



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate

National Area

2012 December Director Promotion Packet

We are
Exploding!

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Fortenberry-Slate National Area

2012-2013 Inner Circle Goals

Inner Circle National Area

5 New National Sales Directors

10 Executive Senior Sales Directors

30 Senior Sales Directors

50 New Sales Directors

200 Area Sales Directors

25 Pink Car Drivers

10 Circle of Excellence Achievers

20 Circle of Achievement Achievers

50 Director Court of Sales Achievers

50 Director Court of Sharing Achievers

100% of Sales Directors

as 4 QTR Star Consultants

Fortunate 500 - Area Wide Seminar Court Slots Filled!



The Fortenberry Slate Area is Ringing in the Holiday & Year End Season!!

November & December 2012

Production Levels:

\$5,000 Unit Production and 5 New Unit Recruits each month

~ Earn Gorgeous Crystal Earrings!

Officially On Target~ Karyz Figueroa



\$8,000 Unit Production and 8 New Unit Recruits each month

~ Earn Gorgeous Crystal Earrings & matching Ring!

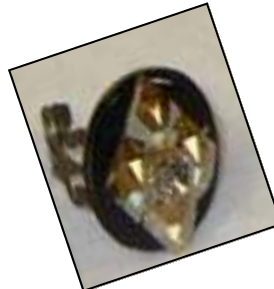


\$10,000 Unit Production and 10 New Unit Recruits each month

~ Earn Gorgeous Crystal Earrings, Ring and matching Necklace!



Achieve in November & December to receive your 50th Anniversary Bling from NSD Pam Fortenberry-Slate!!



Totals are cumulative for November and December.

Prizes will be awarded by NSD Pam Fortenberry-Slate Leadership Conference 2013.

Styles may vary based on availability.

Monthly Power Plan Sheet

Name: _____
 Month of: _____
 Unit Production Goal: _____
 Unit recruiting Goal: _____
 Interview Goal: _____
 Personal Sales Goal: _____
 Personal Recruiting Goal: _____
 Number of Faces Goal: _____

5 People to Move up this month:

1. _____
2. _____
3. _____
4. _____
5. _____

Monthly Recruiting events Planned

<u>Date</u>	<u>Event</u>	<u>Date</u>	<u>Event</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Prizes I am promoting this month:

Why listen to Marketing? _____
 Why come to event? _____
 Why sign on the spot? _____
 Why order? _____
 Why bring guests? _____

**My Area First Line Directors,
 DIQ's and Director Intenders:**

(please note (D), (DIQ), or (DI))

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Complete and turn in your Monthly Plan

Sheet by the 5th of each month for

recognition from your NSD !

Contest Dates: Aug —March

To be recognized at Career Conference!!

Second Line:

(note same as above)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.

2012 Contest August - March

Turn in your Monthly Totals for Recognition!

Start the New Year with Great Guest Events!

When your Unit has 50
or fewer Members

Focus on 30 Interviews
each month

When your Unit has 50
or more Members

Focus on 50 Interviews
each month

1. _____	16. _____		
2. _____	17. _____		
3. _____	18. _____		
4. _____	19. _____	31. _____	41. _____
5. _____	20. _____	32. _____	42. _____
6. _____	21. _____	33. _____	43. _____
7. _____	22. _____	34. _____	44. _____
8. _____	23. _____	35. _____	45. _____
9. _____	24. _____	36. _____	46. _____
10. _____	25. _____	37. _____	47. _____
11. _____	26. _____	38. _____	48. _____
12. _____	27. _____	39. _____	49. _____
13. _____	28. _____	40. _____	50. _____
14. _____	29. _____		
15. _____	30. _____		

Win a Fabulous Prize from Malaysia!



Fortenberry-Slate Area Director's Monthly Challenge!

**Earn a beautiful gift
from NSD Pam Fortenberry-Slate!!
When your unit completes \$5,000
or has 3 New Recruits
by Dec. 15th!**



Send this information by the 5th of the month and NSD Pam Fortenberry-Slate will send a personal message to your consultants. When your unit size is under 50 , you can send 3. Over 50, you can send 6.

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____



The Year of the Star!

**QTR 1~
Star Sales Directors**



Stephanie
Lenard
8 Stars
Sapphire

Quarter II Ending December 15, 2012

Emerald → **80 Star Consultants**
Win Free Registration to: Leadership Conference, Career Conference, Seminar and \$500 air travel to each event.

