

Congratulations!



**Asenla
Longkumer**

**Executive Senior
Sales Director**

**190 ~ NEW Unit
Recruits in July**



**Tshering Doma
Bhutia**

Sales Director

**124 ~ NEW Unit
Recruits in July**

Area Consultant Seminar 2013 Totals July 1st, 2012-July 31st, 2012

The Top 5 in each category are recognized at our Area Night during Seminar!

Congratulations!!!

Consultant Court of Personal Retail Sales

Company Court \$36,000
Area Court: \$22,000 Retail or Top 5
(\$11,000 converted wholesale)

Name	Parent Unit Name	YTD Retail
1. Elizabeth Ball	L Zimmerman Unit	\$4,156.00

Director & Consultant Court of Sharing

Company Court: 24 Qualified Recruits
Area Court: 12 qualified (\$600) Recruits or Top 5

Name	Parent Unit Name	Seminar Commission	QTM
1. Amanda Trembley	L Zimmerman Unit	\$72.00	1
2. Shawn Lamb	S. Lenard Unit	\$58.00	1
3. Mallory Ferris	S. Lenard Unit	\$33.00	1



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,
 DIQ's and Director Intenders:**

(please note (D), (DIQ), or (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: Aug —March

To be recognized at Career Conference!!

Second Line:

(note same as above)

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

2012 Contest August - March

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 Malaysia!



Fortenberry-Slate Area Director's Monthly Challenge!

**Earn a beautiful gift
from Malaysia!!**

**When your unit completes \$5,000
or has 3 New Recruits
by Sept. 15th!**



Fortenberry-Slate Area

Directors Pacesetter Class

For the Month Of SEPTEMBER 2012

THE EXCITEMENT OF THE NEW SEMINAR YEAR IS STARTING TO BUILD--- THIS TRULY CAN BE "YOUR" YEAR TO HAVE UNIT GROWTH!!! THIS CLASS WILL ASSURE YOU OF GETTING YOUR UNIT EXPLODING FOR THE NEW YEAR!!!

WINNERS: 1ST PLACE

1. 2 Days of my time in your Area!
2. Special Recognition & Picture In Newsletter

2ND & 3RD. PLACE

1. Special gift
2. Special recognition & Picture In Newsletter



*Stephanie Lenard
February Winner!*

GUIDELINES TO GRADUATE:

1. Sign up at Now, Email me by August 31st, 2012!!!
2. September newsletter Emailed, Faxed or mailed to me by September 30, 2012.
3. To participate. You must hold a pacesetter class or Red Jacket Class for your own unit during September.
(IF you held a Pacesetter class in August, IT DOES COUNT!)
4. E-Mail me the names and complete addresses of the consultants who graduated from your class and I will write them a personal note!!!
5. E-Mail me a copy of your personal goals and your unit goals with a plan of action!!! By September 15th, 2012
6. E-Mail your point sheet by October 10th, 2012.

The Guidelines to graduate are a must!!!

All 6 items must be completed to Graduate!!! We will be 100%.

You may do any of the following to accumulate your points! Those who accumulate the most points “WIN”. IT CAN BE YOU!

