

EVANS EAGLES



GLORIA EVANS, SENIOR SALES DIRECTOR

July 1, 2022-June 30, 2023 **February Results**

MARY KAY

July 1, 2022 - June 30, 2023

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February Achievers \$600 w.s. or more



Stacy Dickerson





Wanda Orr



JoAnn Moore



FEBRUARY CHALLENGE WINNERS

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



Stacy Dickerson



Bobbie Adams



Amy Winkles



Wendy Lewis



Kay Provonsha





JoAnn Moore



Colleen Nelson





Sarah Herr Jeanine Redman





Diana Esparza





Patricia Ascencio



EVANS EAGLES

GLORIA EVANS, SENIOR SALES DIRECTOR

The countdown is on! The FINAL FOUR of Seminar 2023 — NOW is the time to IGNITE our Focus, determination, and effort and SPRINT to the FINISH LINE together!

This is a company created from a dream. So, Dream BIG and work hard as we finish this race. Let's plan now to celebrate our victories on June 30th.

- ♦ Finish your STAR: Sell Star Gift Certificates
- What about doing 90 New Faces in 90 days??
- ENROLL IN THE SUMMER LOOK BEGINNING MARCH 16—THROUGH THROUGH APRIL 17TH. "I love the personal touch that the Preferred Customer Program offers - a beautiful catalog delivered to my customer's door, samples that entice, my personal message – and the wonderful connection when I call them!" – Patricia Toney, Independent Sales Director.
- Work Full Circle: March Special Starter Options!!
- Book appointments and show the new products: Clinical Solutions Boosters, New Think of Pink and Very Raspberry Supreme Hydrating Lipstick, Creamy, Dreamy Duo Sticks and Hand Creams!



These final four months will be exciting as we SOAR to the TOP together! No matter where you are in your

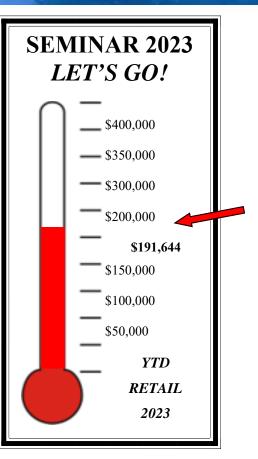
Set your sights to EXPECT THE BEST IN THE

GOLDEN RULES CHALLENGE IN MARCH.

business, you have time to finish the Seminar year with On-Stage Recognition!

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

What will you achieve in these last four months? I believe in your SUCCESS! Love and Bee-lieft in YOU,



GOLDEN rules

July 1, 2022-June 30, 2023

February Results

"Make every decision based on the **Golden Rule**, putting yourself in the other person's shoes and trying to think how she would like to have her problem resolved if you were in her shoes and she was in yours. I guarantee you that it works." Mary Kay Wisdom

Anía

WELCOME NEW CONSULTANT

NEW CONSULTANT Irene Frias Sarah Herr

FROM Bloomington, CA Nashville, TN **RECRUITER** Sara Torres Gloria Evans

Welcome back Laurel Aaker Tonya Culpepper Laura Lemke Sonia Moss

Elisa Alderete Bryn Dean Laura Montes Fonda Petronzio Cathy Carter Antoinette Gurney Cindy Montoya Monica Ribas-Alvarez

MARY KAY



bundles and the ability to earn \$100 profit on those products. Plus team building bonuses. Great new way to build your business and help your besties get off to a Great Start! The support you'll need to **connect** with your first hostesses and customers – not to mention to **reimagine** your future and joyfully explore an opportunity with **no boundaries**, just beginnings – is right here! No matter how you choose to begin, you also have access to tools, tips and selling techniques that will increase your **confidence** and **empower** your sales transactions. **Brains. Beauty**.

Boldness. Now that's the Start of Something Beautiful!

