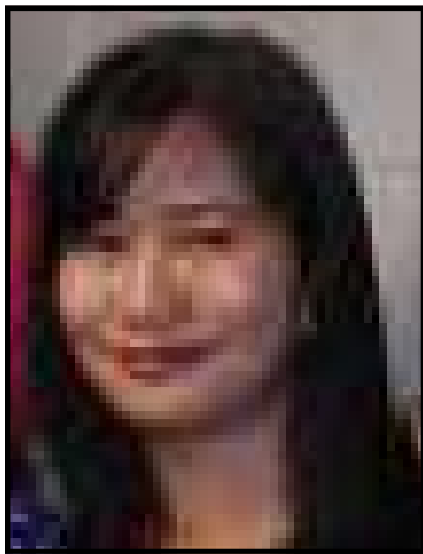


# **Congratulations!**



**Asenla  
Longkumer**

**Executive Senior  
Sales Director**

**190 ~ NEW Unit  
Recruits in July**



**Tshering Doma  
Bhutia**

**Sales Director**

**124 ~ NEW Unit  
Recruits in July**



# Monthly Power Plan Sheet

Name: \_\_\_\_\_  
 Month of: \_\_\_\_\_  
 Unit Production Goal: \_\_\_\_\_  
 Unit recruiting Goal: \_\_\_\_\_  
 Interview Goal: \_\_\_\_\_  
 Personal Sales Goal: \_\_\_\_\_  
 Personal Recruiting Goal: \_\_\_\_\_  
 Number of Faces Goal: \_\_\_\_\_

**5 People to Move up this month:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

**Monthly Recruiting events Planned**

<u>Date</u>	<u>Event</u>	<u>Date</u>	<u>Event</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

**Prizes I am promoting this month:**  
 Why listen to Marketing? \_\_\_\_\_  
 Why come to event? \_\_\_\_\_  
 Why sign on the spot? \_\_\_\_\_  
 Why order? \_\_\_\_\_  
 Why bring guests? \_\_\_\_\_

**My Area First Line Directors (D),  
 DIQ's (DIQ) & Director Intenders (DI)**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

**Complete and turn in your Monthly Plan  
 Sheet by the 5th of each month for  
 recognition from your NSD !  
 Contest Dates: August—December  
 To be recognized by your National!!**

**Second Line:**  
 (note same as above)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.

**Celebrate Mary Kay's 50th Anniversary  
with the Asia Pacific NSD's on the  
2013 Top Sales Director Trip  
Cape Town & Sun City, South Africa**





**Send this information by the 5th of the month and NSD Pam Fortenberry-Slate will send a personal message to your consultants. When your unit size is under 50 , you can send 3. Over 50, you can send 6.**

IBC Name: \_\_\_\_\_

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

IBC Name: \_\_\_\_\_

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

IBC Name: \_\_\_\_\_

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

IBC Name: \_\_\_\_\_

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

IBC Name: \_\_\_\_\_

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

IBC Name: \_\_\_\_\_

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

# Fortenberry-Slate Area India Inner Circle



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

**Dates:** August—December (Complete 4 of 5 months)

**Cost:** INR 400 or Free when you have completed Last Inner Circle

**ELITE INNER CIRCLE**

**5-5-5 PER WEEK**

5 SELLING APPTS.  
5 INTERVIEWS  
5000 R SALES

**UPPER INNER CIRCLE**

**3-3-3 PER WEEK**

3 SELLING APPTS.  
3 INTERVIEWS  
4000 R SALES

**INNER CIRCLE**

**2-2-2 PER WEEK**

2 SELLING APPTS.  
2 INTERVIEWS  
3000 R SALES

Graduates Will Receive: (Consultants & Directors)

Inner Circle Pin or Charm, (when you already have a pin) presented to you by Pam.

