

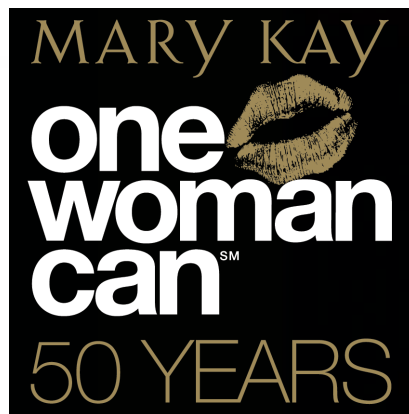
Fortenberry-Slate National Area

2013 Leadership Conference

Director Packet

北京

Beijing



上海

Shanghai



**JW Marriott LA Live
Salon H
Los Angeles, CA
January 9-12, 2013**

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!



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: February—June

To be recognized at Seminar!!

Second Line:

(note same as above)

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

Fortenberry-Slate Area Director's Monthly Challenge!

**Earn a Fabulous Gift
from Pam!!**

**When your unit completes \$5,000
or has 3 New Recruits
by January 15th!**

**Congratulations December
Achievers!!**

Stephanie Lenard, Patsy Matthews, & Lisa Warrington



2013 Contest February - June



Turn in your Monthly Totals for Recognition!

Start the New Year with Great Guest Events!

**When your Unit has 50
or fewer Members**

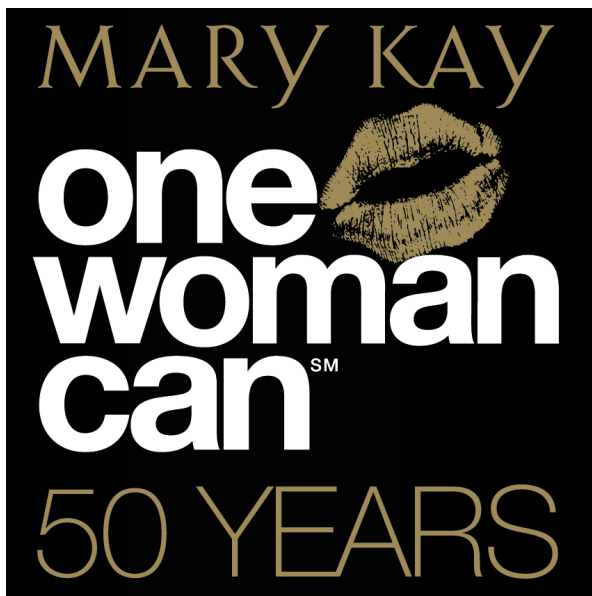
**Focus on 30 Interviews
each month**

**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 Pam!



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

IBC Name: _____
E-mail id: _____
Mobile #: _____
Comments: _____

IBC Name: _____
E-mail id: _____
Mobile #: _____
Comments: _____

IBC Name: _____
E-mail id: _____
Mobile #: _____
Comments: _____

IBC Name: _____
E-mail id: _____
Mobile #: _____
Comments: _____

IBC Name: _____
E-mail id: _____
Mobile #: _____
Comments: _____

IBC Name: _____
E-mail id: _____
Mobile #: _____
Comments: _____



Fortenberry-Slate Area

Directors Pacesetter Class
For the Month Of February

THE EXCITEMENT OF THE NEW YEAR IS STARTING TO BUILD--- THIS TRULY CAN BE "YOUR" YEAR TO HAVE UNIT GROWTH!!! THIS CLASS WILL ASSURE YOU OF GETTING YOUR UNIT EXPLODING FOR THE NEW YEAR!!!

WINNERS: 1ST PLACE

1. Head Table seating at Seminar
2. 2 Days of my time in your Area!
3. Special Recognition & Picture In Newsletter

2ND & 3RD. PLACE

1. Special gift at Seminar.
2. Special recognition in Newsletter.
3. Picture In Newsletter



Lisa Warrington
September Winner!

GUIDELINES TO GRADUATE:

1. Sign up at Now- at Leadership or Email me by January 31st, 2013!!!
2. February newsletter Emailed, Faxed or mailed to me by February 28, 2013.
3. To participate. You must hold a pacesetter's class or Red Jacket Class for your own unit during February. (NO EXCEPTIONS!)
4. E-Mail, Fax or Mail me the names and complete addresses of the consultants who graduated from your class and I will write them a personal note!!!
5. E-Mail, Fax or Mail me a copy of your personal goals and your unit goals with a plan of action!!! By February 15th, 2013.
6. E-Mail, Fax or Mail point sheet with personal weekly reports by March 30th, 2013.