New Independent Beauty Consultant Startup Guide

www.marykayintouch.com

- →Education
- New Independent Beauty Consultants Start Here



Spring Into the 60th is a FREE special virtual event designed to help you bound to the finish line. No registration required. The virtual event is completely free and is available to all independent sales force members. March 24

TIME: 5 p.m. Central time





SENIOR SALES DIRECTOR

Gloria Evans

1st Line: Anne Louise Goodman 1st Line: Lisa Monforte

> 2nd Line: Nancy DeFina 2nd Line: Cherie Clarkson 2nd Line: Dana Cornalino

Sr. Consultant

A2 Jeanine M. Redman

Tonya Culpepper

Bryn R. Dean

Linda W. Bennett

A3 Nancy Neal

Karen L. Hein

11

13

A3 Rita Stegmaier

T6 Laurel Aaker

Kay Provonsha

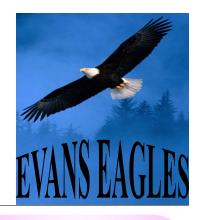
Sara M. Torres

A1 Rebeka Nall

A2 Gail Esfahaniha

I2 Laura Montes

A3 Heather Fields



Spotlight on Team Builders!

Elite Team Leader

Bobbie Adams

- A1 Kym Adams
- A1 Doris A. Bartelli
- A1 Alma Marie M. Hutson
- A1 JoAnn Moore
- A1 Colleen Nelson
- A2 Patricia Beecham
- T1 Christi Trotti
- T2 Ms. Len Eastwood
- T5 Julie Ha
- T6 Bonnie Medeiros
- T6 Cindy D. Montoya

Team Leader

Judy A. Ponzio

- A1 Margaret G. Prado
- A1 Sara M. Torres
- A2 Stephanie Delgadillo
- A2 Lisa M. Grier
- A3 Lita Abella
- A3 Pamela A. Johnson
- A3 Carrie Stearns
- I1 Linda A. Consolo
- 11 Laura S. Lemke
- I2 Christine M. Buege
- 12 Karen H. Colacino
- 13 Lisa A. Ariaz

Star Recruiter

JoAnn Moore

- A1 Helen Patricia P. Tabron A1 Larnyce Tabron
- A1 Leisa R. Thomas

Wanda J. Orr

A1 Dianna L. Blackburn

- A1 Wendy Lewis A3 Kay Provonsha
- I1 Beverly L. Link
- **T1** Sonia D. Johnson
- T1 Scarlet M. Wyatt

Jeanine M. Redman

A1 Elizabeth W. Goodwin A1 Wanda J. Orr A2 Jennifer L. Redman Marilyn M. Grissom 11

Vickie L. Spurling

- T7 Yonnia D. Martin



(1-2 active team members) 4% Commission Eligible for \$50 Bonuses

STAR TEAM BUILDER/ **RED JACKET**

(3+ actives) Sr Consultant benefits plus Red Jacket Rebate Eligible for \$50 Bonuses

TEAM LEADER

(5+ actives) All the previous benefits plus 9-13% Commission Team Leader pin

ON-TARGET FOR CAR!

(5+ actives and \$5,000 wholesale growing to 14 actives and \$20,000 in 4 months or less) Eligible to earn use of Career Car or \$425 cash monthly for 2 years PLUS all Benefits of previous Levels

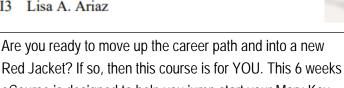
DIRECTOR IN OUALIFICATION

- Must be active
- 10 active personal team members
- Qualify in 1, 2, or 3 months
- 30 total active DIQ unit members
- NO qualified personal team members
- \$13,500 total DIQ unit w/s
- \$3,000 maximum personal w/s
- \$4,000 monthly DIQ w/s

A1 Susan A. Burgess A1 Denise G. Pugsley A3 Amy L. Ellis

- I1 Amy L. Winkles
- 12 Cathy L. Carter
- 13 Fern E. Scott
- T2 Leslie D. Erdman

Updated thru Feb. 2023



eCourse is designed to help you jump start your Mary Kay business and make that leap into Red Jacket Leadership.