**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: (pamsassistnt@ec.rr.com) Fax: (866-334-5342) or Mail: 7503 Jonquil Court Wilmington, NC. 28409)

# Inner Circle Form

<u>ELITE INNER CIRCLE</u>	<u>UPPER INNER CIRCLE</u>	<u>INNER CIRCLE</u>
<b><u>5-5-5 PER WEEK</u></b>	<b><u>3-3-3 PER WEEK</u></b>	<b><u>2-2-2 PER WEEK</u></b>
5 SELLING APPTS. 5 INTERVIEWS 5000 R SALES	3 SELLING APPTS. 3 INTERVIEWS 4000 R SALES	2 SELLING APPTS. 2 INTERVIEWS 3000 R SALES

## Success Meeting Attendance

Date: \_\_\_\_\_ # of Guests \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

Name: \_\_\_\_\_

Directors Name: \_\_\_\_\_

## Selling Appointments

<u>Week One</u>	<u>Week Two</u>	<u>Week Three</u>	<u>Week Four</u>
Name & Telephone #	Name & Telephone #	Name & Telephone #	Name & Telephone #
1. _____	1. _____	1. _____	1. _____
2. _____	2. _____	2. _____	2. _____
3. _____	3. _____	3. _____	3. _____
4. _____	4. _____	4. _____	4. _____
5. _____	5. _____	5. _____	5. _____

## Interviews

<u>Week One</u>	<u>Week Two</u>	<u>Week Three</u>	<u>Week Four</u>
Name & Telephone #	Name & Telephone #	Name & Telephone #	Name & Telephone #
1. _____	1. _____	1. _____	1. _____
2. _____	2. _____	2. _____	2. _____
3. _____	3. _____	3. _____	3. _____
4. _____	4. _____	4. _____	4. _____
5. _____	5. _____	5. _____	5. _____

## Retail Sales:

Week One: \_\_\_\_\_

Week Two: \_\_\_\_\_

Week Three: \_\_\_\_\_

Week Four: \_\_\_\_\_

## Totals For Month:

<u>Retail Sales</u>	_____
<u>Selling Appt.</u>	_____
<u>Interviews</u>	_____
<u>Wholesale Order</u>	_____
<u>New Recruits</u>	_____
<u>Appt. on Books</u>	_____

# India Area on the go!



Pack your bags to travel to the Land of Lion City - Singapore! What's more? Earn Shopping Allowance!\*

It's time to rev up your business ... grow your customer base and selling opportunities, fill your calendar with selling appointments and classes, offer the Mary Kay opportunity to those you think would make a great fit with your team! As Mary Kay said, "You can do it!" Get Set! Aim high and you could be shopping in Singapore!

**Qualification Period:** 16th March – 30th September 2012.

## Who can participate?

All Mary Kay independent sales force members in good standing with Mary Kay ("Participants") can participate in this Promotion.

## Exciting Rewards!!

Participants who successfully complete this challenge ("Achievers") are eligible to receive the following rewards (terms and conditions apply):

- One roundtrip Economy class airfare to and from Singapore
- ONE day of exclusive education.
- 3 Nights and Four days hotel stay at Singapore
- Additional food allowance of ~ 2000 per Achiever
- Shopping Money



Happy September Birthday!

Sapna Subba ~ 20th

Happy Unit Anniversary!

Imtinaro Imchen & Lita Pedia Units ~4 yrs

Amongla Nokdir, Jamuna Rajwani

& Lakshmi Anila Units ~ 1yrs



Happy September Anniversary!

Tiamongla Imchen, Anungla Jamir,

Karuna Khatwani, & Anela Longkumer ~ 5 yrs

Dr Chubala Aier & Neitsou Lomi ~ 4 yrs

Sapna Subba, Mervahole, & Sobusela ~ 3 yrs

Muktamani Adhikari ~ 1 yr

# 7 Characteristics of Committed People

Have you committed to your dreams or are you still talking about them?

The answer to this question will make the difference between living your dreams today or one fictitious day in the future.

So what's keeping you from making the commitments necessary to live your dreams? Are you feeling overwhelmed? Are you afraid to take on more things to do? Are you unable to try again because you were unsuccessful in the past? All these things are reasons that keep you stuck in one place and give you permission not to try again. You don't know what you can accomplish until you give it a shot. You have no idea how powerful you really are. If you really let that in, you would be unstoppable.

But what do you do? The answer is simple. You say what you are committed to, then you go for it! This is how your dreams become reality versus this unaccomplishable thing that only happens to other people.

So, how can you get committed? See the characteristics of committed people below:

## 1. Committed People Make Commitments.

They stick with their commitments because they said they would. Words such as maybe, should, or can't are absent from their vocabulary.