60 Star Consultants
Win Free Registration to: Leadership Conference, Career Conference, Seminar ← **Diamond**

★ **Ruby** → **40 Star Consultants**
Win Free Registration to: Leadership Conference, Career Conference

20 Star Consultants
Win: Trophy ← **Sapphire**

Be a Star Sales Director This Quarter

★	Sapphire:5 Stars	\$300 Bonus	★
★	Ruby:10 Stars	\$400 Bonus	★
★	Diamond:15 Stars	\$500 Bonus	★
★	Emerald:20 Stars	\$600 Bonus	★

Area Consultant Seminar 2013 Totals July 1st, 2012- October 31st, 2012

The Top 5 in each category are recognized at our Area Night during Seminar!

Congratulations!!!

Consultant Court of Personal Retail Sales

Company Court \$36,000
Area Court: \$22,000 Retail or Top 5
(\$11,000 converted wholesale)

Name	YTD Retail
1. Lauri Wootton	P Fortenberry-Slate Unit \$11,429.40
2. Melissa Davis	L Warrington Unit \$6,033.00
3. Julie Metz	S Lenard Unit \$5,859.50
4. Nya Dutkowsky	P Matthews Unit \$5,632.50
5. Yvonne Ziegler	L Warrington Unit \$5,401.50
6. Janet Vater	C Breslin Unit \$5,391.00
7. Melanie Lenhart	P Fortenberry-Slate Unit \$5,390.00
8. Montanna Elliott	P Fortenberry-Slate Unit \$5,356.50
9. Ruby Rodriguez	P Matthews Unit \$5,164.50
10. Eva Anderson	P Matthews Unit \$5,099.00

Director & Consultant Court of Sharing

Company Court: 24 Qualified Recruits
Area Court: 12 qualified (\$600) Recruits or Top 5

Name	Parent Unit Name	Seminar Commission	QTM
1. Montanna Elliott	P Fortenberry-Slate Unit	\$841.24	6
2. Maria Machuca	Karyz Figueroa Unit	\$270.53	5
3. Julie Metz	Stephanie Lenard Unit	\$168.20	2
4. Yvonne Ziegler	Lisa Warrington Unit	\$118.51	1
5. Nya Dutkowsky	Patricia Matthews Unit	\$116.79	2
6. Courtney McWilliams	Michele Ramirez Unit	\$108.76	1
7. Mallory Ferris	Stephanie Lenard Unit	\$96.07	2
8. Shawn Lamb	Stephanie Lenard Unit	\$91.71	1
9. Amanda Trembley	Lisa Zimmerman Unit	\$72.21	1
10. Lori Burrell	P Fortenberry-Slate Unit	\$65.93	1



October 2012



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 Career Conference! When becoming a Director is your goal and you are willing to be accountable to me, I would like to work with you!!!

Please return the information sheet so you can be included in our New program.

Dates: Oct., Nov., Dec. 2012, Jan., & Feb. 2013 (complete 4 out of 5 months)

Cost: \$10.00 or Free when you've **completed** Inner Circle Jul., Aug. & Sept. 2012

ELITE INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

5-5-5 PER WEEK

5 SELLING APPTS.
5 INTERVIEWS
\$500 RETAIL
ORDER \$800.00

UPPER INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

3-3-3 PER WEEK

3 SELLING APPTS.
3 INTERVIEWS
\$300 RETAIL
ORDER \$600.00

INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

2-2-2 PER WEEK

2 SELLING APPTS.
2 INTERVIEWS
\$200 RETAIL
ORDER \$400.00

Graduates Will Receive: (Consultants & Directors)

Inner Circle Pin or Charm (when you already have a pin), presented to you at Your Local Career Conference!

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 Appts, 5 Interviews, \$500 Retail Sales weekly, \$800 Wholesale a month
 Upper: 3 Appts, 3 Interviews, \$300 Retail Sales weekly, \$600 Wholesale a month
 Inner: 2 Appts, 2 Interviews, \$200 Retail Sales weekly, \$400 Wholesale a month

Success Meeting Attendance

Name: _____

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

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:

<u>Retail Sales</u>	_____ (minimum \$800)
<u>Selling Appts.</u>	_____ (minimum 8)
<u>Interviews</u>	_____ (minimum 8)
<u>Wholesale Order</u>	_____ (minimum \$400)
<u>New Recruits</u>	_____
<u>Appt. on Books</u>	_____

INNER CIRCLE INFORMATION SHEET

Please Complete and Return to:

Pam Fortenberry-Slate
pamsassistant@ec.rr.com
Fax: (866) 334-5342

Directors Name: _____

Your Name: _____

Complete Address: _____

Phone Number: _____ (E-Mail): _____

Husbands Name: _____ Children & Ages: _____

Husbands Attitude	1	2	3	4	5	6	7	8	9	10
	NO WAY!								GO FOR IT!	

Comments: _____

Current Status: _____ Length of Time in Mary Kay: _____

My Goals For Seminar 2013!!

