



Pams Positive Stars Unit Newsletter



Pam Fortenberry-Slate
Senior National Sales Director

October Results

November 2012

NOVEMBER



NEWSLETTER

**Unit
Goals**

This Month

\$14,000 Wholesale

\$13,000 October Wholesale Goal Achieved~ \$15,967.00!!

10 New Consultants Each Month! October ~ 11 New!!

Seminar 2013

\$600,000 Retail

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:
Angela G. Aiken	HENDERSON, NC	Dawn Hicks
Susan S. Wall	MC LEANSVILLE,	Dawn Hicks
Eyvonne C. West	DURHAM, NC	Dawn Hicks
Martha D. Wilkie	FRANKLINTON, NC	Dawn Hicks
Leman J. Allen	GLENDALE, CA	Lori Burrell
Carolyn Gross	HAVRE DE	Montanna Elliott
Molly Prince	PORT DEPOSIT,	Montanna Elliott
Loretta A. Zazo	HAVRE DE	Montanna Elliott
Malinda Montgomery	PORT DEPOSIT, MD	Melanie Lenhart
Kelly A. Prettyman	WILMINGTON, NC	Mary Lou Miller
Melissa K. Lehman	PEQUEA, PA	Sarah Main

Beauty without
Boundaries



Happy Anniversary in December Years

Claudia Nimmo	19
Betty L. Christy	7
Kelly S. Dietrich	3
Gemma R. Pineda	1

Happy Birthday In

Day

Melissa K. Lehman	7
Marisol Royales	7
Heather L. Gatta	10
Maribel G. Dizon	12
Cherie W. Hyde	16
Melissa L. Turssline	16
Elizabeth J Giustina	17
Leman J. Allen	20
Dawn W. Hicks	20
Brett N. Hastings	21
Marjie Gaspar	22
Cecilia Villamin	24
Karen A. Bomgardner	27
Christina R. Reeder	28
Evelina Concepcion	29
Elaine Brayboy	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
Malinda Montgomery
Flor Murillo
Samantha R. Pennell
Molly Prince
Angela M. Rhodes
Amanda L. Schaeffer
Mar y Sol Weston
Carolyn Gross
Tara F. Orsini
Loretta A. Zazo

Star Team Builders

Recruiter: Mary Lou Miller

Theresa M. Emery
Linda N. Polinski
Kimberly S. Small
Teresa Flowe

* Kelly Prettyman
* Rita Deeny
Sheri G. Blankenship

Recruiter: Tammy Pratt de Ortiz

Pam Huss
Rhonda Morales
Terri Brooks
* Chasidy Garvey
Martha Morales

Senior Consultant

Recruiter: Sarah J. Main

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

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

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

Michelle P. Miller

* Jillian L. Dorwart

Recruiter: Mar y Sol Weston

Jackie L. Boyer

Kristy Metz

Recruiter: Kysha D. Hall

* Megan Conlin

* Marjie Gaspar

Recruiter: Maria Pineda

Beverly C. Mangahas

* Shirley Gomez

Recruiter: Michelle Miller

Siobhan C. Alvarez

Recruiter: Deborah Hudson

Tracie A. Engelman

* Jennifer M. Lammey

Michelle Cantrell

Christine Jerscheid

Christine Martin

Recruiter: Lori Burrell

Mary A. Cox

Kasey DeLancy

* Leman Allen

* Karen A. Bomgardner

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 October Results

Wholesale Court

Name	Amount
Lauri Wootton	\$2,148.70
Molly Prince	\$2,008.00
Malinda E Montgomery	\$1,510.50
Mary A. Cox	\$1,217.50
Lori Burrell	\$1,201.00
Melanie R. Lenhart	\$1,050.25
Kara J. Hodgson	\$637.75
Pam Sample	\$583.25
Deborah L. Hudson	\$367.00
Mary B. Busch	\$353.80
Dawn R. Hodges	\$264.50
Jillian L. Dorwart	\$256.25
Sarah J. Main	\$242.75
Liz Petty	\$235.00
Stephanie L. Beal	\$220.00
Esther S. Sanchez	\$215.75
Tracie A. Engelman	\$214.75
Siobhan C. Alvarez	\$211.50
Kysha D. Hall	\$206.00
Susan R. Guler	\$205.50
Robin M. Camp	\$205.00
Kelly S. Dietrich	\$204.00
Gale A. Naisbitt	\$202.00
Teresa Flowe	\$201.50
Dawn W. Hicks	\$201.50
Pamela C. Huss	\$201.50
Beth J. Krause	\$201.00
Deborah S. Harbin	\$200.25
S. Petterson-Chunn	\$173.00
Amanda L. Schaeffer	\$154.25
Beverly C. Mangahas	\$151.25
Montanna M. Elliott	\$141.75
Barbara A. Acee	\$109.25
Leslie L. McCormick	\$96.00
Theresa A. Brockway	\$71.00
Lynda Bruner	\$30.00
T. Pratt de Ortiz	\$24.50
Christina R. Reeder	\$22.00
Lisa M. Deerfoot	\$15.00
Allyson M. McCormick	\$12.50



Lauri Wootton



**October
Queen of
Wholesale
\$2,148.70**

Recruiting Court

Dawn Hicks 4

Silver Medal Achiever!