## 2. Committed People Believe They Can Fulfill Their Commitments.

They can visualize the finish line and believe they will accomplish their goal. Because their beliefs are so strong, not accomplishing their goal isn't even part of the equation.

## 3. Committed People Say What They Are Committed To.

They bring their dreams into reality simply by using the power of language. It's amazing what they accomplish once they say their commitments out loud.

## 4. Committed People Invest In Their Commitments.

They invest their time, money, and energy into their commitments. Their commitments become so important that they rework their lives around them.

## 5. Committed People Are Realistic About Their Commitments.

They give themselves permission to explore different avenues and are nice to themselves along the way. Sure, there may be setbacks, but mistakes are viewed as opportunities rather than something to avoid at all costs.

## 6. Committed People Form A Bond With Their Commitments.

Their commitments become a part of who they are, not something they are trying to accomplish on the side. This approach makes their commitments fun and not something that they "have to" or "should" be doing.

## 7. Committed People Are Passionate About Their Commitments.

Their passion touches, moves and inspires others around them. This passion carries them through to the end.

So make the commitments necessary to live your dreams and don't stop along the way! In return, you will discover that you have the freedom and power to make your dreams a reality.

And, isn't this the reason you got out of bed today?



# Seminar 2013 Mary Kay Goals!



**I will be a . . .**

## CAREER LEVEL

- \_\_\_\_\_ by Aug. 1st
- \_\_\_\_\_ by Sep. 1st
- \_\_\_\_\_ by Oct. 1st
- \_\_\_\_\_ by Nov. 1st
- \_\_\_\_\_ by Dec. 1st
- \_\_\_\_\_ by Jan. 1st

**Sales Director**  
**Senior Sales Director**  
**Future Executive Senior Sales Director**  
**Executive Senior Sales Director**  
**Elite Executive Senior Sales Director**  
**National in Qualification**  
**National Sales Director**

OT - Top Trip Sales Director  
 OT - Circle Of Achievement

**Top Sales Director Trip ~  
 Cape Town & Sun City, South Africa**

## OTHER GOALS:

Monthly Retail Goal: \$ \_\_\_\_\_  
 Number of Monthly Selling Appt. \_\_\_\_\_  
 Monthly Wholesale goal: # \_\_\_\_\_

Quarterly Wholesale goals:

Aug 1st—Oct. 31st \_\_\_\_\_  
 Nov. 1st—Jan 31st \_\_\_\_\_

Monthly Team Building Appointments: \_\_\_\_\_  
 Number of New Team Members per month: \_\_\_\_\_

**Queen's Court of Personal Sales** - 4,44,000 Personal Retail Section One Sales in the Seminar year  
 1st August 2012 - 31st July 2013

**Queen's Court of Sharing** 21 New Qualified Recruits in the Seminar year 1st August  
 2012 - 31st July 2013. A qualified recruit is one who achieves  
 Rs. 36,000 Retail Production in the Seminar year.

Other Goals \_\_\_\_\_

Ruby	55,000
Diamond	70,000
Emerald	85,000
Pearl	1,00,000
Pearl +	1,25,000



# Join the Fortenberry National Family



Pat Fortenberry  
EENS D Emeritus

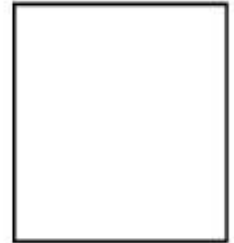
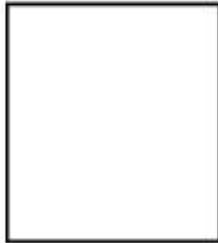
as we grow to  
**5 NSD's by Mary Kay's**  
**50th Anniversary**



Pam Fortenberry-Slate  
SNSD



Rhonda Fraczkowski  
NSD



**Everything that Glitters**  
**is GOLD!!**

**I am a**

**National Sales Director by:**

**Month:** \_\_\_\_\_

**Year:** \_\_\_\_\_



# **Bee One of the Fortenberry-Slate Area's Fortunate 500!!**



**Our Area Goal is to have  
500 National Court Achievers at  
Mary Kay's 2013  
50th Anniversary Seminar  
Celebration!**

*Commit NOW to One, Two or Three Courts on the  
National Seminar Stage!*