



# *Pams Positive Stars* *Unit Newsletter* ★

Pam Fortenberry-Slate  
Senior National Sales Director

September Results

October 2012

# OCTOBER



# NEWSLETTER

**Unit  
Goals**

**This Month**

\$13,000 Wholesale

**Seminar 2013**

\$600,000 Retail

**\$12,000 September Wholesale Goal Achieved~ \$12,569.25!!**

**10 New Consultants Each Month! September ~ 6 New!!**

# Welcome New Consultants!!!

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

## Welcome New Consultants!!



<b>New Consultant: From</b>	<b>Introduced by:</b>
Candace Gooch NORTH EAST, MD	M. Elliott
Dawn R. Hodges ABINGDON, MD	M. Elliott
Kara J. Hodgson ABINGDON, MD	M. Elliott
Mary A. Cox FIELDALE, VA	L. Burrell
Melanie R. Lenhart PORT DEPOSIT, MD	M. Elliott
Terri Brooks WILMINGTON, NC	T. Pratt de Ortiz

### Happy Anniversary in November      Years

Lorna C. Diones	1
M. Guevarra	1
Marisol Royales	1
Misty Baylis	1
Eleanor S. Sanchez	1
Ashley Peedin	1
Eneyda Petatan	1
Elyssa Chasteen	1
Ann C. Milton	1
Teresa V. Sarza	1
Casie J. Garver	2
Brett N. Hastings	2
Kathy P. Faries	3
Jessica L. Craig	3

### Happy Birthday In

<u>November</u>	<u>Day</u>
Michelle E. Dawkins	8
Willie J. Guest	9
Samantha R. Pennell	11
Brandy N. Pletcher	14
Beth J. Krause	15

# Recruiters and Their Teams

DIQ

**Recruiter: Montanna M. Elliott**

Samantha R. Pennell  
 Angela M. Rhodes  
 Mar y Sol Weston  
 Tara Orsini  
 April Knight  
 James LeMaire  
 Flor Murillo  
 Amanda Schaeffer  
 Lynda M. Bruner  
 Martina J. Cox  
 Candace Gooch  
 Dawn Hodges  
 Melanie Lenhart  
 Kara Hodgson

Star Team Builders

**Recruiter: Mary Lou Miller**

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

**Recruiter: Kysha D. Hall**

Marjie Gaspar  
 Nicole Ryman  
 Megan K. Conlin

**Recruiter: Tammy Pratt de Ortiz**

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

Senior Consultant

**Recruiter: Sarah J. Main**

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

**Recruiter: Maribel G. Dizon**

Maria Pineda  
 Alicia B. Silverio  
 \* Evelina Concepcion  
 \* David M. Ortiz  
 \* Irene Uminga  
 # Virginia Kides  
 # Delia R. Realizan  
 # Teresa V. Sarza  
 # Cecilia Villamin

