



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

# Inner Circle Participants

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

July, August & September  
Awarded at Fall Retreat!!



Cathy Breslin

Lisa Warrington

Melanie Stock

Yvonne Ziegler \*

Melissa Davis \*

Michele Ramirez \*

Courtnei McWilliams \*



July 2012



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

Please return the information sheet so you can be included in our New program.

Dates: Jul., Aug., & Sep. 2012 (complete 2 out of 3 months)

Cost: \$10.00 or Free when you've **completed** Inner Circle Mar., April. May., & June 2012

**ELITE INNER CIRCLE**

100% ATTENDANCE  
(MEETINGS, ETC.)

**5-5-5 PER WEEK**

5 SELLING APPTS.  
5 INTERVIEWS  
\$500 RETAIL  
ORDER \$800.00

**UPPER INNER CIRCLE**

100% ATTENDANCE  
(MEETINGS, ETC.)

**3-3-3 PER WEEK**

3 SELLING APPTS.  
3 INTERVIEWS  
\$300 RETAIL  
ORDER \$600.00

**INNER CIRCLE**

100% ATTENDANCE  
(MEETINGS, ETC.)

**2-2-2 PER WEEK**

2 SELLING APPTS.  
2 INTERVIEWS  
\$200 RETAIL  
ORDER \$400.00

Graduates Will Receive: (Consultants & Directors)

Inner Circle Pin or Charm, (when you already have a pin) presented to you at Your Local Fall Retreat

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 Appts, 5 Interviews, \$500 Retail Sales weekly, \$800 Wholesale a month  
 Upper: 3 Appts, 3 Interviews, \$300 Retail Sales weekly, \$600 Wholesale a month  
 Inner: 2 Appts, 2 Interviews, \$200 Retail Sales weekly, \$400 Wholesale a month

## Success Meeting Attendance

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

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

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:

<b><u>Retail Sales</u></b>	_____ (minimum \$800)
<b><u>Selling Appts.</u></b>	_____ (minimum 8)
<b><u>Interviews</u></b>	_____ (minimum 8)
<b><u>Wholesale Order</u></b>	_____ (minimum \$400)
<b><u>New Recruits</u></b>	_____
<b><u>Appt. on Books</u></b>	_____



# RACE for the GOLD!

## Warfield Area Michigan Retreat 2012!

**Registration due before Sept. 14th!!**



*Executive National  
Sales Director  
Cheryl Warfield*

**Ramada Plaza** 3333 28th St SE  
Grand Rapids, MI

Retreat = \$85 per person (\$88 Paypal)

- ♦ Pay online to Laura Poling at  
[www.laurapoling.com](http://www.laurapoling.com)

Includes Meetings, Continental Breakfast Saturday & Sunday, Dinner Saturday & Lunch Sunday.

Room = \$72/night 616.949.9222

- ♦ Reserve your room under **Mary Kay Block**
- ♦ Includes 4 wrist bands for pool & waterslide.

**Dress:**

- ♦ Friday Night: Fifties Attire
- ♦ Saturday/Sunday: Business Casual. Black Dress Pants with Retreat T-shirt (order on same website). **No jeans/leggings.**



*National Sales Director  
Pam Fortenberry-Slate*

# OCTOBER 5—7, 2012

## Retreat Agenda

**Friday, October 5, 2012**

**PARTY WITH THE STARS FIFTIES CELEBRATION**

7—10pm Gold Team Achievers, Star Consultants & Star Team Builders and up!!

**Saturday, October 6, 2012**

6-9am Continental Breakfast in Lounge Area

8-9am Registration

9am-Noon Meeting together

Noon-2pm Lunch Break—On your own

2-4pm Break apart classes based on career level

5-9pm Dinner & Round Table Training

\* Quarter 1 DIQ's, Gold Team Achievers & Pearl Star Consultants sit w/ Nationals.

**Sunday, October 7, 2012**

6-9am Continental Breakfast in Lounge Area

8am Optional Worship Service

9am –Noon Closing Program & Lunch



# Fraczkowski National Area Fall Retreat 2012

## Go For The Gold!

October 19, 20, 21, 2012 Grandover Resort & Spa, Greensboro, North Carolina



Rhonda Fraczkowski  
*National Sales Director*

Featuring



Somer Fortenberry  
*National Sales Director*



Workshop, Awards, Recognition & Fun!





# Go For The Gold!



Guest rooms (Two queen beds)

\$159 per night (4 people per room maximum)

When you make your reservation, please book from the "Mary Kay" room block!

800 472 6301

October 19, 20, 21, 2012



## Friday

7:00 pm BBQ Bash, First Quarter Recognition & Awards Attire: skirt or dress

## Saturday

8:00–9:00am Breakfast

9:00–12:30 Workshop Classes Attire: Red Jacket & Director suit

12:30–3:30 Luncheon & recognition

8:00 pm "Go for the Gold" Ice Cream Party Attire: Casual

To qualify for ice cream party: **Star Consultants** or those with **3 new recruits** **DIQs** & **On-Targets** receive a special "Gold Session" with Somer Fortenberry!

