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

Date: # of Guests		Name:			
1 2 3		Directors Name	<u> </u>		
4		_ g Appointments	•		
Week One Name & Telephone # 1 2 3 4 5	Week Two Name & Telephone # 1 2 3 4 5	1	7.7 4 4 - 1 - 4 4 - 1		
	Ī	<u>Interviews</u>			
Week One Name & Telephone # 1 2 3 4 5	Week Two Name & Telephone # 1 2 3 4 5	1	Week Four Name & Telephone # 1		
Retail Sales:		Totals 1	For Month:		
		<u>eail Sales</u>	(minimum \$	(minimum \$800)	
Week One: Week Two:		ling Appts.	(minimum 8)	
Week Three:		erview <u>s</u>	(minimum 8	a .	
Week Four:		olesale Order	(minimum §		
		w Recruits	(IIIIIIIIIII)	40 <i>0</i> j	
	Apj	pt. on Books			



Sr. NSD Emeritus

"Legacy Leadership Explosion

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

"FAILURE IS NOT AN OPTION"

LAUNCHING 50 NEW NSD'S BY 2015



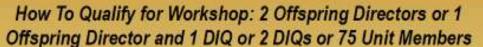
Elite Executive NSD Emeritus



Karlee Isenhart **Executive NSD**

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

When: May 2nd -4th





Michelle Sudeth Sr. NSD



Scarlett Simpson Sr. NSD









Dacia Wiegand Sr. NSD



Kimberly Copeland 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

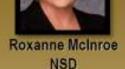


Pam Fortenberry-Slate

Gold Rush Future National Workshop Cost: \$210 Online Registration: Scarlett-thinkpink.blogspot.com Registration is now available