50,000	pts.	PERSONAL GOLD MEDAL	_____
30,000	pts.	PERSONAL SILVER MEDAL	_____
20,000	pts.	PERSONAL BRONZE MEDAL	_____
20,000	pts.	5 UNIT RECRUITS (49 UNIT MEMBERS OR LESS)	_____
20,000	pts.	10 UNIT RECRUITS (50 UNIT MEMBERS OR MORE)	_____
20,000	pts.	EACH PERSONAL QUALIFIED RECRUIT (\$600)	_____
20,000	pts.	10 PERSONAL CLASSES	_____
1,000	pts.	EACH SKINCARE CLASS HELD IN UNIT	_____
5,000	pts.	\$300 WEEK (PERSONAL SALES) (ALL 4 WEEKS—ADDITIONAL 5,000 PTS.)	_____
5,000	pts.	EACH CONSULTANT WHO HAS \$1 ,000 RETAIL MONTH	_____
20,000	pts.	YOU ARE A EMERALD STAR DIRECTOR	_____
15,000	pts.	YOU ARE A DIAMOND STAR DIRECTOR	_____
10,000	pts.	YOU ARE A RUBY STAR DIRECTOR	_____
5,000	pts.	YOU ARE A SAPPHIRE STAR DIRECTOR	_____
20,000	pts.	YOU ARE A PEARL STAR CONSULTANT THIS QUARTER	_____
15,000	pts.	YOU ARE A EMERALD STAR CONSULTANT THIS QUARTER	_____
11,000	pts.	YOU ARE A DIAMOND STAR CONSULTANT THIS QUARTER	_____
8,000	pts.	YOU ARE A RUBY STAR CONSULTANT THIS QUARTER	_____
5,000	pts.	YOU ARE A SAPPHIRE STAR CONSULTANT THIS QUARTER	_____
2,000	pts.	EACH UNIT RECRUIT (\$200 AND ABOVE)	_____
12,000	pts.	EACH PEARL STAR CONSULTANT THIS QUARTER	_____
8,000	pts.	EACH EMERALD STAR CONSULTANT THIS QUARTER	_____
5,000	pts.	EACH DIAMOND STAR CONSULTANT THIS QUARTER	_____
2,000	pts.	EACH RUBY STAR CONSULTANT THIS QUARTER	_____
1,000	pts.	EACH SAPPHIRE STAR CONSULTANT THIS QUARTER	_____
10,000	pts.	FOR EACH UNIT GOLD MEDAL IN SEPTEMBER	_____
5,000	pts.	FOR EACH UNIT SILVER MEDAL IN SEPTEMBER	_____
3,000	pts.	FOR EACH UNIT BRONZE MEDAL IN SEPTEMBER	_____
5,000	pts.	\$5,000 WHOLESALE UNIT PRODUCTION.	_____
6,000	pts.	\$6,000 WHOLESALE UNIT PRODUCTION.	_____
8,000	pts.	\$8,000 WHOLESALE UNIT PRODUCTION.	_____
10,000	pts.	\$10,000 WHOLESALE UNIT PRODUCTION.	_____
15,000	pts.	\$12,000 WHOLESALE UNIT PRODUCTION.	_____
25,000	pts.	\$18,000 & ABOVE WHOLESALE UNIT PRODUCTION.	_____
20,000	pts.	HOLD 10 OR MORE RECRUITING FUNCTIONS	_____
2,000	pts.	EACH ADDITIONAL RECRUITING FUNCTION	_____
10,000	pts.	EACH NEW RED JACKET OCTOBER 1.	_____
10,000	pts.	EACH NEW TEAM LEADER OCTOBER 1.	_____
10,000	pts.	EACH NEW 0- T -CAR DRIVER OCTOBER 1.	_____
20,000	pts.	EACH NEW CAR DRIVER OCTOBER 1	_____
20,000	pts.	EACH NEW D.I.Q. OCTOBER 1.	_____
30,000	pts.	EACH NEW DIRECTOR OCTOBER 1.	_____
1,000	pts.	EACH PERSON REGISTERED FOR FALL RETREAT.	_____
10,000	pts.	EACH CONSULTANT WHO COMPLETES INNER CIRCLE IN SEPTEMBER.	_____

TOTAL POINTS _____

Please check off the following when each is completed.

GUIDELINES: (MUST DO ALL OF THESE TO GRADUATE)

- _____ 1. Sign Up Now, email your commitment by August 31, 2012
(pamsassistant@ec.rr.com)
- _____ 2. E-Mail, Fax or Mail me your September Newsletter.
- _____ 3. Hold a Pacesetters class or Red Jacket Class in September (or August).
- _____ 4. E-Mail me names and complete addresses of your participants.
- _____ 5. E-Mail me your personal & Unit Goals by September 15th
- _____ 6. E-Mail this score sheet by October 10th, 2012.