

**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**



# Philippine ~New Director Tracking For Success

**1st Step**

## In Your first Three Months do:

### ON THE RIGHT TRACK

1. 6 Personal Team Members w/P16,000 each
2. P800,000 Unit Production w/P250,000 each month
3. 30 Active Unit Members
4. Attend and complete New ISD

- \*Receive P14,000 Unit Volume Bonus
- \*9% Unit Commission
- \*SD Pin Enhancer
- \*On-stage SD Meeting recognition
- \* Special Cross Professional Planner & Pen

**2nd Step**

## In your first Six Months do:

### FABULOUS 50's

1. 50/> Active Unit Members
2. P2,000,000 Unit Production w/P250,000 each month

Work to hit at least P350,000 unit sales and 2 personal recruits with P16,000 per month to achieve!

- \*Receive P14,000 Unit Volume Bonus
- \*10% Unit Commission
- \*SD Pin Enhancer
- \*On-stage SD Meeting recognition
- \* Special Mary Kay Vanity Kit

**3rd Step**

## In your first Twelve Months do:

### HONORS SOCIETY

1. 20 New Personal Team Members w/P16,000 each
2. 50/> Active Unit Members
3. P4,000,000 Unit Production w/P250,000 each month
4. Attend and Complete Developing Offspring Course within the contest period.

- \*Receive P14,000 Unit Volume Bonus
- \*10% Unit Commission
- \*SD Pin Enhancer
- \*On-stage SD Meeting recognition
- \* Special Gift

**See Who's tracking Their Success!**

**Check out the Fortenberry-Slate Global Newsletter!**

# Philippines Area on the go!

August, - February

## Power Plans

*Malou Manalo \**  
*Marites Cena \*\*\**  
*Marita Del Corro \**  
*Teresa Gutierrez \**  
*Virgie Estepa \*\*\**  
*Marissa Magtoto \*\*\**

## Interview Contest

*Malou Manalo \**  
*Teresa Gutierrez \**  
*Virgie Estepa \*\*\*\*\**  
*Marissa Magtoto \*\*\**

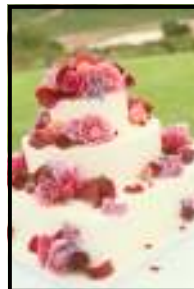
## Happy Anniversary

Joy Tamayo ~ 10 yrs

Teresa Gutierrez ~ 2 yrs

Joy Tamayo Unit ~ 9 yrs

Freda Linsangan Unit ~ 2 yrs



Happy February Birthday

Alicia Cabatuan ~ 12th

Rosalie Doctolero ~ 17th

Michiko Balbuena ~ 21st



Date: February 19-22, 2013

Here's the inclusion of the package: (P\$5,000 ALL IN)

- Airfare Roundtrip (Manila - Bangkok - Manila)
- Philippine Airlines & Thai Airways
- 3-star Hotel Accommodation for 4 days and 3 nights in Pratunam Area

### Meals

- 3 breakfasts
- 4 lunches (2 meals onboard) (from and to Manila)
- 3 dinners (1 dinner cruise along Chao Phraya River)
- 3 snacks

### Half Day City Tour

- Temple City (houses most sacred golden Buddha made out of pure gold - near Chinatown)
- Reclining Buddha image
- Jewelry and leather factory
- City Bus transfers
- Terminal fee
- Travel insurance
- Philippine travel & foreign taxes
- Airline & fuel surcharges

### Itinerary

- Day 1: Arrive BKK, free time before and after dinner
- Day 2: conference proper
- Day 3: conference proper (half day)  
City Tour / Fun Night
- Day 4: Free time before departure to Manila

1 ½ days of learning!!!

1 ½ days of free time!!!

# 2 Amazing Opportunities!!



## Join the RED POWER CLUB

the most exclusive gathering of elite Red Jackets in preparation to being Mary Kay's strongest Sales Directors!

### Be with the best

- Club members must be previous Red Jacket Rally achievers
- Club member is only for active Red Jackets. Membership terminates once an Red Jacket terminates as a Beauty Consultant or becomes a Sales Director.
- Membership forms must be submitted to Sales Development and Education staff members.



