

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 and 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



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 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 out 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 at 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

Date: _____ # of Guests _____ Name: _____

1. _____ Directors Name: _____

2. _____

3. _____

4. _____

5. _____

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 _____



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: _____

Philippine ~New Director Tracking For Success

In Your first Three Months do:

ON THE MOVE

1. 6 Personal Team Members w/P16,000 each
2. P800,000 Unit Production
3. 30 Active Unit Members

1st Step



**OTRT Pin
Printer
Photo Recognition**

In your first Six Months do:

FABULOUS 50's

1. 50/> Non Terminated Unit Members
2. P2,000,000 Unit Production

2nd Step



**Fab 50 Pin
Mini Laptop
Photo Recognition**

In your first Twelve Months do:

HONORS SOCIETY

1. 20 New Personal Team Members w/P16,000 each
2. 50/> Non Terminated Unit Members
3. P4,000,000 Unit Production

3rd Step



**LCD Projector
Photo Recognition**

See Who's tracking Their Success!

Check out the Fortenberry-Slate Global Newsletter!

Philippines Area on the go!

February, March, April, May, June
& July

Power Plans

*Malou Manalo ******

*Marissa Magtoto *****

*Marites Cena **

*Marita Del Corro ******

*Virgie Estepa ***

Interview Contest

*Malou Manalo ****

*Marissa Magtoto ****

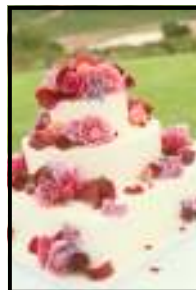
*Marites Cena **

*Virgie Estepa ***

Happy Anniversary

Gayle Guerrero ~ 12 yrs

Vanessa Roces Unit ~ 1 yr



Happy September Birthday

Elsa Galvez ~ 10th

Vanessa Roces ~ 20th

Reyma Bacay ~ 22nd

Ma Evelyn Durusan ~ 25th



Date: February 19-22, 2013

Here's the inclusion of the package: (P\$5,000 ALL IN)

- Airfare Roundtrip (Manila - Bangkok - Manila)
- Philippine Airlines & Thai Airways
- 3-star Hotel Accommodation for 4 days and 3 nights in Pratunam Area

Meals

- 3 breakfasts
- 4 lunches (2 meals onboard) (from and to Manila)
- 3 dinners (1 dinner cruise along Chao Phraya River)
- 3 snacks

Half Day City Tour

- Temple City (houses most sacred golden Buddha made out of pure gold - near Chinatown)
- Reclining Buddha image
- Jewelry and leather factory
- City Bus transfers
- Terminal fee
- Travel insurance
- Philippine travel & foreign taxes
- Airline & fuel surcharges

Itinerary

- Day 1: Arrive BKK, free time before and after dinner
- Day 2: conference proper
- Day 3: conference proper (half day)
City Tour / Fun Night
- Day 4: Free time before departure to Manila

1 ½ days of learning!!!

1 ½ days of free time!!!

Inner Circle Participants

These Inner Circle Participants have registered for the
New Inner Circle Program!!



Suzette Mallari*	Elena Jose*	Virginita Uy
Bleshilda T. Roxas	Marites Antonio*	Dianna Rose
Janice Calderon	Arcadia Silva	Joanna Rose Gonzales*
Vanessa Rocas	Marita Del Corro*****	Ma. Teresa Basas
Rufina Osorio	Kristen Eden	Edelyn Botecario
Marjorie Manalo	Rubia Ferino***	Luz Melo
Marites Cena*	Eliza Meron	Anna Gayle Guerrero
Precila O'Donell	Ailyn R. Acopicop**	Myrna Chua*
Cristita Schranz*	Jennifer Guzman***	Amelia Sardea*
Vivian Tayag	Charlene Segura**	Charito Dargantes
Lorelie Diaz	Elsa Galvez	Virginia Ramones
Nimfa Montes	Adora Argueza	Dori Antonio *
Rosemary Castro	Lorna Rimando	Joubeth Ema
Shyrene April Mangahas	Krisnanette Bondoc	Ma. Kristina Martinez
Jassleen Torres*	Anabelle Asquero	Frances Sta. Maria
Michelle Coronel	Mary Joy Serrano	Yvette Salcedo *
Ethel Crisostomo	Ma. Nina Matias**	Maribeth Pedron
Rosalie Torres***	Marissa Magtoto**** Charm	Jennifer Tan
Kareen Palad	Marina Isles V***** Pin	Purificacion Rioja
Rosalinda Velasquez	Miaflor Tongol	Ma. Evelyn Durusan**
Jocelyn Forteza	Emily Genova*	Ma. Divina Gumabol*
Joy Tamayo	Freda Linsangan***** Pin	Fe Maliwat
Virginia Estepa***	Maria Fe Aliba	Olivia Pambid
Marilou Manalo***** Charm	Marychiles Mendoza***	Jogie Chu***
Kristine Kay Perez*	Marinet Reyes	Rowena Ferrer
Cristina Sanchez	Didith Buella	

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 - P800,000 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.

Other Goals _____



Sapphire P90,000
Ruby P110,000
Diamond P130,000
Emerald P150,000



Join the Fortenberry National Family

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



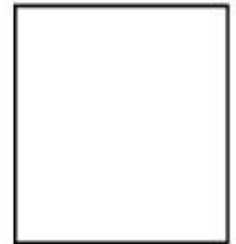
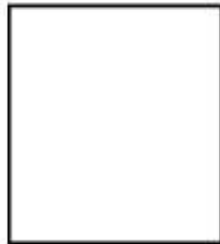
Pat Fortenberry
EENSND Emeritus



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!*