NEW RED JACKETS: RADIATE IN RED



Question: When I sell, I just sell; when I recruit, that's all I do! How can I do both at once?

A common lament. The dilemma occurs when we ourselves SEE selling and recruiting as separate things. Correct this in daily activities. Mary Kay Ash was our finest role model. She taught us to approach this issue with a "she learns while she earns" attitude; our prospects and new people learn while we show them how to make money!!

We make the best us of our time when we are selling and recruiting together.

Examples:

- Before the class, saying to our hostess, "Who do you know who is coming tonight who would be good doing what I do? How about YOU? I think you'd be great! Watch what I do and we will talk afterwards." (4-Point Recruiting Plan)
- 2. Bringing a prospect to a class as our "Assistant." She watches us earn \$\$\$ and trains at the same time.
- 3. Selecting at least one person at each class and offering her the opportunity to hear more, right then if possible. (4-Point Recruiting Plan)
- 4. Bringing agreements and literature with us to every product delivery and asking for a few minutes of her time. (Do not leave the DVD...watch it with her.)
- 5. Bringing prospects with us to every training meeting. We go every week anyway. This time we both learn! Always pick them up to ensure their attendance and to have valuable discussion time in the car.
- 6. Giving a crackerjack (sincere and enthusiastic) recruiting talk at each class. (Again, one step of Mary Kay's 4-Point Recruiting Plan)
- 7. Offering our customers a gift for referring someone to us who becomes a consultant. This is done anytime, anywhere! (Now you have the whole 4-Point Recruiting Plan.)

Get to work every day, and as you sell, you are looking for quality women to work with you. Make selling and recruiting inseparable partners in your rise up the success leader. Work FULL CIRCTLE and work smart. Action is the answer! Invite them to our ZOOM meeting if that's your Unit practice.

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

Name	02/2023
Stacy Dickerson	\$641.50
JoAnn Moore	\$610.00
Bobbie Adams	\$601.25
Wanda Orr	\$600.75
Wendy Lewis	\$517.00
Kay Provonsha	\$497.00
Amy Winkles	\$459.00
Phyllis Cole	\$424.00
Elisa Alderete	\$380.00
Vickie Spurling	\$379.50
Colleen Nelson	\$375.50
Patricia Ascencio	\$358.50
Sarah Herr	\$358.00
Jeanine Redman	\$314.50
Diana Esparza	\$304.50
Sonia Moss	\$297.00
Denise Pugsley	\$275.20
Miriam Magalee-Hutter	\$257.00
Lisa Grier	\$252.00
Laura Montes	\$244.00
Katherine Bowker	\$241.00
Julie Ha	\$234.00
Cathy Carter	\$233.50
Tonya Culpepper	\$233.00
Bryn Dean	\$230.50
Laurel Aaker	\$227.50
Laura Lemke	\$227.50
Monica Ribas-Alvarez	\$227.50
Fonda Petronzio	\$226.00
Antoinette Gurney	\$225.50
Cindy Montoya	\$225.00
Stephanie Delgadillo	\$145.00
Sara Torres	\$80.00
Paula Schraven	\$66.00
Karen Hein	\$51.00

FEBRUARY QUEENS

Queen of Wholesale Stacy Dickerson



Queen of Recruiting Sara Torres



RECRUITER COMMISSIONS Red Jacket Team Team-Building Team Building % Name Commission Bonus Bonus **Bobbie Adams** 13% \$230.82 Gloria Evans 9% \$124.88 Judy Ponzio 9% \$49.73 JoAnn Moore 6% \$44.52 Wanda Orr \$60.03 6% Vickie Spurling 6% \$27.48 Linda Bennett 4% \$3.64 Jeanine Redman 4% \$35.52 Sara Torres 4% \$22.58

Watch for new SA TURDAY time for virtual girl time!

