

Fortenberry-Slate Area India Inner Circle



Dear Fortenberry-Slate Area,

Your commitment to your business entitles you to participate in our AREA INNER CIRCLE Program. I have found that the best and the worst part of Mary Kay is the fact that you are not accountable to anyone!!! I love not having a boss— However, on the other hand I tend to do my best when I know someone is watching!!! This is the reason we designed our Inner Circle Program!!!! I will be watching each and everyone of you as you climb the Mary Kay Career Path!!!!

Our Goal is to have 100 D.J.Q.'s and Directors by Seminar! When becoming a Director is your goal and you are willing to be accountable to me, I would like to work with you!!!

Dates: August—December (Complete 4 of 5 months)

Cost: INR 400 or Free when you have completed Last Inner Circle

ELITE INNER CIRCLE

5-5-5 PER WEEK

5 SELLING APPTS.
5 INTERVIEWS
5000 R SALES

UPPER INNER CIRCLE

3-3-3 PER WEEK

3 SELLING APPTS.
3 INTERVIEWS
4000 R SALES

INNER CIRCLE

2-2-2 PER WEEK

2 SELLING APPTS.
2 INTERVIEWS
3000 R SALES

Graduates Will Receive: (Consultants & Directors)

Inner Circle Pin or Charm, (when you already have a pin) presented to you by Pam.

I cannot wait to celebrate your success!!!!

Love & Belief,

Pam

To complete your assignment this month you must return this sheet by the 6th. of the next month.
 (E-mail: (pamsassistnt@ec.rr.com) Fax: (866-334-5342) or Mail: 7503 Jonquil Court Wilmington, NC. 28409)

Inner Circle Form

<u>ELITE INNER CIRCLE</u>	<u>UPPER INNER CIRCLE</u>	<u>INNER CIRCLE</u>
<u>5-5-5 PER WEEK</u>	<u>3-3-3 PER WEEK</u>	<u>2-2-2 PER WEEK</u>
5 SELLING APPTS. 5 INTERVIEWS 5000 R SALES	3 SELLING APPTS. 3 INTERVIEWS 4000 R SALES	2 SELLING APPTS. 2 INTERVIEWS 3000 R SALES

Success Meeting Attendance

Date: _____ # of Guests _____

1. _____

2. _____

3. _____

4. _____

5. _____

Name: _____

Directors Name: _____

Selling Appointments

<u>Week One</u>	<u>Week Two</u>	<u>Week Three</u>	<u>Week Four</u>
Name & Telephone #	Name & Telephone #	Name & Telephone #	Name & Telephone #
1. _____	1. _____	1. _____	1. _____
2. _____	2. _____	2. _____	2. _____
3. _____	3. _____	3. _____	3. _____
4. _____	4. _____	4. _____	4. _____
5. _____	5. _____	5. _____	5. _____

Interviews

<u>Week One</u>	<u>Week Two</u>	<u>Week Three</u>	<u>Week Four</u>
Name & Telephone #	Name & Telephone #	Name & Telephone #	Name & Telephone #
1. _____	1. _____	1. _____	1. _____
2. _____	2. _____	2. _____	2. _____
3. _____	3. _____	3. _____	3. _____
4. _____	4. _____	4. _____	4. _____
5. _____	5. _____	5. _____	5. _____

Retail Sales:

Week One: _____

Week Two: _____

Week Three: _____

Week Four: _____

Totals For Month:

<u>Retail Sales</u>	_____
<u>Selling Appt.</u>	_____
<u>Interviews</u>	_____
<u>Wholesale Order</u>	_____
<u>New Recruits</u>	_____
<u>Appt. on Books</u>	_____

**Celebrate Mary Kay's 50th Anniversary
with the Asia Pacific NSD's on the
2013 Top Sales Director Trip
Cape Town & Sun City, South Africa**



India Area on the go!

one woman can 10 YEARS

2013 SEMINAR AWARDS

Queen's Court of Personal Sales



Independent Beauty Consultants will receive the beautiful 10ct. WG Gold and Diamond ring

Queen's Court of Personal Sales



Independent Sales Directors will receive the gorgeous 10ct. and Diamond ring

Queen of Court of Personal Sales



Independent Beauty Consultants & Independent Sales Directors will receive the dazzling Gold and Diamond ring, a Diamond Pendant 10ct. Pn & an exclusive gift for her spouse

Queen's Court of Sharing



Independent Beauty Consultants & Independent Sales Directors will receive the gorgeous Gold and Diamond ring

Queen of Court of Sharing



Independent Beauty Consultants & Independent Sales Directors will receive the dazzling Gold and Diamond ring, a Diamond Pendant 10ct. Pn & an exclusive gift for her spouse

