

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**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

### **Week Two**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

### **Week Three**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

### **Week Four**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

## Interviews

### **Week One**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

### **Week Two**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

### **Week Three**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

### **Week Four**

Name & Telephone #  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_  
 4. \_\_\_\_\_  
 5. \_\_\_\_\_

## **Retail Sales:**

Week One: \_\_\_\_\_

Week Two: \_\_\_\_\_

Week Three: \_\_\_\_\_

Week Four: \_\_\_\_\_

## **Totals For Month:**

**Retail Sales** \_\_\_\_\_ (minimum \$800)

**Selling Appts.** \_\_\_\_\_ (minimum 8)

**Interviews** \_\_\_\_\_ (minimum 8)

**Wholesale Order** \_\_\_\_\_ (minimum \$400)

**New Recruits** \_\_\_\_\_

**Appt. on Books** \_\_\_\_\_



Linda McBroom  
Sr. NSD Emeritus

# "Legacy Leadership Explosion"

Gold Rush Future National Sales Director Workshop 2013  
Celebrating 50 Years of Excellence

"FAILURE IS NOT AN OPTION"



Pat Fortenberry  
Elite Executive NSD Emeritus

## LAUNCHING 50 NEW NSD'S BY 2015

Workshop will be held at Stonebriar Country Club  
connected to the Westin Stonebriar, Frisco TX

When: May 2nd -4th



Karlee Isenhardt  
Executive NSD



Michelle Sudeth  
Sr. NSD

**How To Qualify for Workshop: 2 Offspring Directors or 1 Offspring Director and 1 DIQ or 2 DIQs or 75 Unit Members**



Scarlett Simpson  
Sr. NSD

**Thursday May 2<sup>nd</sup>**  
6:30-8:30pm NSD  
Dinner and Mingle at  
Sr. NSD Scarlett  
Simpson's Home.  
(Must Quality)

**Friday May 3<sup>rd</sup>**  
8am-8:30pm  
Workshop all day  
Banquet Friday  
Evening

**Saturday May 4<sup>th</sup>**  
8am-Noon  
Workshop



Dacia Wiegandt  
Sr. NSD

**How to Qualify for NSD Dinner and Mingle at  
Sr. NSD Scarlett Simpson's Home:**

**You Must be a Sr. Director with 1 offspring & 2 DIQ's ; Sr.  
Director with 2 offspring & 1 DIQ or Future Ex, Exec. or Elite**

**Gold Rush Future National Workshop Cost: \$210**

**Online Registration: [Scarlett-thinkpink.blogspot.com](http://Scarlett-thinkpink.blogspot.com)**

*Registration is now available*



Kimberly Copeland  
NSD



Pam Fortenberry-Slate  
Sr. NSD



Roxanne McInroe  
NSD



Somer Fortenberry  
NSD

Hotel Info: Westin Stonebriar 972-668-8000  
Deadline for hotel reservations is April 9, 2013.  
Rates: Single \$155 / Double \$155 / Triple \$175 / Quadrate \$195



Vicky Fuselier  
NSD



Gena Gass  
NSD



Donna Meixsell  
NSD



Kelly McCarroll  
NSD



Rhonda Frackowski  
NSD

# 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!!



# 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



## Onstage Recognition

**Independent Executive Senior Sales Directors and Independent Elite Executive Senior Sales Directors** as of March 1, 2013, will be recognized onstage.

### **Top Ten Independent Sales Directors in Unit Retail Production**

Independent Sales Directors with the highest unit retail production from July 1, 2012, through Feb. 28, 2013, will receive a sash and onstage recognition. The top three units will receive reserved seating.

### **Top Ten Independent Sales Directors in Unit Building**

Independent Sales Directors with the highest number of new qualified\* unit members from July 1, 2012, through Feb. 28, 2013, will receive a sash and onstage recognition. The top three units will receive reserved seating.

### **On-Target Double Star Achievement**

Independent Beauty Consultants who achieve on-target status for the Queens' Courts of Personal Sales and Sharing and Sales Directors who achieve on-target status for two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon, onstage recognition and a special gift.

### **On-Target Triple Star Achievement**

Independent Sales Directors who achieve on-target status for the Queens' Courts of Personal Sales and Sharing and the Circle of Achievement or Excellence from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon, onstage recognition and a special gift.

### **On-Target Seminar 2013 Court or Unit Circle**

Independent Beauty Consultants or Independent Sales Directors who achieve at least one of the following:

- At least \$24,000 in estimated personal retail production from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.
- At least 16 new personal team members from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition. New team members need not be qualified at this time.
- Independent Sales Directors with at least \$200,000 in estimated unit retail production from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.
- Independent Sales Directors with at least \$430,000 in estimated unit retail production from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.



# CAREER CONFERENCE 2013

## Onstage Recognition continued...

### **Class of 2013**

Independent Sales Directors who debut from Aug. 1, 2012, through March 1, 2013, will receive a name badge ribbon and onstage recognition.

### **Teachers**

Independent Sales Directors and National Sales Directors who teach a class at Career Conference will receive a name badge ribbon and onstage recognition.

### **Cadillac Unit**

Independent Sales Directors who are qualified for the use of a Cadillac as of Feb. 28, 2013, will receive a name badge ribbon and onstage recognition along with their unit members.

### **Movin' On Up Challenge**

Independent Beauty Consultants who from Nov. 30, 2012, through Feb. 28, 2013, achieve and maintain a new step on the career path of Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition.

\*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.



# CAREER CONFERENCE 2013

## Special Functions

### **Glitter and Gold Luncheon**

Independent Beauty Consultants and Sales Directors who from Dec. 1, 2012, to Feb. 28, 2013, add two qualified\* new personal team members will be invited to this special luncheon held in their honor.