Join the COFFEE Club!

022 5

Each month during the 2022 – 2023 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or

more wholesale Section 1 order, she can earn an ultramodern monthly jewelry piece from the **GOLDEN RULES!** Challenge

Earn when you place your \$600 w/s order each month!

MARY KAY

Flexible opportunity. INCREDIBLE Options.

Special Mary Kay® Startup Options • March 1-31, 2023

A Mary Kay business can fit your life and meet you where you are right now. It's fun and best of all, it's flexible. YOU choose how you start earning a little extra income with your Mary Kay business. And these hard-to-pass-up startup options can help get you started toward your goals - whatever you envision!

March 1-31, 2023 Any new or returning Independent Beauty Consultant whose Independent Beauty Consultant Agreement is received and accepted by the Company may choose from these exciting, limited-time startup options!

eStart,* \$20

The Mary Kay" eStart' is a great way to work your business from the comfort of home and still have the opportunity to connect virtually with your customers on a personal level. At a **special price** of only \$20, it's an opportunity worth considering!



Starter Kit,⁺\$90

This Starter Kit includes everything in Mary Kay* eStart, plus retail-sized products for sampling (a more than \$400* value), additional products and samples for March only, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!

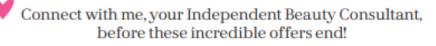
These startup options are a limited-time offer; the promotion is subject to change with advance notice.

HURRY! LIMITED-TIME OFFER! New Business Debut Assortment"

You can kick-start your Mary Kay business with a curated assortment" of easy-to-order and easy-to-sell Mary Kay* products PLUS FREE samples for only \$600 wholesale!



Additional items included for March only!



Top Recruiting lips FOR MARCH by Shelly Gladstein, NSD



Put your honest effort in. Don't just go through the motions—you have to put your leg over the fence and your heart over the line. Let people know you care about them—after all, they are joining YOUR team.



Appointments are guest events.

Make sure you have at least 10 guest events (shows count) in one month.



ASK people to LISTEN. Don't ask them to join. Tell them you have an idea that they need to explore with Mary Kay–let's do coffee–you'd like to see what they think.



Make a list of everyone you want to BOOK and everyone you want to RECRUIT and keep it organized and growing.



READ positive literature DAILY. Don't get off that wagon.



Be proactive about booking 10 classes immediately. Book, double book, offer MORE. Directors, whatever you challenge your unit to do, you do it too!



STAY excited about their possibilities. Get them psyched about the company first, not inventory.



Have your motto become, "let it be me that is the initiator" and don't get distracted.



Be a people mover! Move them off your "maybe" list onto a "yes" or a "discard." Move ON!



Get it totally straight that you WILL get a GOLD or Double

GOLD. Have it in your head and heart and be completely purpose driven.

An Unique St. Patrick's Day Take

on sharing the Mary Kay Opportunity with potential team members



A Mary Kay Career Can Really Put You In The Green

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 simply has the best products on the market! We've been the number ONE selling brand for many years. It's because we stay current with market trends and fashions!

ADVANCE AT YOUR OWN PACE!

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

MONEY!

Mary Kay pays a high 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, FREE TRAINING!

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

CARS!

You can qualify for the use of FIVE different Career Cars: The Famous Pink Cadillac, the popular Chevrolet Equinox, and the super sweet Mini Cooper, the extra roomy Cheverolet Traverse, and the classic Chevrolet Malibu or choose 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! This is a great fun way to introduce others to the Mary Kay opportunity in March.

To catch attention, you may want to start with the S.H.A.M.R.O.C.K. list first, highlighting very basic career opportunity perks, then move into sharing team building information by sharing the opportunity using brochures, packets, or other items that you have preassembled.



