

Congratulations!



**Asenla
Longkumer**

**Executive Senior
Sales Director**

**190 ~ NEW Unit
Recruits in July**



**Tshering Doma
Bhutia**

Sales Director

**124 ~ NEW Unit
Recruits in July**



Fortenberry-Slate Area Awards Night 2012



Date : Thursday 13th September 2012
Time : 7.30 pm
Venue : Dewan Merdeka,
Bukit Kiara Country Club
Price : RM60 per person

Closing date for registration – 3rd September 2012

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.

2012 Contest August - December

Turn in your Monthly Totals for Recognition!

Start the New Year with Great Guest Events!

When your Unit has 50
or fewer Members

Focus on 30 Interviews
each month

When your Unit has 50
or more Members

Focus on 50 Interviews
each month

1. _____	16. _____		
2. _____	17. _____		
3. _____	18. _____		
4. _____	19. _____	31. _____	41. _____
5. _____	20. _____	32. _____	42. _____
6. _____	21. _____	33. _____	43. _____
7. _____	22. _____	34. _____	44. _____
8. _____	23. _____	35. _____	45. _____
9. _____	24. _____	36. _____	46. _____
10. _____	25. _____	37. _____	47. _____
11. _____	26. _____	38. _____	48. _____
12. _____	27. _____	39. _____	49. _____
13. _____	28. _____	40. _____	50. _____
14. _____	29. _____		
15. _____	30. _____		

Win a Fabulous Prize from your NSD!

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

Asia Pacific 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 200 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: MYR40.00/ PHP400 or Free when you have completed Last Inner Circle

ELITE INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

5-5-5 PER WEEK

5 SELLING APPTS.
5 INTERVIEWS
500 POINTS RETAIL—MAL.
P5000 SALES—PHILIPPINES

UPPER INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

3-3-3 PER WEEK

3 SELLING APPTS.
3 INTERVIEWS
300 POINTS RETAIL -MAL.
P4000 SALES- PHILIPPINES

INNER CIRCLE

100% ATTENDANCE
(MEETINGS, ETC.)

2-2-2 PER WEEK

2 SELLING APPTS.
2 INTERVIEWS
200 POINTS RETAIL- MAL.
P3000 SALES-PHILIPPINES

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

Inner Circle Form

Elite:	5 Appt, 5 Interviews, MAL-500 pts Retail Sales weekly, 2000 pts a month 5 Appt, 5 Interviews, PHP-P5000 Retail Sales weekly, P20,000 a month
Upper:	3 Appt, 3 Interviews, MAL-300 pts Retail Sales weekly, 1200 pts a month 3 Appt, 3 Interviews, PHP-P4000 Retail Sales weekly, P16,000 a month
Inner:	2 Appt, 2 Interviews, MAL-200 pts Retail Sales weekly, 800 pts a month 2 Appt, 2 Interviews, PHP-P3000 Retail Sales weekly, P12,000 a month

Success Meeting Attendance

Name: _____

Date:	# of Guests
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Directors Name: _____

Selling Appointments

Week One	Week Two	Week Three	Week Four
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

Week One	Week Two	Week Three	Week Four
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:

Retail Sales _____

Selling Appt. _____

Interviews _____

Wholesale Order _____

New Recruits _____

Appt. on Books _____

Malaysia ~New Director Tracking For Success

1st Step

In Your first Three Months do:

ON THE MOVE

1. 2 Active Team Members each Month
2. \$22,500 Unit Production Points

**OTM Pin
3 In 1 Fax, Copy, Scan
Machine**

2nd Step

In your first Six Months do:

FABULOUS 50's

1. 50/> Non Terminated Unit Members
2. \$45,000 Unit Production Points

**Fab 50 Pin
Photo Recognition**

3rd Step

In your first Twelve Months do:

HONORS SOCIETY

1. 24 New Active Team Members
2. 50/> Non Terminated Unit Members
3. \$90,000 Unit Production Points

**Honor Society Pin
Stage Recognition**

See Who's tracking Their Success!

Check out the Fortenberry-Slate Global Newsletter!

Malaysia Area on the Go!

Inner Circle Contest! February-July

Azlina BTE Yusoff
Anidha A/P Visuanathan*
Jamaliatul Norzira Mohd Hasnan

Roseleza BT Mohamed**** Pin

Sabariyah BT Harun
Nur Mahani BT Mahammad
Norlela (Lela) Ngalim**
Yasmin Binti MD Isa*

Norfiza BT Mahput@Sahir*

Haniza Hanun*
Fauziana Kamis*

Mai Noor Asiah BT Tan Zalilah***
Sharifah Sharmila Syed Zain*
Mohd Aidil B Mohd Yusof
Robiah bt Huri**

Nor Diyana Binti Mohd Saodi*

Nurul Izyan Binti Idris

Nanha Yusof

Siti Zulaiha BT Mohd Rais**

Rosealinda Jhaya

Sofuriah Binti Mohamad Hashim*****
Charm

Suriya Mohamed Daud***

Rabetah Johari***** Pin

Shukria Binti Aziz***

Normie Binti Hanafiah**** Charm

Siti Eishah Binti Mat Nor

Rozilah BT Saripudin***

Nafisah BT Omar

Ashinah Aamir Hamzeh

Asni Binti Ibrahim

Atheena Binti Othman

Vivi Suryanti BT Mazlan

Norfarizan Ahmad Puzi

Wan Norliza Wan Othman

Chan Leng Aai***** Pin

Siti Rohimah Binti Sarudin

Roslina Ahmad Dahlan*

Mardziana Bt Ahmed (Lily)

