



Pams Positive Stars Unit Newsletter



Pam Fortenberry-Slate
Senior National Sales Director

December Results

January 2013

JANUARY



Happy New Year!!

NEWSLETTER

**Unit
Goals**

This Month

\$14,000 Wholesale

Seminar 2013

\$600,000 Retail

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

10 New Consultants Each Month! Who will DARE to Share?

MARY KAY



Dance Into a New Year!

Celebrate Mary Kay's 50th Anniversary by restarting your business!

Submit your Independent Beauty Consultant Agreement Jan. 1-31, 2013, and you can be eligible to receive:

Two FREE* special-edition Mary Kay® Dance to Life™ Eau de Parfums (\$100 suggested retail value) AND a **\$50 credit*** on your first product order of \$600 wholesale or more (excluding shipping, handling and tax).

OR

One FREE* special-edition Mary Kay® Dance to Life™ Eau de Parfum (\$50 suggested retail value) AND a **\$25 credit*** on your first product order of \$400 – \$599 wholesale (excluding shipping, handling and tax).

There's never been a better time to restart your Mary Kay business and celebrate 50 beautiful years of enriching women's lives®. Contact me, your Mary Kay Independent Beauty Consultant, to get your business restarted!

Live. Inspire. **Be Moved.™**

Just in time for the Mary Kay 50th Anniversary, special-edition Mary Kay® Dance to Life™ Eau de Parfum captures the dreams, triumphs, inspirations and possibilities that are the rhythm of every woman's life.



*Restrictions apply. You must be eligible to submit a new Independent Beauty Consultant Agreement to the Company. The Independent Beauty Consultant Agreement must be received and accepted by the Company Jan. 1-31, 2013. To qualify to receive a \$25 credit and one (1) FREE special-edition Mary Kay® Dance to Life™ Eau de Parfum on your initial order of \$400-\$599 in Section 1 wholesale product (excluding shipping, handling and tax), the order must be received and accepted by the Company by Feb. 28, 2013. To receive a \$50 credit and two (2) FREE special-edition Mary Kay® Dance to Life™ Eau de Parfums on your initial order of \$600 or more in Section 1 wholesale products (excluding shipping, handling and tax), the order must be received and accepted by the Company by Feb. 28, 2013. Sales tax is required on the suggested retail value of the free eau de parfum(s) and on all Section 1 products. Special-edition products are available while supplies last.

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2013 Career Conference Hosting NSD's

March 15-16

Anaheim, CA (Spanish only)