CAPTILIZE ON HOLIDAYS

At a Glance Marketing Ideas and Tips

Highlight the eyes of March

≪ Marching into St. Patrick's Day/Spring with a new look

Be Beautiful, Be Bold, Discover your True Beauty, your own Pot of Gold

🛪 March Silent Hostesses

 March winners are by luck of the draw

Why not offer goodie bags, maybe throw in a lucky you gift certificate for \$5 off, a green eye shadow (so you don't get pinched!!) and your business card



Dear



I am so excited, so I'm going to come right to the point! I have a very special goal to achieve "Star Consultant Status" by March 15th. Sales Event To help me accomplish this goal I must sell \$1000 in one day. Sounds like a lot, doesn't it? Well, this is where you come in:

Because you are so important to me and have been a blessing to my business, I am offering very special discounts on that one day only! Contact me with any order on during the following hours and participate in my, One Day Only, March Madness & ale!



Call on

and receive the following discounts:

 7:00 am to 9:00 am
 20% discount on your order

 9:01 am to 11:00 am
 15% discount on your order

 11:01 am to 9:00 pm
 10% discount on your order

I will be ready to receive orders at 7:00 am either by phone

or on my website at www.marykay.com/

If you call and get my voice mail, please leave your order (the time of the call will be recorded).

Special...SHARING BONUS!

Schedule an update facial, glamour party or spa party within the next two weeks with at least 3 of your friends and receive your favorite Mary Kay product FREE as a special thank you gift from me!

It is almost impossible to contact everyone by phone, so I felt writing to each of you was best. You mean so much to me and I want to "Thank you" in advance for participating in my \$1000 day event to help me accomplish my Star Consultant Goal!

Hugs of Appreciation,

PS: THANK YOU BONUS!

When I reach my goal, I will have a drawing and one lucky customer will get her entire order for free! Also, please feel free to pass this special offer on to your friends who do not have a Mary Kay Beauty Consultant.



ZOOM or FB? Host a *Pamper Me* Party and discover YOUR RADIANCE WITHIN! Invite your friends and earn FREE Product! Is THERE ANY REASON WHY YOU WOULDN'T LOVE GETTING FREE PRODUCTS??

*In FREE Product

\$100

\$25

\$25

\$25

\$25

- \$500 or more in outside sales (friends who cannot attend)
 - 2. Provide guest list within 48 hours
 - 3. 5 or more guests who are 18 years + and do not currently have a beauty consultant
 - 4. 2 Bookings for future parties
- 5. \$300 or more in party sales

MARCH HOSTESS WITH THE MOST!

One Lucky HOST in March

Will win a Skinvigorate Sonic Brush **When I have a minimum 5 hosts/parties in March and each party with a minimum of 3 guests and \$200 in sales

> Contact: Email: Or shop my website:

Year Long Consistency Challenge



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 7314 Greenhaven Ave., #76 7314 Greenhaven Ave., #76 909-549-6451 cell 900:549-6451 cell 900:649-6451 cell



 ceive an assorted SALES AIDS PACKAGE for your business!
 (pla

 You must place an order each month and must average \$275 or more (\$825+), and \$650 or more (\$1950+) for each <u>3-month calendar</u> period. Not enough one month? Make it up next month! Just be consistent each month.
 (KATI PHY KAY

Just Do Your Best.... God will do the Rest!

<u>1st Qtr - JulAugSept</u> Little Things <u>Organizer</u>

BOBBIE ADAMS KAREN HEIN WENDY LEWIS JO-ANN MOORE WANDA ORR KAY PROVONSHA VICKIE SPURLING

2nd Otr - OctNovDec Mini Hole Punch

BOBBIE ADAMS GAIL ESFAHANIHA KAREN HEIN MIRIAM HUTTER JO-ANN MOORE COLLEEN NELSON WANDA ORR VICKIE SPURLING

Honorable Mention

(placed w.s. each month) KATHERINE BOWKER PHYLLIS COLE KAY PROVONSHA JEANINE REDMAN PAULA SCHRAVEN SARA TORRES