Wan Rafiza Wan ABD Rahman

Nadiah BT Muhalim

Mazura BT Musa

Nur Zuraida Muhammad

Nor Mizan BT CHE Embi

Liyani Puteri MD Ramli

Sarinah Kasiman

Nor Hayati ABD Karim

Puteri Rabiataladawiyah Abdul Rahman

Rozila MD Repin***** Pin

Shaafineh Saidali

Noora Abdul Shukor***** Charm

Maizaitulnur Haslinda**

NHE Johana BT Johana

Afarina Ahmad Ripaee*

Fadillah AB Rahman**

Asnorasoleha BT Mohd Hayat

Mas Edayu Hamdan

Azizah Painal

Noraniza BT Mohtar***

Haslinda Taib*

Gahliyah BT Arpan**** Pin

Che Hasnida BT Che Hashim

Farhah BT Ilyas***

Shahanim Samsu**

Nur Ilyanie BT Wahab

Nor Rizah Juasih

Noorain Jamali

Wan Hanim Binti Mohamad Hiri

Siti Rohani Ambok Sulong

Nadiatul Syahirah Seman***** Pin

Nur Rafidah ABD Rhsid

Nohayati Razali (Nora)*

Siti Roziah Binti Sarudin

Jumirdah Bahtiar

Suzana Abidin**** Charm

Malaysia Area on the Go!

Inner Circle Contest! February-July

Jaklin Juanis

Ida Syafinaz Ibrahim

Haslinda Sulaiman**** Pin

Nur Atiqah Gadong Binti Abdullah **** Pin

Nur Hayati Sakinah Binti Che Mazelan
**** Pin

Rajeswari Maniam @ Rajes**** Pin

Iza Adora Modh Sanusi*

Suraida Binti Rahmat**** Pin

Hasni Muhamad Daud***** Charm

Nor Saadah Bt Sulaiman*

Fauziah Hanim Ismail**

Siti Masnira Bt Ab Rahman**

Nur Azura Mohd Najib

Shahanaz Roqayah Zainuddin ***** Pin

Siti Hafar Binti Mohd Sah

Zuriana Amat*

Wan Baidura Bt Wan Abdul Malik***

Aishah Khairudin***

Rozaini Jaafar**

Iryani Diyana Binti Mohd Idras*

Faizah Khairudin*

Nurul Shakirin @ Sharon Lewis

Carol Dass

Sharifah Binti Seman*

Dolores Gaceta Lazarus***** Charm

Syiffa Syafina BT Amir Hussin

Siti Mariam Mahat

Shorbana Martin**

Jaqueline Wong*

Norizan Azizan

Amu Krishnan*

Hasnah Bt Muhamad Daud*

Nor Baaiah Hassan

Nor Azlinda Bt Ahmad*

Carmen Hogan***** Charm

Zaiti Azila AB Rahim*

Nor Hamizah BT As'Ari

Norfarizan Ahmad Puzi

Rozita Johari***** Charm

Carolin Ramadas**** Charm

Roselle Rabaya*

Siti Norizan Bm Ramli*

Wan Zainuriah Bt Wan Ramli**

Waheedan Bt Syel Sultan

Laila Binti Abdul*

Nur Syawalia Zakariah **

Rokiah Arifin***** Charm

Wan Sharfizatul Nafiza bt Wan Zin

Wan Suhaila bt Wan Abdul Malek***

Iaila Abdul Rahman*

Nashirah bt Yahaya***

Norhayati Yusop*

Azma bt Muhammad*

Noriah Bt Azehari*

Wan Nur Aida*

Ruzieta Bt Ruzlan***

Nashuah***

Norazin Awang*

Nurul Ain Jamaluddin *

Salamiah Latip*

Malaysia Area on the Go!

Power Plans

February—July
Shorba Martin *

Dolly Lazarus *****

Aisha Khairudin *
Rozita Johari *

Rokiah Arifin *****

Hasnah Daud *

Hasni Daud *****

Noora Wawa ***
Nor Azlinda Ahmad *
Suzana Abidin *

Noraniza Mohtar*****

Norfiza Mahput**

Interview Contest!

February—July

Dolly Lazarus *****

Suzana Abidin***

Happy September Birthday!!

Marziana Suitnoh ~ 14th

Rokiah Arifin ~ 26th

Happy Anniversary!!

Noora bt Abdul Shukor ~ 5 yrs

Nurhafizah bt Mohd Zulpi ~ 2 yrs

Dolly Lazarus Unit ~ 6 yrs

Aishah bt Khairudin, Hasnah bt M Daud,

& Noraniza bt Mohtar Units ~ 1 yr



*It is very important to send
your information to me at
Pam's office pamsassistant@ec.rr.com
Hugs, Tammy*

dare
to
Dream!
seminar | 12

**We are
Exploding
at
Seminar 2012!!**

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:

July 1st—Sept. 31st _____
 Oct. 1st—Dec 31st _____

Monthly Team Building Appointments: _____
 Number of New Team Members per month: _____

Queen's Court of Personal Sales - 20,000 Personal Sales Points in the Seminar year 1st August 2012 - 31st July 2013

Queen's Court of Sharing 24 New Qualified Recruits in the Seminar year. 1st August 2012 - 31st July 2013. A qualified recruit is one who achieves 600 Personal Sales Points in the Seminar year.

Other Goals _____



Sapphire	2400_{psp}
Ruby	3600_{psp}
Diamond	4800_{psp}
Emerald	6000_{psp}



Join the Fortenberry National Family



Pat Fortenberry
EENSND Emeritus

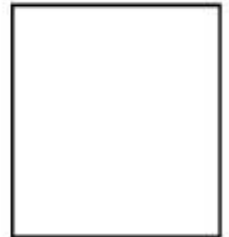
as we grow to
5 NSD's by Mary Kay's
50th Anniversary



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!*