Hosting

Name

Lupita Ceballos
Lily Orellana
Gloria Báez
Juanta Gudño

Baltimore, MD

Name

Pal Danforth
Pamela Waldrop Shaw
Cyndee Gress
Alia Head

Boston, MA

Name

Halina Rygiel
Maureen Ledda
Lisa Allison
Jackie LaPrade

Dallas, TX

Name

Jeanne Rowland
Jan Theiford
Brenda Segal
Robin Rowland

Denver, CO

Name

Stacy James
SuzAnne Brothers
Diane Underwood
Julie Krebsbach

Indianapolis, IN

Name

Sue Kirkpatrick
Cindy Fox
Gena Rae Gass
Sherry Alexander

Louisville, KY

Name

Linda Toupin
Auri Hathaway
Cathy Littlejohn
Diana Sumpster

Madison, WI

Name

Jeanie Martin
Kimberly Starr
Carol Lawler
Heidi Goetzer

Mobile, AL

Name

Pam Kickna-Powell
Kate DeBlander
Kathy Goff-Burnmett
Ann Brown

Ontario, CA

Name

Cristi Ann Milard
Kelly McCarroll
Bea Millslagle
Nora Shariff

Richmond, VA

Name

Debi Moore
Rebecca Evans
Kathy Jones
Bett Vernon

Syracuse, NY

Name

Nancy Bonner
Maureen Myers
Candy Lewis
Tammy Romage

Tacoma, WA

Name

Connie Kitson
Judy Brack
Michelle Sudeth
Charlotte Kosena

West Valley, UT

Name

Jan Harris
Julianne Nagle
Tammy Crayk
Natalie Privette Jones

March 22-23

Atlantic City, NJ I

Name

Sandy Valero
Roonie D'Esposito Klein
Cindy Z. Leone
Elizabeth Muna - Mudi

Augusta, GA

Name

Gloria Mayfield Banks
Anita Inpp Brewton
Shannon Andrews
Kathy Rodgers-Smith

Austin, TX

Name

Cindy Williams
Yvonne Lemmon
Morayna Rossas
Vicki Jo Auth

Charlotte, NC I

Name

Kathy Helou
Lynne Holliday
Pam Higgs
Pamela Tull

Galveston, TX

Name

Mona Butlers
Lorraine Newton
Joy L. Breen
Susan Hofman

Glendale, AZ

Name

Judie McCoy
Pam Fortenberry-Gate
Dawn Otten-Sweeney
Renee Hackleman

Miami, FL I

Name

Sonia Pérez
Dacia Wiegandt
Mary Diam
Mary Estupíñan

Novi, MI

Name

Judy Kawrecki
Diana Heble
Shemi Steinman
Crisette Ellis

Omaha, NE

Name

Karen Piro
Deb Pike
Arnie Gambolan

Orlando, FL

Name

Cheryl Warfield
Kerry Buskirk
Janis Cruse-Vinios
Vivian Diaz

Pittsburgh, PA

Name

Lise Clark
Monique Todd Balboa
Esther Whiteleather
Betty Gilpatrick

Sacramento, CA

Name

Carol Anton
Dawnne Moul
Janis Z. Moon
Candy Jackson

San Diego, CA

Name

Sherry Windsor
Kirk Gillespie
Debra Wehrer
Briht Bridle

Schamburg, IL

Name

Lisa Madson
Sandy Miller
Pam Ross
Kenda Criet Cross

St. Charles, MO

Name

Karlee Isenhart
Gillian Ortega
Candace Carlson
Lara McKeever

St. Paul, MN

Name

Kay Elvrum
Janet Tade
Sharon Buck
Nancy Moser

March 24-25

Atlantic City, NJ II (Spanish Only)

Name

Gloria Castaño
Shirley Oshiro
Evalinda Díaz
Carmen Ríos

Charlotte, NC II

Name

Dawn Dunn
Kristin Myers
Jo Anne Barnes
Holl Lowe

Miami, FL II (Spanish Only)

Name

Dayana Polanco
Consuelo Prieto
Alma Orrosieta
Ada Garcia-Herrera

**Call or email the office
with your Commitment
to Career Conference!
National's can register
their Units Early!!**

Register with us before Jan. 31st!

Office # 910-798-6094

email -

pamsassistant@ec.rr.com



Onstage Recognition

Independent Executive Senior Sales Directors and Independent Elite Executive Senior Sales Directors as of March 1, 2013, will be recognized onstage.

Top Ten Independent Sales Directors in Unit Retail Production

Independent Sales Directors with the highest unit retail production from July 1, 2012, through Feb. 28, 2013, will receive a sash and onstage recognition. The top three units will receive reserved seating.

Top Ten Independent Sales Directors in Unit Building

Independent Sales Directors with the highest number of new qualified* unit members from July 1, 2012, through Feb. 28, 2013, will receive a sash and onstage recognition. The top three units will receive reserved seating.

On-Target Double Star Achievement

Independent Beauty Consultants who achieve on-target status for the Queens' Courts of Personal Sales and Sharing and Sales Directors who achieve on-target status for two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon, onstage recognition and a special gift.

On-Target Triple Star Achievement

Independent Sales Directors who achieve on-target status for the Queens' Courts of Personal Sales and Sharing and the Circle of Achievement or Excellence from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon, onstage recognition and a special gift.