The Guidelines to graduate are a must!!!

All 6 items must be completed to Graduate!!! We will be 100%.

You may do any of the following to accumulate your points! Those who accumulate the most points “WIN”. IT CAN BE YOU!

50,000 pts.	PERSONAL GOLD MEDAL	_____
30,000 pts.	PERSONAL SILVER MEDAL	_____
20,000 pts.	PERSONAL BRONZE MEDAL	_____
20,000 pts.	5 UNIT RECRUITS (49 UNIT MEMBERS OR LESS)	_____
20,000 pts.	10 UNIT RECRUITS (50 UNIT MEMBERS OR MORE)	_____
20,000 pts.	EACH PERSONAL RECRUIT (\$600)	_____
20,000 pts.	10 PERSONAL CLASSES	_____
1,000 pts.	EACH SKINCARE CLASS HELD IN UNIT	_____
5,000 pts.	\$300 WEEK (PERSONAL SALES)	_____
	(ALL 4 WEEKS—ADDITIONAL 5,000 PTS.)	_____
5,000 pts.	EACH CONSULTANT WHO HAS \$1 ,000 RETAIL MONTH	_____
20,000 pts.	YOU ARE A EMERALD STAR DIRECTOR	_____
15,000 pts.	YOU ARE A DIAMOND STAR DIRECTOR	_____
10,000 pts.	YOU ARE A RUBY STAR DIRECTOR	_____
5,000 pts.	YOU ARE A SAPPHIRE STAR DIRECTOR	_____
20,000 pts.	YOU ARE A PEARL STAR CONSULTANT THIS QUARTER	_____
15,000 pts.	YOU ARE A EMERALD STAR CONSULTANT THIS QUARTER	_____
11,000 pts.	YOU ARE A DIAMOND STAR CONSULTANT THIS QUARTER	_____
8,000 pts.	YOU ARE A RUBY STAR CONSULTANT THIS QUARTER	_____
5,000 pts.	YOU ARE A SAPPHIRE STAR CONSULTANT THIS QUARTER	_____
2,000 pts.	EACH UNIT RECRUIT (\$200 AND ABOVE)	_____
12,000 pts.	EACH PEARL STAR CONSULTANT THIS QUARTER	_____
8,000 pts.	EACH EMERALD STAR CONSULTANT THIS QUARTER	_____
5,000 pts.	EACH DIAMOND STAR CONSULTANT THIS QUARTER	_____
2,000 pts.	EACH RUBY STAR CONSULTANT THIS QUARTER	_____
1,000 pts.	EACH SAPPHIRE STAR CONSULTANT THIS QUARTER	_____
10,000 pts.	FOR EACH UNIT GOLD MEDAL IN FEBRUARY	_____
5,000 pts.	FOR EACH UNIT SILVER MEDAL IN FEBRUARY	_____
3,000 pts.	FOR EACH UNIT BRONZE MEDAL IN FEBRUARY	_____
5,000 pts.	\$5,000 WHOLESALE UNIT PRODUCTION.	_____
6,000 pts.	\$6,000 WHOLESALE UNIT PRODUCTION.	_____
8,000 pts.	\$8,000 WHOLESALE UNIT PRODUCTION.	_____
10,000 pts.	\$10,000 WHOLESALE UNIT PRODUCTION.	_____
15,000 pts.	\$12,000 WHOLESALE UNIT PRODUCTION.	_____
25,000 pts.	\$18,000 & ABOVE WHOLESALE UNIT PRODUCTION.	_____
20,000 pts.	HOLD 10 OR MORE RECRUITING FUNCTIONS	_____
2,000 pts.	EACH ADDITIONAL RECRUITING FUNCTION	_____
10,000 pts.	EACH NEW RED JACKET MARCH 1.	_____
10,000 pts.	EACH NEW TEAM LEADER MARCH 1.	_____
10,000 pts.	EACH NEW 0T -CAR DRIVER MARCH 1.	_____
20,000 pts.	EACH NEW CAR DRIVER MARCH 1	_____
20,000 pts.	EACH NEW D.I.Q. MARCH 1.	_____
30,000 pts.	EACH NEW DIRECTOR MARCH 1.	_____
1,000 pts.	EACH PERSON REGISTERED FOR CAREER CONFERENCE.	_____
10,000 pts.	EACH CONSULTANT WHO COMPLETES INNER CIRCLE IN FEBRUARY.	_____
TOTAL POINTS		_____

Please check off the following when each is completed.