**Recruiter: Dawn W. Hicks**

Robin M. Camp

**Recruiter: Michelle Dawkins**

Marilyn C. Lynch

**Recruiter: Sheri Blankenship**

Mary S. Raby  
 # Teresa M. Davis  
 # M. Summers-Hill

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  
 Brittney Anthony

**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: Maria Pineda**

Shirley Gomez  
 Beverly C. Mangahas

**Recruiter: Deborah Hudson**

Jennifer M. Lammey

\* Michelle Cantrell

# Tracie A. Engelman

# Christine Jerscheid

# Christine Martin

**Recruiter: Lori Burrell**

Karen A. Bomgardner

Kasey DeLancy

\* Mary A. Cox

# Ashley Peedin

# Misty Baylis

# Elyssa Chasteen

# Ann C. Milton

# Eneyda Petatan

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



**Join the Red Club! Be a Star Team Builder!**

# Financial Independence September Results

## Wholesale Court

Name	Amount
<b>Montanna M. Elliott</b>	<b>\$1,455.50</b>
Dawn W. Hicks	\$1,090.75
Melanie R. Lenhart	\$749.75
Sarah J. Main	\$745.00
Candace Gooch	\$630.00
Lori Burrell	\$621.50
Cindy Worthington	\$589.75
Lynda Bruner	\$570.75
Lauri Wootton	\$552.25
Amanda L. Schaeffer	\$448.25
Lisa M. Taylor	\$439.00
Cherie W. Hyde	\$410.75
P. Fortenberry-Slate	\$369.25
Christina R. Reeder	\$352.75
Allyson M. McCormick	\$284.75
Betty R. Miller	\$284.50
Nicole R. Eyman	\$277.75
Maribel G. Dizon	\$232.00
Theresa M. Emery	\$224.00
Ella N. Fales	\$218.00
Lisa M. Deerfoot	\$217.00
Betty L. Christy	\$206.00
Catharine M. Drewry	\$204.50
Jackie L. Boyer	\$203.75
Brittney R. Anthony	\$203.25
Terri Brooks	\$200.75
Sherrie M. Shaw	\$200.25
Dawn R. Hodges	\$200.00
Beverly C. Mangahas	\$134.25
Kysha D. Hall	\$107.75
S. Petterson-Chunn	\$98.50
Maria Pineda	\$26.50
T. Pratt de Ortiz	\$12.50
Leslie L. McCormick	\$8.00



## Montanna Elliott



**September  
Queen of  
Wholesale  
\$1,455.50**



## Recruiting Court

Montanna Elliott	4
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### Silver Medal Achiever!

Tammy Pratt de Ortiz	1
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Lori Burrell	1
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## Love Checks

### 13% Recruiter Commission Level

Montanna M. Elliott	\$337.84
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### 4% Recruiter Commission Level

Mary Lou Miller	Lauri Wootton
Tammy Pratt de Ortiz	Kysha Hall
Maria Pineda	Betty Miller
Maribel G. Dizon	Mar y Sol Weston

# Year to Date Success

July 1st, 2012- September 30th, 2012

## Personal Retail Sales

1. Montanna Elliott	\$4,308.50
2. Lauri Wootton	\$3,722.00
3. Dawn W. Hicks	\$2,852.00
4. Sarah J. Main	\$2,384.00
5. Amanda L. Schaeffer	\$2,152.00
6. Maribel G. Dizon	\$1,786.00
7. Melanie R. Lenhart	\$1,759.50
8. Lynda Bruner	\$1,713.50
9. Candace Gooch	\$1,520.00
10 Betty R. Miller	\$1,474.00

## Personal Court of Sharing

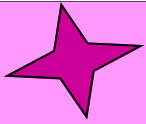
1. Montanna Elliott	4	\$394.05
2.		
3.		
4.		
5.		
6.		
7.		



# 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
MELANIE LENHART	\$963.25	\$836.75	\$1,436.75	\$2,036.75	\$2,636.75	\$3,836.75
LAURI WOOTTON	\$805.00	\$995.00	\$1,595.00	\$2,195.00	\$2,795.00	\$3,995.00
CANDACE GOOCH	\$630.00	\$1,170.00	\$1,770.00	\$2,370.00	\$2,970.00	\$4,170.00
LORI BURRELL	\$621.50	\$1,178.50	\$1,778.50	\$2,378.50	\$2,978.50	\$4,178.50
CINDY WORTHINGTON	\$589.75	\$1,210.25	\$1,810.25	\$2,410.25	\$3,010.25	\$4,210.25
LYNDA BRUNER	\$570.75	\$1,229.25	\$1,829.25	\$2,429.25	\$3,029.25	\$4,229.25

**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 August - September Consistency Achievers**

**LAURI WOOTTON—26**

**MONTANNA ELLIOTT—4**

**BETTY MILLER—3**

**DAWN HICKS—4**

**SARAH MAIN— 9**

**LYNDA BRUNER—\* 1**

**AMANDA SCHAEFFER—\* 1**

**\* = 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 \_\_\_\_\_



# Be Your Own Success Story!

Start a Mary Kay business in October  
for ~~\$100~~ **\$75** and get up to \$150 credit\*!

