



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate National Area

2013 January Director Promotion Packet

We are
Exploding!!

SNSD Pamela Fortenberry-Slate
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NEW WEBSITE!! www.pamslate@qtooffice.com

Congratulations!

Fortenberry-Slate

National Area

5 Year to Date

Ruby Seminar!

#1 Sales Directors

Across the Globe for November!

USA



**STEPHANIE
LENARD
SENIOR SALES
DIRECTOR**

PHILIPPINES



**VIRGIE
ESTEPA
SENIOR
SALES
DIRECTOR**

MALAYSIA



**NAFISAH
OMAR
EXECUTIVE
SENIOR SALES
DIRECTOR**

INDIA



**IMTINARO
IMCHEN
EXECUTIVE
SENIOR SALES**

**The Fortenberry-Slate Area is in the: ^{DI-}
USA, Philippines, Malaysia & India**

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!



The Fortenberry Slate Area is Ringing in the Holiday & Year End Season!!

November & December 2012

Production Levels:

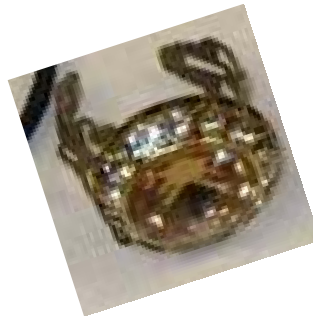
Up to 50 Unit Members— 350,000 Unit Production & 10 New Active Unit Recruits Each Month

51 Unit Members and UP— 600,000 Unit Production & 15 New Active Unit Recruits Each Month

Achieve in November & December to receive your 50th Anniversary Bling from NSD Pam Fortenberry-Slate!!

November Achievers!

Virgie Estepa
Freda Linsangan
Josephine Silva



Rings will be awarded by NSD Pam Fortenberry-Slate on her next trip to Philippines. Styles may vary based on availability.



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 (D),
 DIQ's and Director Intenders (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: January—February
 To be recognized by your National!!**

Second Line:
 (note same as above)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.

2012 Contest January - February

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 your NSD!



Send this information by the 5th of the month and NSD Pam Fortenberry-Slate will send a personal message to your consultants. When your unit size is under 50 , you can send 3. Over 50, you can send 6.

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

Inner Circle Participants

August - December Contest

Name	Prize Goal	Months Completed	Name	Prize Goal	Months Completed
Abelen Sahul	Pin		Leaena Chan	Pin	
Agnes Ocampo	Pin		Llany Cello	Pin	
Alicia Cabatuan	Charm		Lovielyn Agustin	Pin	**
Allaine Gonzales	Pin		Ma Nina Matias	Pin	*
Amelia Sardea	Pin	****	Maria Fernandez	Pin	
Arlene Garcia	Pin		Marilou Manalo	Charm	*
Bleshilda Roxas	Charm		Marilyn Aqui	Pin	*
Carina Polea	Pin	**	Marina Isles	Charm	*
Celeste Fajardo	Pin		Marissa Long	Pin	*
Clara Alcain	Pin		Marissa Mauleon	Pin	
Concepcion Violenta	Pin	*	Marites Cena	Charm	**
Crisina Balmes	Pin		Marites Cruz	Pin	
Cristabelle Santos	Pin	*	Marjorie Ilohen	Pin	
Cynthia Zapata	Pin	*	Mark Ramos	Pin	*
Divina Santos	Pin		Marv Silvano	Pin	*
Ederlina Dasargo	Pin		Marivic Barrios	Pin	*
Edna Pinlac	Pin	*	Michiko Balbuena	Pin	
Elena Jose	Charm		Nadine Tello	Pin	
Elvira Gerona	Pin		Nela Asuncion	Pin	
Evelyn Sangalang	Pin	****	Nelia Miranda	Pin	
Evelyn Surusan	Pin		Nimfa Montes	Pin	
Fe Perla Maliwat	Charm		Noah Lagman	Pin	
Frannie Pobre	Pin		Nora Lazina	Pin	
Gayle Guerrero	Charm		Olivia Pambid	Charm	
Genalin De Guzman	Pin		Purita Rosales	Pin	
Genevieve Lozano	Pin		Rafaela Marantal	Pin	
Gloria Buenavides	Pin		Rebecca Mapue	Pin	
Helen Taggweg	Pin		Rhodora Antonio	Charm	
Illuminada Portento	Pin		Ronellia Perez	Pin	**
Imelda Rivera	Pin		Rosalina Jones	Pin	*
Isabelita Galac	Pin		Rosalinda Adel	Pin	
Ivy Labayne	Pin		Rosanna Salenga	Pin	
Jane Quillon	Pin		Rosemarie Mangaoang	Pin	
Jennifer San Diego	Pin	**	Rowena Alido	Pin	
Jessebel Tigas	Pin		Rowna Carilla	Pin	
Joanne Macatangay	Pin		Ruby Manayao	Pin	
Jocelyn Paras	Pin		Sandy Abuoag	Pin	
Josephine Silva	Pin		Sani Olatic	Pin	
Jovelyn Buco	Pin		Saundee Brillantes	Pin	
Joy Catuling	Pin		Sharon De Guzman	Charm	
Judith Marron	Pin		Shella Estrella	Pin	**
Judith Pagcu	Pin	*	Suzette Mallari	Charm	*
Juliet Killongan	Pin		Teresa Gutierrez	Pin	*
Kareen Palad	Charm		Vanessa Rocas	Charm	*
Karen De Lara	Pin	**	Virgie Estepa	Charm	***
Kathlyn Molino	Pin	**	Wayne Mabatid	Pin	
			Wenddy Pigoh	Pin	
			Wilma Del Pilow	Pin	

Please send in your completed Inner Circle Forms each month.

Email to ~ pamsassistant@ec.rr.com

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 100 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 at 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

Elite:	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
Upper:	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
Inner:	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

Date: _____ # of Guests _____ Name: _____

1. _____ Directors Name: _____

2. _____

3. _____

4. _____

5. _____

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 _____