



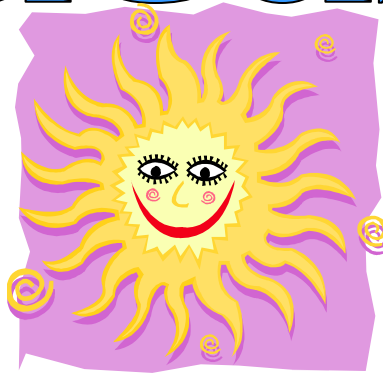
Pams Positive Stars Unit Newsletter

Pam Fortenberry-Slate
Senior National Sales Director

June & July Results

August 2012

AUGUST



NEWSLETTER

**Unit
Goals**

This Month
\$30,000 Wholesale

Seminar 2013
\$600,000 Retail

20 New Consultants Each Month!

Welcome New Consultants!!!

*Congratulations
on your decision to become an
Independent Business Woman!!*

Welcome New Consultant!!

New Consultant: From Introduced by:

Robin Camp Oxford, NC Dawn Hicks

Happy Anniversary In August Years

Dawn Hicks	18
Teresa Flowe	13
Tammy Pratt de Ortiz	13
Beth Krause	12
Linda Thomas	10
Sherry Kalasnik	8
Cindy Worthington	8
Angela Ugrotto	6
Samantha Pennell	4
Evelina Concepcion	2
Teresa Davis	2
Krista Lichtenberg	1
Beverly Mangahas	1

Happy Birthday In August Day

Mary Busch	3
Teresa Brockway	4
Kelly Dietrich	5
Brandy Kreider	5
Sherrie Shaw	6
Michelle Summers-Hill	6
Tara Orsini	7
Liberty Jones	13
Bobbi Acee	15
Misty Baylis	18
Christtine Jerscheid	19
Chasidy Garvey	20
Allyson McCormick	23
Gemma Pineda	23
Nicole Eyman	24
Jennifer McIntire	25
Liz Petty	25
Angela Rhodes	25
Beverly Ervin	26
Robin Camp	27
Virginia Kides	31
Ann Milton	31

Happy Birthday in September Day

Lori A. Griest	2
Deborah L. Hudson	8
Sarah J. Main	8
Mary Ann S. Parker	11
Nenita Villanera	11
Lisa M. Taylor	12
Leslie L. McCormick	15
Tracie A. Engelman	20
Laura A. Thompson	25
Kasey DeLancy	27
Elsie L. Burley	28

Happy Anniversary in September Years

Deborah S. Harbin	21
Cherie W. Hyde	11
Kysha D. Hall	9
Gale A. Naisbitt	8
Lisa M. Taylor	8
Sandy K. Testerman	7
Delia R. Realizan	1
Tiffainy Ortanez	1
Virginia Kides	1

Recruiters and Their Teams

Star Team Builders

Recruiter: Maribel G. Dizon

- Maria Pineda
- Alicia B. Silverio
- David M. Ortiz
- * Cecilia Villamin
- * Evelina Concepcion
- * Irene Uminga
- # Maria Mel A. Acebedo
- # Rosemary T. Dorado
- # Virginia Kides
- # Delia Realizan
- # Teresa V. Sarza

Recruiter: Mary Lou Miller

- Rita Deeny
- Teresa Flowe
- Linda N. Polinski
- * Theresa M. Emery
- * Kimberly S. Small
- * Sheri G. Blankenship

Recruiter: Montanna M. Elliott

- Samantha R. Pennell
- Angela M. Rhodes
- Mar y Sol Weston
- Tara Orsini
- * Lori A. Griest
- # Amanda C. Vaughan
- # Krista Lichtenberg
- # Lynda M. Bruner
- # Joyce E. Westbrook
- # Martina J. Cox

Star Team Builders

Recruiter: Sarah J. Main

- Brett N. Hastings
- Tracy L. Linderman
- Kelly S. Dietrich
- # Casie J. Garver
- # Lauren E. Wissler
- # Kathryn F. Mammarella
- # Jessica L. Craig
- # Susan R. Guler

