

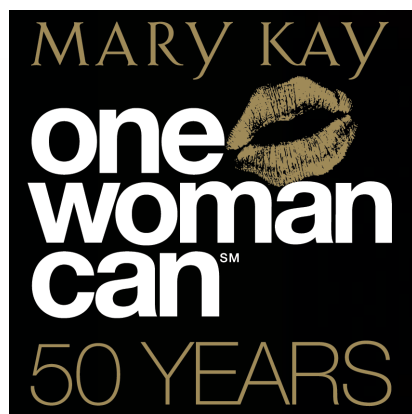
Fortenberry-Slate National Area

February 2013

Beginning of the Month Packet

北京

Beijing



上海

Shanghai



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 February 15th!**



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**

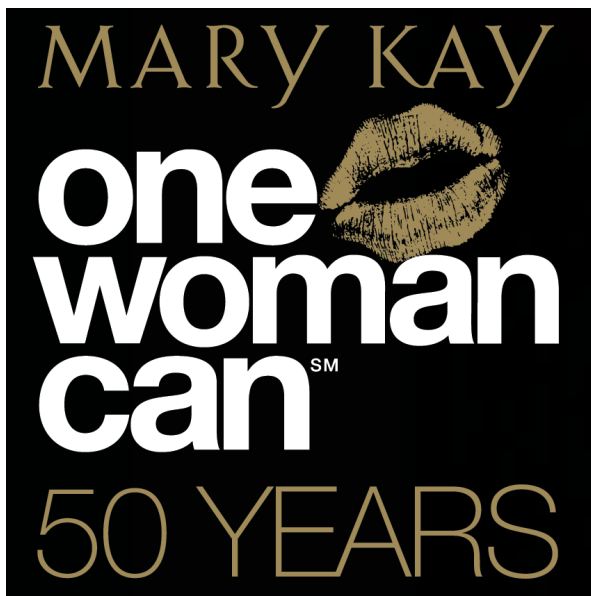
**Focus on 30 Interviews
each month**

**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!





The Year of the Star!

**QTR II~
Star Sales Directors**



Stephanie
Lenard
6 Stars
Sapphire
Level

**On Target
Year of the
Star Sales Directors**

Stephanie Lenard
14 Stars
OT Sapphire
Level

Lisa Warrington
8 Stars
OT Sapphire
Level

Patsy Matthews
7 Stars
OT Sapphire
Level

Quarter III Ending March 15, 2013

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- January 31st, 2013

**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	\$13,668.40
2. Melissa Davis	L Warrington Unit	\$9,968.50
3. Nya Dutkowsky	P Matthews Unit	\$9,734.00
4. Julie Metz	S Lenard Unit	\$8,965.00
5. Montana Elliott	P Fortenberry -Slate Unit	\$8,057.50
6. Cindy Jaye	S Lenard Unit	\$7,716.00
7. Yvonne Ziegler	L Warrington Unit	\$7,716.00
8. Brenda Lab	S Lenard Unit	\$7,579.00
9. Janet Vater	C Breslin Unit	\$7,457.00
10 Shawn Lamb	S Lenard Unit	\$7,432.00

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. Montana Elliott	P Fortenberry- Slate Unit	\$1,124.03	8
2. Maria Machuca	K Figueroa Unit	\$324.53	6
3. Julie Metz	S Lenard Unit	\$207.00	2
4. Nya Dutkowsky	P Matthews Unit	\$152.17	2
5. Yvonne Ziegler	L Warrington Unit	\$149.92	1
6. Courtney McWilliams	M Ramirez Unit	\$118.96	1
7. Mallory Ferris	S Lenard Unit	\$104.11	2
8. Shawn Lamb	S Lenard Unit	\$92.51	1
9. Melanie Lenhart	P Fortenberry- Slate Unit	\$73.50	1
10 Nicole Moore	L Zimmerman Unit	\$72.86	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 every one of you as you climb the Mary Kay Career Path!!!!

Kay is the boss— someone everyone needs

Our Goal is to have 100

Special 2 Month Inner Circle!! January & February to be awarded at Career Conference!!

Brenda Lab Stephanie Lenard to

See who is Participating!!
Michele Ramirez
Courtnei McWilliams
Tamara Thomas
Cindy Jaye
Julie Metz
Marlena Harvey
Kayla Harvey

Shawn Lamb
Sheryl Spalding Sellers
Dawn Hicks
Melissa Davis
Lisa Warrington
Yvonne Ziegler
Melanie Stock

DANCE (S, ETC.)
-2-2 PER WEEK
2 SELLING APPTS.
2 INTERVIEWS
\$200 RETAIL
ORDER \$400.00

Graduates

Will Receive: (Consultants & Directors)

Inner Circle
Your Local

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

I cannot wait to celebrate your success!!!!

Love & Belief,

Pam