

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: January—April (Complete 3 of 4 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!

new
quarter!

JOIN MARY KAY'S Red Jacket Reward Campaign

CHALLENGE PERIOD: February 2013 - April 2013

All our Independent Beauty Consultants are invited to join the Red Jacket Reward Campaign. They should be:

- Team Leader, Future Sales Director or Director in Qualification in any 2 months of the quarter
- Add 6 New Recruits in a quarter
- Personal and Team Retail Production ₹ 75,000 in a quarter (Avg. ₹ 25,000 p.m.)
- All Recruits will be counted (Existing & New) for Production

Plus! Also avail the following benefits:

- Get a chance to attend the Red Jacket University - A half day exclusive training geared towards team building and developing expertise in skincare class. This will be conducted in 8 locations.
- Enjoy your Graduation Ceremony besides being rewarded with the certificates & MK Chic Red Bag.



MK
Chic Red
Bag



Happy February Birthday!
Tshering Doma Bhutia ~ 1st
Muskaan Arya ~ 2nd
Muktamani Adhikari ~ 15th
Satinder Kaur ~ 16th
Longkoi Pokho ~ 23rd
Mevuhole ~ 24th

Happy February Anniversaries!

Sentimentla Longkumer ~ 5 yrs
Tenzing Bhutia ~ 3 yrs
Hoinu Kipgen ~ 2 yrs
Paslamu Sherpa ~ 1 yr
J. Jamir & B. Niekha Units ~ 1 yr
S. Kaur & T. Alemola Units ~ 3 yrs
Dr A. Walling Unit ~ 4 yrs

Seminar 2013 Mary Kay Goals!



I will be a . . .

CAREER LEVEL

_____ by Feb. 1st
 _____ by Mar. 1st
 _____ by Apr. 1st
 _____ by May 1st
 _____ by Jun. 1st
 _____ by Jun. 30th

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:

Feb 1st—Apr. 30th _____
 May 1st—Jul 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

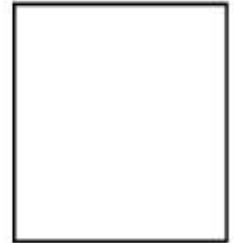
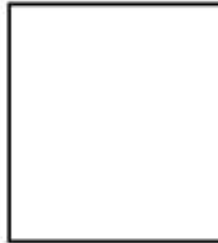
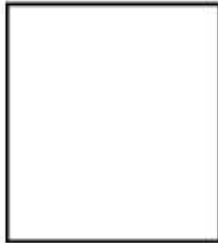
as we grow to
5 NSD's by Mary Kay's
50th Anniversary



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!*