Recruiter: Kysha D. Hall

- Marjie Gaspar
- Nicole Ryman
- Megan K. Conlin



Senior Consultant

Recruiter: Betty R. Miller

- Diane M. Williams
- * Willie J. Guest

Recruiter: Brandy L. Kreider

- Sarah J. Main

Recruiter: Leslie McCormick

- Elaine Brayboy

Recruiter: Hayley Hamilton

- Malissa Mocsari

Recruiter: Linda Thomas

- Bobbi Acee

Recruiter: Lauri Wootton

- Michelle Staggs

* **Recruiter: Susan L. Petterson-Chunn**

- Jillian L. Dorwart

* **Recruiter: Tammy Pratt de Ortiz**

- Chasidy Garvey

* **Recruiter: Rhonda Morales**

* **Recruiter: Pam Huss**

* **Recruiter: Martha Morales**

Recruiter: Maria Pineda

- Shirley Gomez

Recruiter: Beverly C. Mangahas

Recruiter: Deborah Hudson

- Jennifer M. Lammey

* **Recruiter: Michelle Cantrell**

* **Recruiter: Tracie A. Engelman**

Recruiter: Christine Jerscheid

Recruiter: Christine Martin

Recruiter: Lori Burrell

- Karen A. Bomgardner

* **Recruiter: Kasey DeLancy**

Recruiter: Ashley Peedin

Recruiter: Misty Baylis

Recruiter: Elyssa Chasteen

Recruiter: Ann C. Milton

Recruiter: Eneyda Petatan

**It only takes 3 ~
Who will they be?**

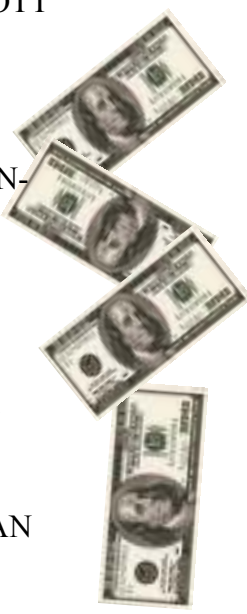


Join the Red Club! Be a Star Team Builder!

Financial Independence June Results

Wholesale Court

Name	Amount
SARAH MAIN	\$1,220.25
MONTANNA ELLIOTT	\$1,127.00
LAURI WOOTTON	\$993.25
MARIA PINEDA	\$689.00
SUSAN PETTERSON	\$511.00
DAWN HICKS	\$400.75
PAM SAMPLE	\$343.50
KAREN EVERITT	\$332.75
MICHELLE STAGG	\$290.75
DAVID ORTIZ	\$261.50
TRACY LINDERMAN	\$237.00
NICOLE EYMAN	\$217.00
LIZ PETTY	\$214.00
JILLIAN DORWART	\$212.50
LESLIE MCCORMICK	\$206.50
ELLA FALES	\$205.50
DEBORAH HUDSON	\$161.50
TERESA FLOWE	\$126.75
ELAINE BRAYBOY	\$70.25
BRANDY KREIDER	\$64.75
KYSHA HALL	\$57.00
SAMANTHA PENNELL	\$53.00
MICHELLE CANTRELL	\$37.00
MARTHA MORALES	\$32.50
SHERI BLANKENSHIP	\$15.00



Sarah Main



June
Queen of
Wholesale
\$1,220.25

Recruiting Court

Dawn Hicks	1
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Love Checks

9% Recruiter Commission Level

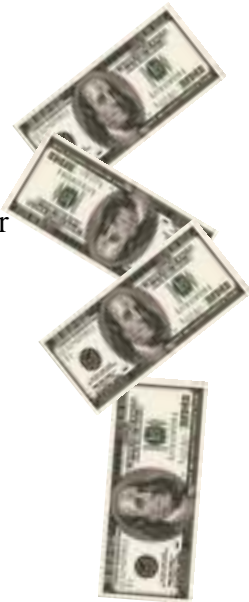
4% Recruiter Commission Level

**Totals not
Available!**

Financial Independence July Results

Wholesale Court

Name	Amount
Maribel G. Dizon	\$661.00
Lauri Wootton	\$453.00
Montanna M. Elliott	\$335.00
Shirley Gomez	\$331.00
Maria Pineda	\$291.00
Karen A. Bomgardner	\$277.00
Elaine Brayboy	\$271.25
Kysha D. Hall	\$252.00
Malissa A. Mocsari	\$245.75
Michelle E. Dawkins	\$244.50
Christina R. Reeder	\$226.00
Betty R. Miller	\$212.00
Tara F. Orsini	\$207.50
Chasidy Garvey	\$205.75
Mary B. Busch	\$203.00
Kelly S. Dietrich	\$202.00
Jennifer M. Lammey	\$201.50
Marjie Gaspar	\$200.25
Megan K. Conlin	\$200.00
Teresa Flowe	\$118.75
Liz Petty	\$70.50
Beverly A. Ervin	\$68.00
Barbara A. Acee	\$58.50



Maribel Dizon



**July
Queen of
Wholesale
\$661.00**

Recruiting Court

Love Checks

9% Recruiter Commission Level

4% Recruiter Commission Level

Mary Lou Miller	Leslie L. McCormick
Kysha D. Hall	Montanna M. Elliott
Maria Pineda	Betty R. Miller
Maribel G. Dizon	Sarah J. Main
Lori Burrell	Deborah L. Hudson

Year to Date Success

July 1st, 2012- July 31st, 2012

Personal Retail Sales

1. Maribel G. Dizon	\$1,322.00
2. Lauri Wootton	\$926.00
3. Montanna M. Elliott	\$670.00
4. Shirley Gomez	\$662.00
5. Maria Pineda	\$582.00
6. Karen A. Bomgardner	\$554.00
7. Elaine Brayboy	\$532.50
8. Kysha D. Hall	\$504.00
9. Malissa A. Mocsari	\$491.50
10 Michelle E. Dawkins	\$489.00

Personal Court of Sharing

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

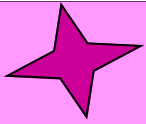
**Who will dare
to share?**



Driving the Dream!