GUIDELINES: (MUST DO ALL OF THESE TO GRADUATE)

- _____ 1. Sign Up Now, at Leadership or email your commitment on January 31, 2013
(pamsassistant@ec.rr.com)
- _____ 2. E-Mail, Fax or Mail me your February Newsletter.
- _____ 3. Hold a Pacesetters class or Red Jacket Class in February.
- _____ 4. E-Mail, Fax or Mail me names and complete addresses of your participants.
- _____ 5. E-Mail, Fax or Mail me personal, Unit Goals by February 15th
- _____ 6. E-Mail, Fax or Mail this score sheet by March 30th

This class has been designed for you to receive points from inspiring your unit but, also, there are several categories for you to accumulate points for your personal activity!

A PERSONAL GOLD MEDAL IN FEBRUARY

can give you 50,000 points and get you off to a fantastic start! One month of discipline can build your personal and unit momentum so you can receive recognition in front of your husband and sister Directors at Seminar 2013!!!!

This class will make the difference!



Chasing China 2013

Top Director Trip

Tracking Sheet

Contest Dates July 1, 2012 - June 30, 2013
 \$650,000 Circle of Excellence



**Reach your Goal and Be a
 Top Sales Director in
 CHINA 2013!**

Achieve with - \$650,000 Unit Retail Sales
 How to do that: Have Monthly Sales Challenges, Have 75 Star
 Consultants for the year or offspring 5 New Sales Directors.
 There are many ways to win—these are just a few!!



MARY KAY



Dance Into a New Year!

Celebrate Mary Kay's
50th Anniversary
by restarting your business!

Submit your Independent Beauty Consultant Agreement
Jan. 1-31, 2013, and you can be eligible to receive:

Two FREE* special-edition Mary Kay® Dance to Life™ Eau de Parfums
(\$100 suggested retail value) **AND** a **\$50 credit*** on your first product
order of \$600 wholesale or more (excluding shipping, handling and tax).

OR

One FREE* special-edition Mary Kay® Dance to Life™ Eau de Parfum
(\$50 suggested retail value) **AND** a **\$25 credit*** on your first product order
of \$400 – \$599 wholesale (excluding shipping, handling and tax).

There's never been a better time to restart your Mary Kay business and
celebrate 50 beautiful years of enriching women's lives®. Contact me, your
Mary Kay Independent Beauty Consultant, to get your business restarted!



Live. Inspire. Be Moved.™

Just in time for the Mary Kay 50th Anniversary, special-edition Mary Kay®
Dance to Life™ Eau de Parfum captures the dreams, triumphs, inspirations
and possibilities that are the rhythm of every woman's life.

*Restrictions apply. You must be eligible to submit a new Independent Beauty Consultant Agreement to the Company. The Independent Beauty Consultant Agreement must be received and accepted by the Company Jan. 1-31, 2013. To qualify to receive a \$25 credit and one (1) FREE special-edition Mary Kay® Dance to Life™ Eau de Parfum on your initial order of \$400-\$599 in Section 1 wholesale product (excluding shipping, handling and tax), the order must be received and accepted by the Company by Feb. 28, 2013. To receive a \$50 credit and two (2) FREE special-edition Mary Kay® Dance to Life™ Eau de Parfums on your initial order of \$600 or more in Section 1 wholesale products (excluding shipping, handling and tax), the order must be received and accepted by the Company by Feb. 28, 2013. Sales tax is required on the suggested retail value of the free eau de parfum(s) and on all Section 1 products. Special-edition products are available while supplies last.

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Fortenberry-Slate Schedule at a Glance 2013

"One Woman Can" Leadership Conference ~ Los Angeles, CA	Jan 8-12
Fortenberry-Slate Area Mid Year Awards Will be held at the JW Marriott LA Live Salon H	
Glitter & Gold Jan. Workshop Wilmington, NC	Jan 19
NSD Scholars Week Dallas, TX	Feb. 4-8
Malaysia	Feb. 22- Mar. 6
"One Woman Can" Career Conference Glendale, AZ	Mar. 22-23
Philippines	April 5-6
India	May
"One Woman Can" Ruby Seminar 2013	July 24-27
NSD Trip 2013 China	Sept 9-15