Spreading the Go Give Spirit

Go Give Award 2013
Independent Sales Director with highest number of units during the Seminar year (Go Give Award Go Give Award)

- Heart shaped Gold & Diamond pendant for Go Give winner
- Go Give trophy
- Photograph to be displayed at the Hall of Fame at Harphoo Manufacturing Facility, China



Circle of Achievement



Minimum Pledged Unit Production Amount	Reward
2.00 Lakhs	Diamond Bar Pin & Pendant
3.00 Lakhs	Diamond Bar Pin & Pendant
4.75 Lakhs	Diamond Bar Pin & Pendant
7.00 Lakhs	Diamond Bar Pin & Pendant
9.00 Lakhs	Diamond Bar Pin & Pendant
11.00 Lakhs	Diamond Bar Pin & Pendant

Diamond bar pins & pendants are awarded to Independent Sales Directors who exceed all previous year's production starting at the ₹ 50 Lakhs unit volume and maintain total production level and being increased at ₹ 10 Lakhs intervals.

Special 50th ANNIVERSARY Offer

Total Unit Production of new shipping Unit Directors who are joining in January 2013 will also be counted

1st and 2nd Runners-up in Unit Production



Independent Sales Directors will receive the sparkling Gold and Diamond ring

Queen of Unit Production



Independent Sales Director will receive the dazzling Gold and Diamond ring, a Diamond Pendant 10ct. Pn & an exclusive gift for her spouse

Happy December Birthday!

Takoinla Aina ~ 23rd

Happy Unit Anniversary!

Neitsou Lomi Unit ~ 3 yrs

Adhila Longkumer Unit ~ 1 yr



Happy December Anniversaries!

Satinder Kaur ~ 5 yrs

Paulamle Sephe ~ 4 yrs

Jamuna Ramauli ~ 3 yrs

Seminar 2013 Mary Kay Goals!



I will be a . . .

CAREER LEVEL

- _____ by Aug. 1st
- _____ by Sep. 1st
- _____ by Oct. 1st
- _____ by Nov. 1st
- _____ by Dec. 1st
- _____ by Jan. 1st

Sales Director
Senior Sales Director
Future Executive Senior Sales Director
Executive Senior Sales Director
Elite Executive Senior Sales Director
National in Qualification
National Sales Director

OT - Top Trip Sales Director
 OT - Circle Of Achievement

Top Sales Director Trip ~
Cape Town & Sun City, South Africa

OTHER GOALS:

Monthly Retail Goal: \$ _____
 Number of Monthly Selling Appt. _____
 Monthly Wholesale goal: # _____

Quarterly Wholesale goals:

Aug 1st—Oct. 31st _____
 Nov. 1st—Jan 31st _____

Monthly Team Building Appointments: _____
 Number of New Team Members per month: _____

Queen's Court of Personal Sales - 4,44,000 Personal Retail Section One Sales in the Seminar year
 1st August 2012 - 31st July 2013

Queen's Court of Sharing 21 New Qualified Recruits in the Seminar year 1st August
 2012 - 31st July 2013. A qualified recruit is one who achieves
 Rs. 36,000 Retail Production in the Seminar year.

Other Goals _____

Ruby	55,000
Diamond	70,000
Emerald	85,000
Pearl	1,00,000
Pearl +	1,25,000



Join the Fortenberry National Family



Pat Fortenberry
EENSND Emeritus

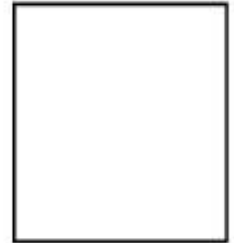
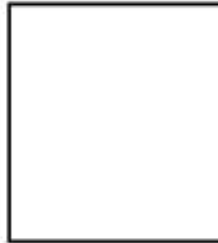
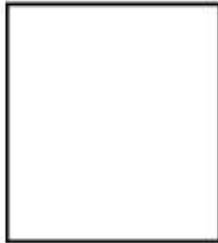
as we grow to
5 NSD's by Mary Kay's
50th Anniversary



Pam Fortenberry-Slate
SNSD



Rhonda Fraczkowski
NSD



Everything that Glitters
is GOLD!!

I am a

National Sales Director by:

Month: _____

Year: _____



Bee One of the Fortenberry-Slate Area's Fortunate 500!!



**Our Area Goal is to have
500 National Court Achievers at
Mary Kay's 2013
50th Anniversary Seminar
Celebration!**

*Commit NOW to One, Two or Three Courts on the
National Seminar Stage!*