On-Target Seminar 2013 Court or Unit Circle

Independent Beauty Consultants or Independent Sales Directors who achieve at least one of the following:

- At least \$24,000 in estimated personal retail production from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.
- At least 16 new personal team members from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition. New team members need not be qualified at this time.
- Independent Sales Directors with at least \$200,000 in estimated unit retail production from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.
- Independent Sales Directors with at least \$430,000 in estimated unit retail production from July 1, 2012, through Feb. 28, 2013, will receive a name badge ribbon and onstage recognition.



CAREER CONFERENCE 2013

Onstage Recognition continued...

Class of 2013

Independent Sales Directors who debut from Aug. 1, 2012, through March 1, 2013, will receive a name badge ribbon and onstage recognition.

Teachers

Independent Sales Directors and National Sales Directors who teach a class at Career Conference will receive a name badge ribbon and onstage recognition.

Cadillac Unit

Independent Sales Directors who are qualified for the use of a Cadillac as of Feb. 28, 2013, will receive a name badge ribbon and onstage recognition along with their unit members.

Movin' On Up Challenge

Independent Beauty Consultants who from Nov. 30, 2012, through Feb. 28, 2013, achieve and maintain a new step on the career path of Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition.

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.



CAREER CONFERENCE 2013

Special Functions

Glitter and Gold Luncheon

Independent Beauty Consultants and Sales Directors who from Dec. 1, 2012, to Feb. 28, 2013, add two qualified* new personal team members will be invited to this special luncheon held in their honor.

Qualified* new Beauty Consu

ltants who add one new qualified* team member from Dec. 1, 2012, to Feb. 28, 2013, will also be invited to attend the luncheon.

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

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:
Joni Peebles	Elkton, MD	Montanna Elliott
Sharon Whitfield	Wilmington, NC	Sheri Blankenship



<u>Happy Anniversary in February</u>	<u>Years</u>
Leslie L. McCormick	7
Heather L. Gatta	7
Marilyn C. Lynch	7
Siobhan C. Alvarez	7
Brandy L. Kreider	4
Laura A. Thompson	4
Maribel G. Dizon	3
Kathleen M. Jones	1
Brittney R. Anthony	1
Lisa M. Deerfoot	1
Liberty A. Weaver	1
Michelle Stagg	1
Jennifer A. McIntire	1

<u>Happy Birthday In</u>	
<u>February</u>	<u>Day</u>
S. Petterson-Chunn	2
Lauri Wootton	8
Kysha D. Hall	18
Mar y Sol Weston	19
Martina J. Cox	22
Tracy L. Linderman	22
P. Fortenberry-Slate	28



Recruiters and Their Teams

DIQ

Recruiter: Montanna M. Elliott

Joni Peebles
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

Team Leader

Recruiter: Mary Lou Miller

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

Rita Deeny
Star Team Builder

Recruiter: Sarah Main

Kelly S. Dietrich
Susan R. Guler
Melissa K. Lehman
Tracy L. Linderman
Brett N. Hastings

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
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: Hayley C. Hamilton

Malissa A. Mocsari

Recruiter: Brandy L. Kreider

Sarah J. Main

Recruiter: Melanie Lenhart

Malinda Montgomery

Recruiter: Leslie McCormick

Elaine Brayboy

Recruiter: Susan L. Petterson-Chunn

Jillian L. Dorwart

* Michelle P. Miller

Recruiter: Mar y Sol Weston

Kristy Metz

* Jackie L. Boyer

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 Martin

Recruiter: Lori Burrell

Mary A. Cox
Karen A. Bomgardner
* Leman Allen
* Kasey DeLancy

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



Join the Red Club! Be a Star Team Builder!