2013 Career Conference Hosting NSD's

March 15-16 Hosting

Anaheim, CA (Spanish only)	Name
	Lupita Ceballos
	Lily Orellana
	Gloria Báez
	Juanita Gudiño

Baltimore, MD	Name
	Pat Danforth
	Pamela Waldrop Shaw
	Cyndee Gress
	Alia Head

Boston, MA	Name
	Halina Rygiel
	Maureen Ledda
	Lisa Allison
	Jackie LaPrade

Dallas, TX	Name
	Jeanne Rowland
	Jan Thetford
	Brenda Segal
	Robin Rowland

Denver, CO	Name
	Stacy James
	SuzAnne Brothers
	Diane Underwood
	Julie Krebsbach

Indianapolis, IN	Name
	Sue Kirkpatrick
	Cindy Fox
	Gena Rae Gass
	Sherry Alexander

Louisville, KY	Name
	Linda Toupin
	Auri Hathaway
	Cathy Littlejohn
	Diana Sumpter

Madison, WI	Name
	Jeanie Martin
	Kimberly Starr
	Carol Lawler
	Heidi Goelzer

Mobile, AL	Name
	Pam Klickna-Powell
	Kate DeBlander
	Kathy Goff-Brummett
	Ann Brown

Ontario, CA	Name
	Cristi Ann Millard
	Kelly McCarroll
	Bea Millslagle
	Nora Shariff

Richmond, VA	Name
	Debi Moore
	Rebecca Evans
	Kathy Jones
	Bett Vernon

Syracuse, NY	Name
	Nancy Bonner
	Maureen Myers
	Candy Lewis
	Tammy Romage

Tacoma, WA	Name
	Connie Kittson
	Judy Brack
	Michelle Sudeth
	Charlotte Kosena

West Valley, UT	Name
	Jan Harris
	Julianne Nagle
	Tammy Crayk
	Natalie Privette Jones

March 22-23

Atlantic City, NJ 1	Name
	Sandy Valerio
	Ronnie D'Esposito Klein
	Cindy Z. Leone
	Elizabeth Muna - Mudi

Augusta, GA	Name
	Gloria Mayfield Banks
	Anita npp Brewton
	Shannon Andrews
	Kathy Rodgers-Smith

Austin, TX	Name
	Cindy Williams
	Yvonne Lemmon
	Morayma Rosas
	Vicki Jo Auth

Charlotte, NC 1	Name
	Kathy Helou
	Lynne Holliday
	Pam Higgs
	Pamela Tull

Galveston, TX	Name
	Mona Butters
	Lorraine Newton
	Joy L. Breen
	Susan Hohlman

Glendale, AZ	Name
	Judie McCoy
	Pam Fortenberry-Slate
	Dawn Otten-Sweeney
	Renee Hackleman

Miami, FL I	Name
	Sonia Páez
	Dacia Wiegandt
	Mary Diem
	Mary Estupiñan

Novi, MI	Name
	Judy Kawiecki
	Diana Heble
	Sherril Steinman
	Crisette Ellis

Omaha, NE	Name
	Karen Piro
	Deb Pike
	Amie Gamboian

Oriando, FL	Name
	Cheryl Warfield
	Kerry Buskirk
	Jamie Cruse-Vrinios
	Vivian Diaz

Pittsburgh, PA	Name
	Lise Clark
	Monique Todd Balboa
	Esther Whiteleather
	Betty Gilpatric

Sacramento, CA	Name
	Carol Anton
	Davanne Moul
	Janis Z. Moon
	Candy Jackson

San Diego, CA	Name
	Sherry Windsor
	Kirk Gillespie
	Debra Wehrer
	Brigit Bridle

Schamburg, IL	Name
	Lisa Madson
	Sandy Miller
	Pam Ross
	Kenda Crist Cross

St. Charles, MO	Name
	Karlee Isenhardt
	Gillian Ortega
	Candace Carlson
	Lara McKeever

St. Paul, MN

Name
Kay Elvrum
Janet Tade
Sharon Buck
Nancy Moser

March 24-25

Atlantic City, NJ II (Spanish Only)	Name
	Gloria Castaño
	Shirley Oshiro
	Evalinda Díaz
	Carmen Ríos

Charlotte, NC II	Name
	Dawn Dunn
	Kristin Myers
	Jo Anne Barnes
	Holli Lowe

Miami, FL II (Spanish Only)	Name
	Dayana Polanco
	Consuelo Prieto
	Alma Orrostieta
	Ada García-Herrera