CRUZE 1LT



Reaching for the STARS!
Quarter 1 June 16th - September 15th, 2012



Star Consultants earn profit, product and wonderful prizes!

Consultant Name		-- Wholesale Production Needed --				
		Sapphire	Ruby	Diamond	Emerald	Pearl
MARIBEL DIZON	\$661.00	\$1,139.00	\$1,739.00	\$2,339.00	\$2,939.00	\$4,139.00
MARIA PINEDA	\$582.75	\$1,217.25	\$1,817.25	\$2,417.25	\$3,017.25	\$4,217.25
LAURI WOOTTON	\$453.00	\$1,347.00	\$1,947.00	\$2,547.00	\$3,147.00	\$4,347.00
DAWN HICKS	\$400.75	\$1,399.25	\$1,999.25	\$2,599.25	\$3,199.25	\$4,399.25

Stars earn great prizes!!

Unit Goal ~
 10 Star
 Consultants



**Pick
 Your
 Prize!**

2012 Consistency Club~ Italian inspired Baci add-a-bead bracelet!



Complete two months w/s challenge &
earn your bracelet and first bead!



Join the Club.

When you order 200 w/s two months in a row

First earn the bracelet & 1 bead.

Then for every 2 months of consistency earn another bead!

2011-2012 Consistency Club~ Italian inspired Baci add-a-bead bracelet!

baci
BEADS



**Congratulations to our
May - June &
June - July
Consistency Achievers**

LAURI WOOTTON—24

SUE P-CHUNN—7

MARIA PINEDA—7

MONTANNA ELLIOTT—2

DAVID ORTIZ—2

*** = NEW BRACELET ACHIEVER**

= TOTAL CHARMS ACHIEVED TO DATE





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 Career Conference! When becoming a Director is your goal and you are willing to be accountable to me, I would like to work with you!!!

Please return the information sheet so you can be included in our New program.

Dates: July, Aug, Sept (complete 2 out of 3 months)

Cost: \$10.00 or Free when you've **completed** previous Inner Circle.

ELITE INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

5-5-5 PER WEEK

5 SELLING APPTS.
5 INTERVIEWS
\$500 RETAIL
ORDER \$800.00

UPPER INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

3-3-3 PER WEEK

3 SELLING APPTS.
3 INTERVIEWS
\$300 RETAIL
ORDER \$600.00

INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

2-2-2 PER WEEK

2 SELLING APPTS.
2 INTERVIEWS
\$200 RETAIL
ORDER \$400.00

Graduates Will Receive: (Consultants & Directors)

Newsletter Recognition

Inner Circle Pin or Charm (when you already have a pin), presented to you at Fall Retreat by your Sales Director!

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: (pfortenberry@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 _____

RACE for the GOLD!

Warfield Area Michigan Retreat 2012!

Registration through September 10th!



*Executive National
Sales Director
Cheryl Warfield*

Ramada Plaza 3333 28th St SE, Grand Rapids, MI
Retreat = \$85 per person (\$88 Paypal)

- ♦ Pay online to Laura Poling at www.laurapoling.com
- Includes: Meetings
- Friday: Appetizers & Dessert
- Saturday: Cont. Breakfast & Dinner
- Sunday: Cont. Breakfast & Lunch

Room = \$72/night 616.949.9222

- ♦ Reserve your room under **Mary Kay Block**
- ♦ Includes 4 wrist bands for pool & waterslide.

Dress:

- ♦ Friday Night: Career Dress
- ♦ Saturday: Business Casual (Skirts only no pants)
- ♦ Saturday Night: After 5
- ♦ Sunday: Career Dress



*National Sales Director
Pam Fortenberry-Slate*

OCTOBER 5—7, 2012

Friday, October 5, 2012—BOLD in GOLD CELEBRATION

6-6:45pm Mingling & Photos with Nationals

***INVITED:** New Directors, Star Consultants, Coach Bag Achievers, 10 Show Week Achievers

All consultants who have moved up a level since July 1st...Star Team Builders & up.

6:45-9pm Everyone Welcome!

***Special Seating for New Directors**

Saturday, October 6, 2012

6-9am Continental Breakfast in Lounge Area

8-9am Registration

9am-Noon Meeting together & Round Table Training

***Special Recognition on the hour for 10 Show Week Achievers**

Noon-2pm Lunch Break—On your own

2-4pm Break apart classes based on career level

5-9pm Dinner—Hear from National Sales Directors.

*** Special Coach Bag Presentation to Bold & Gold Achievers.**

*** New Directors, Quarter 1 Pearl Star Consultants & DIQ's sit w/ Nationals.**

Sunday, October 7, 2012

6-9am Continental Breakfast in Lounge Area

8am Optional Worship Service

9am -Noon New Directors & Lunch