



Pams Positive Stars Unit Newsletter



Pam Fortenberry-Slate
Senior National Sales Director

November Results

December 2012

DECEMBER



Wishing you a
Christmas warm
with happiness and
a New Year
filled with joy!

NEWSLETTER

**Unit
Goals**

This Month

\$14,000 Wholesale

Seminar 2013

\$600,000 Retail

\$14,000 November Wholesale Goal ~ close SO close!!

10 New Consultants Each Month! November ~ Close!!

Welcome to Pam's Positive Stars Unit!!!

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

Welcome New Consultants!!

New Consultant: From Introduced by:

**Who will Dare
to Share?!?**



**Beauty without
Boundaries**



<u>Happy Anniversary in January</u>	<u>Years</u>
Mary Lou Miller	22
Elizabeth J Giustina	11
Theresa M. Emery	10
Tracie A. Engelman	8
Beverly A. Ervin	6
Lori Burrell	4
Kasey DeLancy	4
Nicole R. Eyman	4
Jillian L. Dorwart	3
Mandy R. Gilmore	1
Lori A. Griest	1
Christine Martin	1



Happy Birthday In

Day

January

Christine Martin	1
Beverly C. Mangahas	4
Sheri G. Blankenship	5
April A. Knight	11
Michelle P. Miller	15
Tiffainy Ortanez	16
Betty L. Christy	17
Lori Burrell	18
Betty R. Miller	25
Stephanie L. Beal	26
Mary Lou Miller	29
Pam Sample	30
Karen Everitt	31
Kristy Metz	31
Kimberly S. Small	31

Recruiters and Their Teams

DIQ

Recruiter: Montanna M. Elliott

Lynda Bruner
Martina J. Cox
Candace Gooch
Dawn R. Hodges
Kara J. Hodgson
April A. Knight
James E. LeMaire
Melanie R. Lenhart
Loretta A. Zazo
Carolyn Gross
Amanda L. Schaeffer
Molly Prince
* Angela M. Rhodes
* Mar y Sol Weston
* Samantha R. Pennell
* Tara F. Orsini
* Flor Murillo

Star Team Builders

Recruiter: Mary Lou Miller

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

Recruiter: Sarah Main

Kelly S. Dietrich
Susan R. Guler
Melissa K. Lehman
* Tracy L. Linderman
Casie J. Garver
Brett N. Hastings
Kathryn F. Mammarella
Lauren E. Wissler

Senior Consultant

Recruiter: Tammy Pratt de Ortiz

Pam Huss
Terri Brooks
* Rhonda Morales
* Chasidy Garvey
Martha Morales

Recruiter: Maribel G. Dizon

Alicia B. Silverio
Maria Pineda
* David M. Ortiz
Evelina Concepcion
Irene Uminga
Teresa V. Sarza
Cecilia Villamin

Recruiter: Dawn W. Hicks

Robin M. Camp
* Angela Aiken
* Susan Wall
* Evvonne West
* Martha Wilkie

Recruiter: Michelle Dawkins

Marilyn C. Lynch

Recruiter: Michelle Miller

Siobhan C. Alvarez

Senior Consultant

Recruiter: Betty R. Miller

Diane M. Williams
Willie J. Guest

Recruiter: Brandy L. Kreider

Sarah J. Main

Recruiter: Melanie Lenhart

Malinda Montgomery

Recruiter: Lauri Wootton

Cherie Hyde

* Michelle Stagg

Recruiter: Susan L. Petterson-Chunn

Jillian L. Dorwart

* Michelle P. Miller

Recruiter: Mar y Sol Weston

Jackie L. Boyer

Kristy Metz

Recruiter: Kysha D. Hall

Megan Conlin

Nicole Eyman

* Marjie Gaspar

Recruiter: Maria Pineda

Beverly C. Mangahas

* Shirley Gomez

Recruiter: Deborah Hudson

Tracie A. Engelman

* Jennifer M. Lammey

Michelle Cantrell

Christine Jerscheid

Christine Martin

Recruiter: Lori Burrell

Mary A. Cox

Karen A. Bomgardner

* Leman Allen

* Kasey DeLancy

Misty Baylis

Elyssa Chasteen

Ann C. Milton

Eneyda Petatan

Ashley Peedin

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



Join the Red Club! Be a Star Team Builder!