_____ How many times have you completed Inner Circle!

Please Check One of the Following:

_____ I am enclosing \$10.00 Entry Fee in the Form of a: Check: _____ or Cash: _____

_____ **I completed Inner Circle Jul., Aug., & Sept 2012!**
(No Charge for this Inner Circle)

Please Circle Which Level You Plan to Complete:

ELITE INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

5-5-5 PER WEEK

5 SELLING APPTS.
5 INTERVIEWS
\$500 RETAIL
ORDER \$800.00

UPPER INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

3-3-3 PER WEEK

3 SELLING APPTS.
3 INTERVIEWS
\$300 RETAIL
ORDER \$600.00

INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

2-2-2 PER WEEK

2 SELLING APPTS.
2 INTERVIEWS
\$200 RETAIL
ORDER \$400.00

LC 2013 LOS ANGELES, CA
 LOS ANGELES CONVENTION CENTER
 SCHEDULE AT A GLANCE

LC I – (Emerald, Pearl & Ruby – Jan 9 – 12)

Day 0 Wednesday, January 9, 2013 (Emerald, Pearl & Ruby)

Morning	NSD Area Meetings	
10:00 a.m. – 6:00 p.m.	Registration	South Hall J
	Packet Pickup/Information	
	Headset Booth	
	Recognition Booth	
10:00 a.m. – 6:00 p.m.	MK Expo	South Hall K
10:00 a.m. – 2:00 p.m.	Class of 2013 Mingle	South Hall K
Afternoon	NSD Area Meetings	
5:00 p.m. – 10:00 p.m.	Universal Studios Party*	Universal Studios

Day 1 Thursday, January 10, 2013 (Emerald, Pearl & Ruby)

Morning	NSD Area Meetings	
8:00 a.m. – 10:00 a.m.	U.S. Go Give Meeting	West Hall B
9:00 a.m. – 4:30 p.m.	Registration	South Hall J
	Packet Pickup/Information	
	Headset Booth	
	Recognition Booth	
9:00 a.m. – 4:30 p.m.	MK Expo	South Hall K
10:00 a.m. – 10:45 a.m.	U.S. Cookies & Cadillacs' Go-Give Mingle*	West Hall B
10:45 a.m. – 11:30 a.m.	Optional Classes	See Class Schedule
10:45 a.m. – 11:45 a.m.	Spanish Speaking Sales Directors Class	See Class Schedule
10:45 a.m. – 12:30 p.m.	NSD Meeting/Luncheon	Concourse Hall 152/153
1:30 p.m. – 4:00 p.m.	Opening General Session	South Hall GH
Evening	NSD Area Meetings	

Day 2 Friday, January 11, 2013 (Emerald, Pearl & Ruby)

7:15 a.m. – 8:00 a.m.	General Breakfast	West Hall A
8:00 a.m. – 5:00 p.m.	Registration	South Hall J
	Packet Pickup/Information	
	Headset Booth	
	Recognition Booth	
8:00 a.m. – 5:00 p.m.	MK Expo	South Hall K
9:00 a.m. – 10:00 a.m.	General Session	South Hall GH
10:15 a.m. – 11:15 p.m.	Career Development Classes	See Class Schedule
12:00 p.m. – 1:15 p.m.	General Luncheon	West Hall A
1:45 p.m. – 4:00 p.m.	General Session	South Hall GH
6:30 p.m. – 10:00 p.m.	A Red Carpet Affair Banquet*	Millennium Biltmore Hotel
7:30 p.m. – 9:00p.m.	Evening of Networking	West Hall B

Day 3 Saturday, January 12, 2013 (Emerald, Pearl & Ruby)

7:00 a.m. – 1:00 p.m.	Luggage Storage	South Lobby
8:00 a.m. – 8:45 a.m.	General Breakfast	West Hall A
8:30 a.m. – 12:30 p.m.	Registration/Headset Booth	South Hall J
8:30 a.m. – 12:30 p.m.	MK Expo	South Hall K
9:30 a.m. – 12:00 Noon	Closing General Session	South Hall GH

*By Invitation Only

Leadership Conference
Los Angeles, California
January 9th — January 12th, 2013
Fortenberry-Slate &

Meixsell Area's

Mid-Year Awards And Directors Meeting

Thursday, January 10th, 2013

J W Marriott

900 W Olympic Blvd

Los Angeles, CA 90015

4:30-6:30pm

(Immediately Following General Session)

\$10 at the Door

Room: Salon 8

RECOGNIZING:

Power Plan Achievers

Interview Contest Winners

New Directors

Star Sales Directors

Top 3 YTD Directors Unit Retail

Top 3 YTD Directors Unit Recruiting

Top 3 YTD Directors Personal Retail

Top 3 YTD Directors Personal Recruiting

Cadillac Directors

State Contest Highest and Most Improved