Qualified\* new Beauty Consu

ltants who add one new qualified\* team member from Dec. 1, 2012, to Feb. 28, 2013, will also be invited to attend the luncheon.

\*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.



## Additional Recognition

### **Career Conference MK Experience Challenge**

Each Career Conference location that meets their registration goal by February 28, 2013, will be put in a drawing for a chance to win the MK Experience at that location. The winning city (one city per week) will have the opportunity to experience a mini Expo complete with Star Consultant Quarterly prizes, best-selling products, the latest and greatest Career Apparel, MK Connections, plus much, much more.

### **Career Conference Registration Challenge**

Independent Sales Directors with the highest percentage of unit members\* registered to attend (each location) Career Conference 2013 will receive:

- A name badge ribbon and standing recognition.
- Early entry to all general sessions.
- A \$150 gift card for a pizza party.
- Special gift for Sales Director and her unit members.

Independent Sales Directors with the highest number of unit members registered to attend (each location) Career Conference 2013 will receive:

- A name badge ribbon and standing recognition.
- Early entry to all general sessions.
- A \$150 gift card for a pizza party.
- Special gift for Sales Director and her unit members.

### **On-Target All-Star Consistency Challenge**

Independent Beauty Consultants and Sales Directors who achieve three quarters of consistent Star Consultant status from June 16, 2012, through Feb. 28, 2013, will receive a name badge ribbon and standing recognition.

### **I'm a Star!**

Independent Beauty Consultants and Sales Directors who achieve Star Consultant status from Dec. 16, 2012, to Feb. 28, 2013, will receive a name badge ribbon.

### **Movin' On Up Challenge**

Independent Beauty Consultants who from Nov. 30, 2012, through Feb. 28, 2013, achieve and maintain a new step on the career path of Star Team Builder will receive a name badge ribbon and standing recognition.

### **Celebrating the First Year in My Mary Kay business**

Independent Beauty Consultants who submit their Independent Beauty Consultant Agreements from March 1, 2012, to Feb. 28, 2013, will receive a name badge ribbon and standing recognition.

\*For contest purposes, Independent Sales Directors must be registered to attend Career Conference 2013, have a minimum of 30 unit members and a minimum of 7 unit members registered (in advance) for Career Conference 2013



Spotlight on You  
Aug. 1, 2012 – July 1, 2013



# Mary Kay Independent Sales Director: If it's in the works, you're in the bag!

Congratulations, Class of 2013! Your yearlong hard work deserves to be rewarded with fabulous perks and spectacular recognition, especially during the Mary Kay 50th Anniversary. **All Independent Sales Directors who debut from Aug. 1, 2012 – July 1, 2013,** will receive several fantastic rewards:

- A gorgeous **Class of 2013 ring\*** to match their 2012-2013 Independent Sales Director suit
- A shimmering **Kate Spade handbag\***
- A **\$500 check†**
- A sleek **wallet\*** to complement the handbag when they debut with 50 or more unit members!

And there's more! Once you become an Independent Sales Director, you'll get a \$100 bonus for each additional Independent Sales Director offspring who debuts in the contest year. Pick up your awards at **Leadership Conference** if you debut **Aug. 1 – Dec. 1, 2012,** or at **Seminar** if you debut **Jan. 1 – July 1, 2013.**

## Your Independent Senior Sales Director Will Reap Rich Rewards Too!

Going above and beyond means extra-special prizes for Independent Senior Sales Directors too! An Independent Senior Sales Director who debuts an offspring Independent Sales Director during the contest year will receive these ultra-exclusive prizes:

- A stunning **Class of 2013 ring\*** to match her 2012-2013 Independent Sales Director suit
- A fabulous **Kate Spade handbag\***
- A classy **wallet\*** to complement the handbag for any offspring Sales Directors who debut with 50 or more unit members!

Once the Kate Spade handbag is earned, an Independent Senior Sales Director will also receive a \$100 bonus for each additional offspring debuted during the contest period.

## Step Up to Success. It's Your Time to Shine!

\*Limit one ring, one handbag and one wallet per achiever

To receive an award, an Independent Sales Director must maintain her Sales Director status through Sept. 1, 2013, and be in good standing with the Company at the time the award is presented.

†A qualifying Independent Sales Director and Independent Senior Sales Director must attend either Leadership or Seminar to receive the \$500 check.



# 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

### Career Level      Active Team Members

Senior Consultant	1
Star Team Builder	3
Team Leader	5
Future Sales Director	8
DIQ	10 by 1st of month
On-Target Car	5+ \$5000 Team w/s
Grand Achiever	14 Active + \$20,000 Team Wholesale Production in 1-4 months

- Team Member is ACTIVE in the month a \$200+ Wholesale order goes in and 2 months following the order

50th Anniversary Seminar-Dallas, TX-July/Aug

## OTHER GOALS:

Monthly Retail Goal: \$ \_\_\_\_\_  
 Number of Monthly Selling Appt. \_\_\_\_\_  
 Monthly Wholesale goal: # \_\_\_\_\_

Quarterly Wholesale goals:

Dec 15 - Mar 15 \_\_\_\_\_  
 Mar 16 - June 15 \_\_\_\_\_

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

Queen's Court of Personal Sales - \$30,000 RETAIL production July 1, 2012- June 30, 2013

Queen's Court of Sharing - Minimum 24 new qualified\* personal team members July 1, 2012 - June 30, 2013 (Agreement & total \$600+ wholesale orders must be received 7/1/2012 - 6/30/2013)

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

Sapphire	\$1800
Ruby	\$2400
Diamond	\$3000
Emerald	\$3600
PEARL	\$4800



# **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!*