Financial Independence November Results

Wholesale Court

Name	Amount
Lauri Wootton	\$1,535.00
Maria Pineda	\$907.75
Melanie R. Lenhart	\$735.00
Mary A. Cox	\$430.75
Sarah J. Main	\$428.75
Dawn W. Hicks	\$400.25
Leslie L. McCormick	\$367.50
Montanna M. Elliott	\$294.75
Brandy L. Kreider	\$294.35
Lisa M. Taylor	\$259.50
S. Petterson-Chunn	\$246.00
Sherry A. Kalasnik	\$239.00
Alicia B. Silverio	\$230.00
Martina J. Cox	\$224.00
Kelly A. Prettyman	\$220.50
Deborah L. Hudson	\$218.75
Beverly C. Mangahas	\$216.25
Hayley C. Hamilton	\$213.75
Candace Gooch	\$213.30
Maribel G. Dizon	\$210.00
Melissa K. Lehman	\$205.50
Karen A. Bomgardner	\$204.25
Mary Lou Miller	\$202.50
Megan K. Conlin	\$202.00
Marilyn C. Lynch	\$201.75
Brandy N. Pletcher	\$201.00
James E. LeMaire	\$201.00
April A. Knight	\$201.00
Loretta A. Zazo	\$200.50
Kristy Metz	\$200.25
Christina R. Reeder	\$186.25
Molly Prince	\$124.00
Jackie L. Boyer	\$115.75
Teresa Flowe	\$91.75
Esther S. Sanchez	\$73.00
Siobhan C. Alvarez	\$46.50
Robin M. Camp	\$45.25
Amanda L. Schaeffer	\$16.50



Lauri Wootton



**November
Queen of
Wholesale
\$1,535.00**

Recruiting Court

Who Will Be Next?

Love Checks

9% Recruiter Commission Level

Montanna M. Elliott \$172.38

4% Recruiter Commission Level

Mary Lou Miller	Kysha Hall
Maribel Dizon	Dawn W. Hicks
Maria Pineda	Sarah Main
Brandy Kreider	
Lori Burrell	



Year to Date Success

July 1st, 2012- November 30th, 2012

Personal Retail Sales

1. Lauri Wootton	\$11,429.40
2. Melanie R. Lenhart	\$5,390.00
3. Montana M. Elliott	\$5,356.50
4. Molly Prince	\$4,826.00
5. Dawn W. Hicks	\$4,095.50
6. Sarah J. Main	\$3,982.00
7. Lori Burrell	\$3,745.00
8. Mary A. Cox	\$3,628.50
9. Malinda E Montgomery	\$3,531.00
10 Maria Pineda	\$2,785.50

Personal Court of Sharing

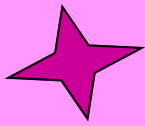
1. Montana Elliott	6	\$841.24
2. Lori Burrell	1	\$65.93
3. Melanie R. Lenhart	1	\$60.42



Driving the Dream!



CRUZE 1LT



Reaching for the STARS!
Quarter 2 September 16th - December 15th, 2012



Star Consultants earn profit, product and wonderful prizes!
Totals as of 11/30/2012

Consultant Name		-- Wholesale Production Needed --				
		Sapphire	Ruby	Diamond	Emerald	Pearl
LAURI WOOTTON	\$3,683.70	*****	*****	*****	STAR	\$1,116.30
MELANIE LENHART	\$2,535.00	*****	*****	STAR	\$465.00	\$1,665.00
MOLLY PRINCE	\$2,363.50	STAR	\$36.50	\$636.50	\$1,236.50	\$2,436.50
LORI BURRELL	\$1,822.50	STAR	\$577.50	\$1,177.50	\$1,777.50	\$2,977.50
MARY COX	\$1,738.50	\$61.50	\$661.50	\$1,261.50	\$1,861.50	\$3,061.50
MALINDA MONTGOMERY	\$1,510.50	\$289.50	\$889.50	\$1,489.50	\$2,089.50	\$3,289.50
SARAH MAIN	\$1,144.25	\$655.75	\$1,255.75	\$1,855.75	\$2,455.75	\$3,655.75
MONTANNA ELLIOTT	\$907.75	\$892.25	\$1,492.25	\$2,092.25	\$2,692.25	\$3,892.25
MARIA PINEDA	\$907.75	\$892.25	\$1,492.25	\$2,092.25	\$2,692.25	\$3,892.25
CANDACE GOOCH	\$843.30	\$956.70	\$1,556.70	\$2,156.70	\$2,756.70	\$3,956.70
SAMANTHA PENNELL	\$679.25	\$1,120.75	\$1,720.75	\$2,320.75	\$2,920.75	\$4,120.75
KARA HODGSON	\$637.75	\$1,162.25	\$1,762.25	\$2,362.25	\$2,962.25	\$4,162.25
DAWN HICKS	\$601.75	\$1,198.25	\$1,798.25	\$2,398.25	\$2,998.25	\$4,198.25
LYNDA BRUNER	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25

**UNIT GOAL~
 10 STAR
 CONSULTANTS**

Stars earn great prizes!!



**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 October - November Consistency Achievers

LAURI WOOTTON—28

MARY COX—*1

MELANIE LENHART -2

DAWN HICKS—6

SARAH MAIN— 12

*** = 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: Oct—Feb (complete 4 out of 5 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 Career Conference by your Sales Director!

Email or Call to Register!!

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 _____

