁‍♀️ and saying hello to glossy, smooth lips, thanks to limited-edition Mary Kay Tinted Lip Oil. 💋 This lip oil comes in two perfectly kissable shades. Are you team Blush? 😊 Or team Berry? 🍓 Comment below! 🍓⬇️ **Personalize your post by answering the questions below!** *How do you prep your lips before applying the tinted lip oil? What other* Mary Kay® *lip products would you pair with this product?* **Tip for a Paid Social Ad** You can run a Meta ad campaign through Ads Manager with a "Traffic" objective. If you have a *Mary Kay*® Personal Web Site, drop in the specific link to the limited-edition* *Mary Kay*® Tinted Lip Oil page. Consider targeting a younger Gen Z audience (18–28 years old) since this product is trendy with this generation. Also, you can consider targeting audiences interested in similar brands such as "Eyes Lips Face (Cosmetics)" or "NYX Cosmetics (Cosmetics)."

*Over-the-counter drug product.
*Available while supplies last.
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May SPECIAL DEALS

50% off
1 Item of Your Choice for Every $50 Purchase
($200 purchase + 4 1/2 price specials)

Blue Eyed Girl



Green/Hazel Eyed Girl



Brown Eyed Girl



Pick the your eye color look to make your eyes pop. 4 Chromafusion eyeshadows come in the petite palette.

~~$42~~ $21

Eye Smudger Brush



Brush shape helps anyone create makeup looks with confidence.

~~$12~~ $6

Microdermabrasion Plus Set



Immediately skin looks younger, and pores look smaller. Plus it dramatically improves skin's texture & visibly improves the look of fine lines.

~~$58~~ $29



Micellar Water

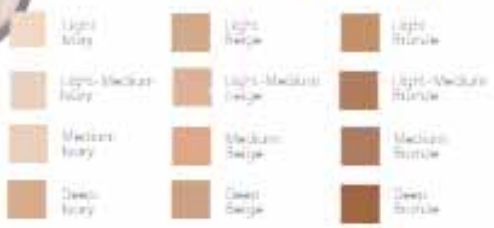
Micelles act like magnets to draw out impurities, so you're left with a clean feeling. No rinsing required.

~~$18~~ $9



Silky Setting Powder

Shine-minimizing coverage and natural-looking color correction.



~~$20~~ $10

Luscious Lips Duos

Hydrate & shine your lips with these Lipstick/Lip gloss bundle options:
- **Berry** (Boho Plum & Berry Delight)
- **Neutral** (Better Than Bare & Soft Nude)
- **Pink** (Very Raspberry & Pink Fusion)



Berry Neutral Pink

~~$38~~ $19 for 1 Duo

TW Repair Night Treatment w/ Retinol



End your night with a retinol-infused cream that restores the look of skin's youthful cushion & even tone.

~~$54~~ $27

Sunscreen SPF 50



A high-performance, water-resistant sunscreen with a weightless, non-sticky finish that absorbs quickly, leaves no white cast, and is perfect for active outdoor living—even under makeup.

~~$30~~ $15

Domain Cologne



This spray is a contemporary blend of outdoor notes. Its scent is like "a breath of fresh air."

~~$42~~ $21

Thinking of You Eau de Parfum



Turn a moment into a memory with a feel-good, fruity floriental scent that captures the emotions that connect us all.

~~$36~~ $18

Scan me

For more information on this month's Special Deals







SUMMER PRODUCTS



Available to order
May 10 for STARS
& PCP Participants

All Consultants
May 15

Gloria Evans,
Senior Sales Director
Mary Kay Inc.
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Rancho Cucamonga, CA 91730
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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.



2 months to go!
Where will you finish
in JUNE?