Financial Independence December Results

Wholesale Court

Name	Amount
Montanna M. Elliott	\$1,213.50
Samantha R. Pennell	\$679.25
Heather L. Gatta	\$465.25
Sarah J. Main	\$444.50
Lauri Wootton	\$420.00
Shirley Gomez	\$386.00
Michelle E. Dawkins	\$367.25
Molly Prince	\$328.00
Mar y Sol Weston	\$299.75
Kimberly S. Small	\$248.00
Amanda L. Schaeffer	\$235.50
Ella N. Fales	\$218.00
Melanie R. Lenhart	\$213.25
Malissa A. Mocsari	\$208.75
Stephanie L. Beal	\$207.50
Betty R. Miller	\$206.00
Theresa M. Emery	\$202.50
Linda K. Thomas	\$201.50
Mary S. Raby	\$201.00
Elsie L. Burley	\$200.50
Elaine Brayboy	\$200.50
Sheri G. Blankenship	\$200.50
Susan R. Guler	\$191.50
Kysha D. Hall	\$150.50
Beth J. Krause	\$144.50
Mary Lou Miller	\$134.00
Mary A. Cox	\$125.00
Lisa M. Deerfoot	\$124.00
Leslie L. McCormick	\$120.75
Teresa Flowe	\$90.00
Malinda E Montgomery	\$78.00
Maria Pineda	\$74.75
S. Petterson-Chunn	\$71.25
Loretta A. Zazo	\$34.00
Kristy Metz	\$26.50
Candace Gooch	\$23.50
Mary B. Busch	\$20.00
Hayley C. Hamilton	\$9.00



Montanna Elliott



**December
Queen of
Wholesale
\$1,213.50**

Recruiting Court

Montanna Elliott 1

Sheri Blankenship 1

Love Checks

13% Recruiter Commission Level

Montanna M. Elliott \$235.72

9% Recruiter Commission Level

Mary Lou Miller

4% Recruiter Commission Level

Maribel Dizon Hayley Hamilton

Maria Pineda Sarah Main

Brandy Kreider Leslie McCormick

Lori Burrell Melanie Lenhart

Mar y Sol Weston



Year to Date Success

July 1st, 2012- December 31st, 2012

Personal Retail Sales

1. Lauri Wootton	\$12,309.40
2. Montanna M. Elliott	\$7,833.50
3. Melanie R. Lenhart	\$5,816.50
4. Molly Prince	\$5,482.00
5. Sarah J. Main	\$4,931.00
6. Dawn W. Hicks	\$4,095.50
7. Mary A. Cox	\$3,878.50
8. Lori Burrell	\$3,745.00
9. Malinda Montgomery	\$3,687.00
10 Amanda L. Schaeffer	\$2,984.50

Personal Court of Sharing

1. Montanna Elliott	6	\$945.26
2. Lori Burrell	1	\$70.93
3. Melanie R. Lenhart	1	\$63.54



Driving the Dream!



CRUZE 1LT



Reaching for the STARS!

Quarter 3 December 15th, 2012 - March 15, 2013



Star Consultants earn profit, product and wonderful prizes!

Consultant Name		-- Wholesale Production Needed --				
		Sapphire	Ruby	Diamond	Emerald	Pearl
LORI BURRELL	\$644.50	\$1,155.50	\$1,755.50	\$2,355.50	\$2,955.50	\$4,155.50
SUSAN PETTERSON-CHUNN	\$438.50	\$1,361.50	\$1,961.50	\$2,561.50	\$3,161.50	\$4,361.50
MELANIE LENHART	\$433.75	\$1,366.25	\$1,966.25	\$2,566.25	\$3,166.25	\$4,366.25
LAURI WOOTTON	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00

UNIT GOAL ~ 10 STAR CONSULTANTS



Stars earn great prizes!!



Pick Your Prize!

Special China Promotion
This QUARTER ONLY!!

When you have 2400 points or more you are able to select more than One set of China!!

2013 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 November - December Consistency Achievers

LAURI WOOTTON—29

MONTANNA ELLIOTT—5

MELANIE LENHART —3

SARAH MAIN— 13

*** = NEW BRACELET ACHIEVER**

= TOTAL CHARMS ACHIEVED TO DATE