St. 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



Somer Fortenberry NSD



Vicky Fuselier NSD



Gena Gass NSD



Donna Meixsell NSD



Kelly McCarroll NSD



Rhonda Frackowski NSD

Chasing China 2013 Top Director Trip Tracking Sheet



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

2013 0	al cci	VUIIIG		HOSUIIA	
March 15-16	Hosting	March 22-23		St. Paul, MN	Name
Anaheim, CA (Spanish only)	Name	Atlantic City, NJ 1	Name		Kay Elvrum
, ,,	Lupita Ceballos		Sandy Valerio		Janet Tade
	Lily Orellana		Ronnie D'Esposito Klein		Sharon Buck
	Gloria Báez		Cindy Z. Leone		
	Juanita Gudiño		Elizabeth Muna - Mudsi		Nancy Moser
Baltimore, MD	Name	Augusta, GA	Name	March 24-25	
balcillore, MD	Pat Danforth	10 63 30	Gloria Mayfield Banks		
	Pamela Waldrop Shaw		Anita i npp Brewton	AtaIntic City, NJ II (Spanish Only)	Name
	Cyndee Gress		Shannon Andrews		Gloria Castaño
	Alia Head		Kathy Rodgers-Smith		Shirley Oshiro
	Alla Fleau				Evalinda Díaz
Boston, MA	Name	Austin, TX	Name Cindy Williams		Carmen Ríos
	Halina Rygiel		Yvonne Lemmon		
	Maureen Ledda		Morayma Rosas	Charlotte, NC II	Name
	Lisa Allison		Vicki Jo Auth		Dawn Dunn
	Jackie LaPrade				Kristin Myers
	Jackie Lairiade	Charlotte, NC 1	Name		Jo Anne Barnes
Dallas, TX	Name		Kathy Helou		Holli Lowe
Dullas, TX	Jeanne Rowland		Lynne Holliday		
	Jan Thetford		Pam Higgs	Miami, FL II (Spanish Only)	Name
	Brenda Segal		Pamela Tull	Mianii, Fe ii (Spanisii Only)	
	Robin Rowland	Columbia To			Dayana Polanco Consuelo Prieto
	room romanu	Galveston, TX	Name Mona Butters		
Denver, CO	Name		Mona Butters Lorraine Newton		Alma Orrostieta
Deliver, CO	Stacy James		Joy L. Breen		Ada García-Herrera
	SuzAnne Brothers		Susan Hohlman		
	Diane Underwood				
	Julie Krebsbach	Glendale, AZ	Name		
			Judie McCoy		
Indianapolis, IN	Name		Pam Fortenberry-Slate		
mulanapolis, in	Sue Kirkpatrick		Dawn Otten-Sweeney		
	Cindy Fox		Renee Hackleman		
	Gena Rae Gass				
	Sherry Alexander	Miami, FL I	Name Sonia Páez		
Louisville, KY	onerry ruckander		Dacia Wiegandt		
	Name		Mary Diem		
,	Linda Toupin		Mary Estupiñan		
	Auri Hathaway				
	Cathy Littlejohn	Novi, MI	Name		
	Diana Sumpter		Judy Kawiecki		
			Diana Heble		
Madison, WI	Name		Sherril Steinman Crisette Ellis		
	Jeanie Martin		Crisette Ellis		
	Kimberly Starr	Omaha, NE	Name		
	Carol Lawler	Omano, NE	Karen Piro		
	Heidi Goelzer		Deb Pike		
			Amie Gamboian		
Mobile, AL	Name				
	Pam Klickna-Powell Kate DeBlander	Orlando, FL	Name		
	Kathy Goff-Brummett	Oriando, FL	Name		
	Ann Brown		Cheryl Warfield		
	All Diomi		Kerry Buskirk		
Ontario, CA	Name		Jamie Cruse-Vrinios		
	Cristi Ann Millard	_	Vivian Diaz		
	Kelly McCarroll	Pittsburgh, PA	Name		
	Bea Millslagle		Lise Clark		
	Nora Shariff		Monique Todd Balboa		
			Esther Whiteleather		
Richmond, VA	Name Daki Massa		Betty Gilpatric		
	Debi Moore	Carramento Ct	Nama		
	Rebbecca Evans	Sacramento, CA	Name Carol Anton		
	Kathy Jones Bett Vernon		Davanne Moul		
	Dett Vernon		Janis Z. Moon		
Syracuse, NY	Name		Candy Jackson		
2,100025,111	Nancy Bonner				
	Maureen Myers	San Diego, CA	Name		
	Candy Lewis		Sherry Windsor		
	Tammy Romage		Kirk Gillespie Debra Wehrer		
			Brigit Briddle		
Tacoma, WA	Name				
	Connie Kittson	Schamburg, IL	Name		
	Judy Brack Michelle Sudeth		Lisa Madson		
	Michelle Sudeth Charlotte Kosena		Sandy Miller		
	Onanotte Noseña		Pam Ross		
West Valley, UT	Name		Kenda Crist Cross		
	Jan Harris	St. Charles, MO	Name		
	Julianne Nagle		Karlee Isenhart		
	Tammy Crayk		Gillian Ortega		
	Natalie Privette Jones		Candace Carlson		

Candace Carlson Lara McKeever



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.

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.



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

Itants 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





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 shimmery 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
Star Team Builder
Team Leader
Future Sales Director
DIQ
10 by 1st of month

Grand Achiever 14 Active + \$20,000 Team Wholesale Production in 1-4 months

5+ \$5000 Team w/s

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:

Quarterly Wholesale goals:

Dec 15 - Mar 15 ___

Mar 16 - June 15 _

Monthly Team Building Appointments: _____ Number of New Team Members per month:



On-Target Car



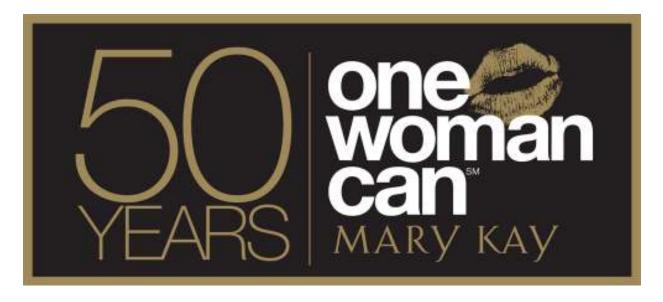


Queen's Court of Sharing -Minimum 24 new qualified* personal team members July 1, 2012 - June 30, 2013 (Agreement & total \$000+ wholesale orders must be received 7/1/2012 - 0/30/2013)

Other Goals



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!