### Enjoy these benefits



- **Red Power Club E-ducation** - an exclusive online newsletter containing promo reminders, tips on selling and teambuilding, success stories, calendar of activities and more.
- **Red Power Room** - a designated room for use of Red Power Club members during training, workshops, and events
- **Red Power Workshops** - monthly activities, special training and workshops conducted by top Mary Kay mentors to further hone Red Power Club members into being strong Future Sales Directors
- **Red Power Club Hotline** - an easy to reach hotline which Red Power Club members may call for questions, assistance and clarification

For Red Power Club Members, join us in exciting activities and learning at your respective Beauty Centers (Red Power Room):

- Dec. 8, 2012
- Jan. 5, 2013
- Feb. 16, 2013
- Mar. 16, 2013
- Apr. 13, 2013
- May 4, 2013
- Jun 15, 2013

## Red Power Club Hotline

**Hotline 1: JAYSON**  
0922-8196778 /

(02) 859-6200 local 6232

Jayson.Meneses@mkcorp.com

**Hotline 2: PAMELA**  
0922-8816261 /

(02) 8596200 local 6231

Pamela.Aguirre@mkcorp.com

**Hotline 3: KRISTINE**  
0918-9384429 /

(02) 859-6200 local 6233

Kristine.Santos@mkcorp.com



## Join the Catch the Dream Dallas 2013 Conference!

and be one of the Conference Challenge Achievers and receive:

- Airfare to and from Dallas, Texas, USA
- Five (5) days and four (4) nights hotel accommodation in Dallas, Texas, USA
- Exclusive leadership education by top Mary Kay international mentors
- Sisterhood bonding with fellow Mary Kay Asia-Pacific Sales Directors
- Tour of Mary Kay's International Corporate Headquarters, Mary Kay Museum and Manufacturing Plant in Dallas, Texas, USA



Open to all new and tenured Sales Directors and National Sales Directors:

### A. NEW SALES DIRECTORS (must be a Sales Director for less than one year by July 1, 2012)

- At least P5 million unit sales
- 50 unit size (non-terminated status by February 1, 2013)
- 20 personal recruits with P40,000 personal cumulative sales each within the contest period and not on terminated status by the end of the contest period
- Personal sales of at least P210,000 during the 7-month contest period.

### B. TENURED SALES DIRECTORS (at least one year as a Sales Director by July 1, 2012)

- At least P6 million unit sales
- 50 unit size (non-terminated status by February 1, 2013)
- 20 personal recruits with P40,000 personal cumulative sales each within the contest period and not on terminated status at the end of the contest period
- Personal sales of at least P210,000 during the 7-month contest period.
- One new offspring (SD for less than one year by July 1, 2012) achieving the requirements for the "Catch the Dream Conference" Challenge.

### C. NATIONAL SALES DIRECTORS

- At least 25% sales growth of the commissionable area for the period July 2012 - January 2013 versus July 2011 - January 2012
- At least 5 first line off-springs achieving the requirements for the "Catch the Dream Conference" Challenge.

REMINERS: All incentive trips are subject to creditable withholding tax of 10% under Section 2.572 (D) of the National Internal Revenue Code.

For more information about the Catch the Dream Dallas 2013 Conference, please contact the Sales Development and Education Team at 02-859-6222.



# 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: # \_\_\_\_\_

**Sapphire P90,000**  
**Ruby P110,000**  
**Diamond P130,000**  
**Emerald P150,000**

Quarterly Wholesale goals:

Jan. 1st—Mar. 31st \_\_\_\_\_  
 Apr. 1st—Jun. 30th \_\_\_\_\_

Monthly Team Building Appointments: \_\_\_\_\_  
 Number of New Team Members per month: \_\_\_\_\_

- Queen's Court of Personal Sales - P800,000 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.

Other Goals \_\_\_\_\_



# Join the Fortenberry National Family

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



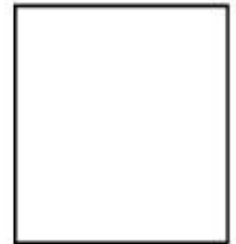
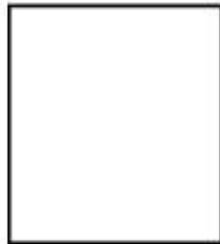
Pat Fortenberry  
EENSND Emeritus



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!*

**DIRECTORS  
ONLY!**

# First Annual FORTENBERRY-SLATE PHILIPPINE AREA DIRECTORS EXPLOSIVE WEEKEND!



**Date: April 5 & 6, 2013**  
**Place: Taal Vista Hotel**  
**Tagaytay City**  
**Price per SD : 5,000**

Inclusive of  
overnight stay accommodation  
2 breakfast  
1 lunch  
1 dinner  
Free use of swimming pool and fitness gym  
Use of function room  
Training and recognition day with your nationals

**JOIN YOUR NSD FOR an EXCLUSIVE EMPOWERING DAY!**

KICK OFF FRIDAY- 6pm Dinner  
(Check in time 2pm) Enjoy your day!

**SATURDAY EXPLOSION**

9:30am-12:00nn- TRAINING

12:00nn-1:00pm- LUNCH

1:30 pm-4:00pm RECOGNITION and  
CLOSING CEREMONY