

# Fortenberry-Slate Area

## Asia Pacific 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 200 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—February (Complete Both months)

**Cost:** MYR40.00/ PHP400 or Free when you have completed Last Inner Circle

### ELITE INNER CIRCLE

100% ATTENDANCE  
(MEETINGS, ETC.)

### 5-5-5 PER WEEK

5 SELLING APPTS.  
5 INTERVIEWS  
500 POINTS RETAIL—MAL.  
P5000 SALES—PHILIPPINES

### UPPER INNER CIRCLE

100% ATTENDANCE  
(MEETINGS, ETC.)

### 3-3-3 PER WEEK

3 SELLING APPTS.  
3 INTERVIEWS  
300 POINTS RETAIL -MAL.  
P4000 SALES- PHILIPPINES

### INNER CIRCLE

100% ATTENDANCE  
(MEETINGS, ETC.)

### 2-2-2 PER WEEK

2 SELLING APPTS.  
2 INTERVIEWS  
200 POINTS RETAIL- MAL.  
P3000 SALES-PHILIPPINES

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: (pamsassistant@ec.rr.com), Fax: (866-334-5342) or Mail: 7503 Jonquil Court Wilmington, NC. 28409)

# Inner Circle Form

<b>Elite:</b>	5 Appt, 5 Interviews, MAL-500 pts Retail Sales weekly, 2000 pts a month
	5 Appt, 5 Interviews, PHP-P5000 Retail Sales weekly, P20,000 a month
<b>Upper:</b>	3 Appt, 3 Interviews, MAL-300 pts Retail Sales weekly, 1200 pts a month
	3 Appt, 3 Interviews, PHP-P4000 Retail Sales weekly, P16,000 a month
<b>Inner:</b>	2 Appt, 2 Interviews, MAL-200 pts Retail Sales weekly, 800 pts a month
	2 Appt, 2 Interviews, PHP-P3000 Retail Sales weekly, P12,000 a month

## Success Meeting Attendance

Name: \_\_\_\_\_

Date:	# of Guests
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Directors Name: \_\_\_\_\_

## Selling Appointments

Week One	Week Two	Week Three	Week Four
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

Week One	Week Two	Week Three	Week Four
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:

Retail Sales \_\_\_\_\_

Selling Appt. \_\_\_\_\_

Interviews \_\_\_\_\_

Wholesale Order \_\_\_\_\_

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

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

**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**



# Malaysia ~New Director Tracking For Success

## 1st Step

### In Your first Three Months do:

#### ON THE MOVE

1. 2 Active Team Members each Month
2. \$22,500 Unit Production Points

**OTM Pin  
3 In 1 Fax, Copy, Scan  
Machine**

## 2nd Step

### In your first Six Months do:

#### FABULOUS 50's

1. 50/> Non Terminated Unit Members
2. \$45,000 Unit Production Points

**Fab 50 Pin  
Photo Recognition**

## 3rd Step

### In your first Twelve Months do:

#### HONORS SOCIETY

1. 24 New Active Team Members
2. 50/> Non Terminated Unit Members
3. \$90,000 Unit Production Points

**Honor Society Pin  
Stage Recognition**

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

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

# Malaysia Area on the Go!

## Power Plans

August - February

Aishah Khairudin\*\*\*  
Dolly Lazarus\*  
Noora Wawa Shukor\*\*\*  
Norfiza Mahput\*\*  
Nurul Shakirin Lewis \*  
Rokiah Arifin\*\*  
Salamiah Latip\*\*

## Interview Contest!

August—February

Aishah Khairudin\*\*\*  
Dolly Lazarus \*  
Norfiza Mahput\*  
Noora Wawa Shukor \*

*It is very important to send  
your information to me at  
Pam's office [pamsassistant@ec.rr.com](mailto:pamsassistant@ec.rr.com)  
Hugs, Tammy*



Happy January Birthday!!  
Roseleza Mohamed ~ 5th  
Sabariyah Harun ~ 23rd  
Suzana Abidin ~ 29th  
Happy Anniversary!!  
Aishah Khairudin ~ 2yrs  
Shorbana Martin Unit ~ 1 yr  
Roseleza Mohamed Unit ~ 1 yr



# 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 2400<sub>psp</sub>**  
**Ruby 3600<sub>psp</sub>**  
**Diamond 4800<sub>psp</sub>**  
**Emerald 6000<sub>psp</sub>**

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 - 20,000 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. A qualified recruit is one who achieves 600 Personal Sales Points in the Seminar year.

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



# Join the Fortenberry National Family



Pat Fortenberry  
EENSND Emeritus

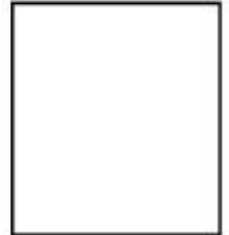
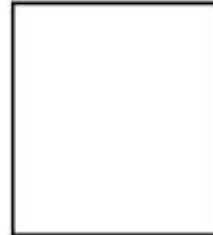
as we grow to  
**5 NSD's by Mary Kay's**  
**50th Anniversary**



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!*