

Fortenberry-Slate Area

Asia Pacific 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 200 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: MYR40.00/ PHP400 or Free when you have completed Last Inner Circle

ELITE INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

5-5-5 PER WEEK

5 SELLING APPTS.
5 INTERVIEWS
500 POINTS RETAIL—MAL.
P5000 SALES—PHILIPPINES

UPPER INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

3-3-3 PER WEEK

3 SELLING APPTS.
3 INTERVIEWS
300 POINTS RETAIL -MAL.
P4000 SALES- PHILIPPINES

INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

2-2-2 PER WEEK

2 SELLING APPTS.
2 INTERVIEWS
200 POINTS RETAIL- MAL.
P3000 SALES-PHILIPPINES

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: (pamsassistant@ec.rr.com), Fax: (866-334-5342) or Mail: 7503 Jonquil Court Wilmington, NC. 28409)

Inner Circle Form

Elite:	5 Appt, 5 Interviews, MAL-500 pts Retail Sales weekly, 2000 pts a month
	5 Appt, 5 Interviews, PHP-P5000 Retail Sales weekly, P20,000 a month
Upper:	3 Appt, 3 Interviews, MAL-300 pts Retail Sales weekly, 1200 pts a month
	3 Appt, 3 Interviews, PHP-P4000 Retail Sales weekly, P16,000 a month
Inner:	2 Appt, 2 Interviews, MAL-200 pts Retail Sales weekly, 800 pts a month
	2 Appt, 2 Interviews, PHP-P3000 Retail Sales weekly, P12,000 a month

Success Meeting Attendance

Name: _____

Date:	# of Guests
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Directors Name: _____

Selling Appointments

Week One	Week Two	Week Three	Week Four
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

Week One	Week Two	Week Three	Week Four
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:

Retail Sales _____

Selling Appt. _____

Interviews _____

Wholesale Order _____

New Recruits _____

Appt. on Books _____

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



Malaysia ~New Director Tracking For Success

1st Step

In Your first Three Months do:

ON THE MOVE

1. 2 Active Team Members each Month
2. \$22,500 Unit Production Points

**OTM Pin
3 In 1 Fax, Copy, Scan
Machine**

2nd Step

In your first Six Months do:

FABULOUS 50's

1. 50/> Non Terminated Unit Members
2. \$45,000 Unit Production Points

**Fab 50 Pin
Photo Recognition**

3rd Step

In your first Twelve Months do:

HONORS SOCIETY

1. 24 New Active Team Members
2. 50/> Non Terminated Unit Members
3. \$90,000 Unit Production Points

**Honor Society Pin
Stage Recognition**

See Who's tracking Their Success!

Check out the Fortenberry-Slate Global Newsletter!

Malaysia Area on the Go!

Power Plans

August - December

Aishah Khairudin***
Dolly Lazarus*
Noora Wawa Shukor***
Norfiza Mahput**
Nurul Shakirin Lewis *
Rokiah Arifin**
Salamiah Latip**

Interview Contest!

August—December

Aishah Khairudin***
Dolly Lazarus *
Norfiza Mahput*
Noora Wawa Shukor *

*It is very important to send
your information to me at
Pam's office pamsassistant@ec.rr.com
Hugs, Tammy*



Happy December Birthday!!

Norfizah Mahput ~ 20th

Norizan Azizan ~ 24th

Happy Anniversary!!

Rosima Binti Jaafar ~ 2yrs



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:

July 1st—Sept. 31st _____
 Oct. 1st—Dec 31st _____

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

Queen's Court of Personal Sales - 20,000 Personal Sales Points in the Seminar year 1st August 2012 - 31st July 2013

Queen's Court of Sharing 24 New Qualified Recruits in the Seminar year. 1st August 2012 - 31st July 2013. A qualified recruit is one who achieves 600 Personal Sales Points in the Seminar year.

Other Goals _____



Sapphire	2400 _{psp}
Ruby	3600 _{psp}
Diamond	4800 _{psp}
Emerald	6000 _{psp}



Join the Fortenberry National Family



Pat Fortenberry
EENSND Emeritus

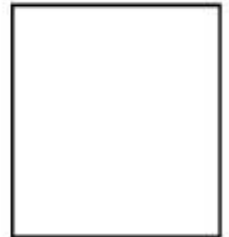
as we grow to
5 NSD's by Mary Kay's
50th Anniversary



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!*