Montanna Elliott 3

Bronze Medal Achiever!

Mary Lou Miller 1

Sarah Main 1

Lori Burrell 1

Melanie Lenhart 1

Love Checks

13% Recruiter Commission Level

Montanna M. Elliott \$373.03

4% Recruiter Commission Level

Mary Lou Miller	S. Petterson-Chunn
Tammy Pratt de Ortiz	Deborah L. Hudson
Betty Miller	Michelle P. Miller
Melanie R. Lenhart	Dawn W. Hicks
Lori Burrell	Sarah Main

Year to Date Success

July 1st, 2012- October 31st, 2012

Personal Retail Sales

1. Lauri Wootton	\$8,139.40
2. Montanna M. Elliott	\$4,592.00
3. Molly Prince	\$4,558.00
4. Melanie R. Lenhart	\$3,900.00
5. Lori Burrell	\$3,745.00
6. Malinda Montgomery	\$3,411.00
7. Dawn W. Hicks	\$3,255.00
8. Sarah J. Main	\$2,869.50
9. Mary A. Cox	\$2,707.00
10 Amanda L. Schaeffer	\$2,460.50

Personal Court of Sharing

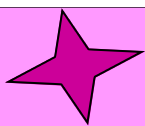
1. Montanna Elliott	6	\$743.26
2. Melanie R. Lenhart	1	\$60.42
3. Lori Burrell	1	\$48.70



Driving the Dream!



CRUZE 1LT



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



Star Consultants earn profit, product and wonderful prizes!

Consultant Name		-- Wholesale Production Needed --				
		Sapphire	Ruby	Diamond	Emerald	Pearl
LAURI WOOTTON	\$2,148.70	STAR	\$251.30	\$851.30	\$1,451.30	\$2,651.30
MOLLY PRINCE	\$2,008.00	STAR	\$392.00	\$992.00	\$1,592.00	\$2,792.00
MELANIE LENHART	\$1,882.75	STAR	STAR	\$517.25	\$1,117.25	\$2,317.25
LORI BURRELL	\$1,822.50	STAR	\$577.50	\$1,177.50	\$1,777.50	\$2,977.50
MARY COX	\$1,630.75	\$169.25	\$769.25	\$1,369.25	\$1,969.25	\$3,169.25
MALINDA MONTGOMERY	\$1,510.50	\$289.50	\$889.50	\$1,489.50	\$2,089.50	\$3,289.50
KARA HODGSON	\$637.75	\$1,162.25	\$1,762.25	\$2,362.25	\$2,962.25	\$4,162.25
CANDACE GOOCH	\$630.00	\$1,170.00	\$1,770.00	\$2,370.00	\$2,970.00	\$4,170.00
LYNDA BRUNER	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
CINDY WORTHINGTON	\$589.75	\$1,210.25	\$1,810.25	\$2,410.25	\$3,010.25	\$4,210.25
PAM SAMPLE	\$583.25	\$1,216.75	\$1,816.75	\$2,416.75	\$3,016.75	\$4,216.75
MONTANNA ELLIOTT	\$482.50	\$1,317.50	\$1,917.50	\$2,517.50	\$3,117.50	\$4,317.50
DAWN HODGES	\$464.50	\$1,335.50	\$1,935.50	\$2,535.50	\$3,135.50	\$4,335.50

**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 September - October Consistency Achievers

LAURI WOOTTON—27

LORI BURRELL—3

MELANIE LENHART -*1

DAWN HICKS—5

SARAH MAIN— 10

*** = 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 _____

Thanksgiving Sale Idea!!

Hostess Instructions:



RECEIVE 20% of all sales at your Thanksgiving day Virtual makeover party!

Game Plan: After dinner- the men all either go hunting or to the den and watch TV! Let's give the women something really **FUN** to do...a **FUN TREAT!**

After dinner- why not gather the women around the computer- have them do a Virtual Make-Over...*let them shop till they drop!*

And while they shop, you can earn FREE product!!!

www.marykay.com/xxxxxxx

Please make sure that when they check out on line to put you name in the "comment section" so that you get the hostess credit

Sales tax to be added to each order is xx%

*All money must be collected by end date if they are not charging on the website, have them write the check out to me. *

Please call me if you have any questions: (Your Phone #)

Aren't you excited about the FREE product you're earning!!!

Your guests can enjoy a FREE "virtual makeover" with finishing touches of a new hairdo! Or They can choose the "Personal Beauty Profiler" that lets them choose skin care analysis, makeup advise or fragrance finder.



Most of all have fun with the girls as you play on my website!