Turn over a new leaf this October by starting a Mary Kay business that offers you unlimited opportunities. For only \$75 (plus shipping, handling and tax), you'll receive your Mary Kay® Starter Kit.\*\*

The stylish Mary Kay® Starter Kit Bag is packed with retail-sized products to demonstrate with friends at parties, samplers to share with potential customers and sales tools to help you start earning money right away.

And when you start your business in October, you can earn the credit you deserve when you place an initial product order† at one of these minimum levels:



Now Only  
**\$75**  
~~\$100~~

Order \$1,800  
wholesale get

**\$150**  
credit\*

#### Get all this:

- Starter Kit
- \$1,800 wholesale product inventory† (\$3,600 suggested retail value)
- FREE product bonuses of your choice\* (worth up to \$335 suggested retail value)
- FREE custom look when you ACT FAST\* (\$115 suggested retail value)
- \$50 BizBuilder Bucks credit\*\*\*

**Total suggested retail value: \$4,050**

**You pay only: \$1,725 (\$1,650 product + \$75 Starter Kit)**

Order \$600  
wholesale get

**\$75**  
credit\*

#### Get all this:

- Starter Kit
- \$600 wholesale product inventory† (\$1,200 suggested retail value)
- FREE product bonuses of your choice\* (worth up to \$115 suggested retail value)
- FREE customized color look when you ACT FAST\* (\$115 suggested retail value)
- \$15 BizBuilder Bucks credit\*\*\*

**Total suggested retail value: \$1,430**

**You pay only: \$600 (\$525 product + \$75 Starter Kit)**

Order \$400  
wholesale get

**\$50**  
credit\*

#### Get all this:

- Starter Kit
- \$400 wholesale product inventory† (\$800 suggested retail value)
- \$10 BizBuilder Bucks credit\*\*\*

**Total suggested retail value: \$800**

**You pay only: \$425 (\$350 product + \$75 Starter Kit)**

**PLUS,**  
get even more  
limited-time offers:

- A 50 percent savings on your Mary Kay® Personal Web Site
- A FREE business announcement eCard
- A 40 percent savings on a business kit that includes your business cards

**Ask me, your Independent Beauty Consultant, how to get started today.**

\*Restrictions apply. You qualify for a "credit" on your first product order if your Independent Beauty Consultant Agreement is received and accepted by the Company from Oct. 1-31, 2012. You will qualify to receive a \$50 credit on your initial Section 1 order of \$400 wholesale or more but less than \$600 wholesale (excluding shipping, handling and tax); a \$75 credit on your initial Section 1 order of \$600 wholesale or more but less than \$1,800 wholesale (excluding shipping, handling and tax); or a \$150 credit on your initial Section 1 order of \$1,800 wholesale or more (excluding shipping, handling and tax) if received and accepted by the Company by Nov. 30, 2012. To receive a custom look, the initial product order of at least \$600 wholesale described above must be received within 15 days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the suggested retail value of all Section 1 products in the custom look and product bonus.

\*\*You qualify for the \$75 Starter Kit if your Independent Beauty Consultant Agreement is received and accepted by the Company from Oct. 1-31, 2012.

\*\*\*Suggested wholesale value to use on the next BizBuilders qualified order of at least \$400 Section 1 wholesale (\$800 suggested retail) as long as the order is placed while the Independent Beauty Consultant ("IBC") is still in active status. An IBC is considered "active" in the month a minimum \$200 wholesale Section 1 product order is received by the Company and in the following two calendar months. The credit will expire upon the expiration of the IBC's active status.

†Purchasing inventory is an individual decision, and it is certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity.

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