## Sunday

9:00–11:30 Plated Breakfast & Workshop Closing Attire: Casual



Food Package: \$159 per person by check, \$165 per person by credit card

**Registration is July 25th–September 28th, 2012**

\$20 late fee per person after September 28th, 2012

**NO REFUNDS** after September 28th, 2012







# GO FOR THE GOLD!



Somer Fortenberry  
National Sales Director

*Promotion for Consultants*  
*July 1st - Sept. 30th 2012*

Rhonda Fraczkowski  
National Sales Director

## *The Ice-Cream* **PARLOUR**

Make your own Sundaes!

Spend an evening of fun with  
Rhonda & Somer Saturday evening 8:00 PM  
Be a 1st Quarter Star Consultant by September 15  
OR

Add 3 new team members by Sept. 30th  
DIQs & On-Targets will receive a special 30 minute  
"Go for the **GOLD SESSION**" with Somer at 7:30 PM

BE a DIQ by Oct. 1st & you receive  
**\$100 CASH** at the event





**Set your goals!**  
**Track your progress!**  
**And, party with us at**  
**One Woman Can Leadership 2013!**



# DAY 1

## Universal Studios Party

**Race for the Gold!**

**Qualify to attend the party!**

Directors who ADD 10 NEW QUALIFIED UNIT MEMBERS from July 1 to November 30, 2012.

**You can also earn VIP EARLY ENTRANCE!**

Directors who ADD 15+ NEW QUALIFIED UNIT MEMBERS from July 1 to November 30, 2012.



PARTY!

VIP!

1 _____	6 _____
2 _____	7 _____
3 _____	8 _____
4 _____	9 _____
5 _____	★ 10 _____

11 _____
12 _____
13 _____
14 _____
★ 15 _____

# DAY 2

## Red Carpet Affair at Biltmore Hotel

**Here is how you earn an invitation:**

Directors with 13+ UNIT STAR CONSULTANTS in the combined quarters from June 16 to September 15, 2012 and September 16 to December 15, 2012.  
 Director must also be a Star Consultant in both quarters to qualify.

1 _____	6 _____
2 _____	7 _____
3 _____	8 _____
4 _____	9 _____
5 _____	10 _____

11 _____
12 _____
★ 13 _____





# "One Woman Can" Leadership "Leaderboard!"

Day 0

## Universal Studios Party!

Here is how YOU earn an invitation to the Party:

New Director Programs - must achieve 1 of the following:

- Achieve Honor's Society or Triple Crown from Feb. 1 - Dec. 1, 2012
- Achieve On The Move or Fabulous 50s from July 1 - Dec. 1, 2012
- Debut as a Director by Oct. 1st 2011 and be on-target with \$10,000 in unit whis production by Nov. 30, 2012
- Debut as a Director by Nov. 1st 2011 and be on-target with \$5,000 in unit whis production by Nov. 30th

Class of 2013 - must achieve:

- Directors who debut Aug. 1 - Dec. 1 2012 are invited **AND** so it their Senior Sales Director!
- Race for the Gold Unit-Building Challenge**  
Directors who add 10 new qualified\* Unit Members from July 1 - Nov. 30, 2012

## You can also earn "VIP EARLY ENTRANCE"!!

Directors earn **EARLY ENTRANCE** when they add 15+ New Qualified Unit Members in the *Race for the Gold Unit-Building Challenge* (July 1 - Nov. 30, 2012)

15 Qualified Team Mbrs



Yahoo! You Earned The VIP Entrance!



You Earned The Party at Universal!

10 Qualified



Go!



How New Director Quality



Director



My Stars



You earned The Red Carpet Carpet Affair!



New Director



My Star



You earned The Red Carpet Carpet Affair!



## Day 2 Red Carpet Affair at Biltmore Hotel!



Here is how YOU earn an invitation:

- Directors with at 13+ Unit Star Consultants in the combined quarters from June 16, 2012 - Sept. 15, 2012 and Sept. 16, 2012 - Dec. 15, 2012. Director must also be a Star Consultant in both quarters to qualify.
- New Directors who debut Oct. 1, 2012 - Dec. 1, 2012 can qualify to attend when they have 6+ Unit Star Consultants in the Quarter Sept. 16 - Dec. 15, 2012. New Director must also be a Star Consultant in that quarter.



# 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

### Career Level      Active Team Members

Senior Consultant	1
Star Team Builder	3
Team Leader	5
Future Sales Director	8
DIQ	10 by 1st of month
On-Target Car	5+ \$5000 Team w/s
Grand Achiever	14 Active + \$20,000 Team Wholesale Production in 1-4 months

- Team Member is ACTIVE in the month a \$200+ Wholesale order goes in and 2 months following the order

Leadership Conference- Los Angeles 2013

## OTHER GOALS:

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

Quarterly Wholesale goals:

Jun 16 - Sept 15 \_\_\_\_\_  
 Sept 16 - Dec 15 \_\_\_\_\_

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

Queen's Court of Personal Sales - \$30,000 RETAIL production July 1, 2012- June 30, 2013

Queen's Court of Sharing - Minimum 24 new qualified\* personal team members July 1, 2012 - June 30, 2013 (Agreement & total \$600+ wholesale orders must be received 7/1/2012 - 6/30/2013)

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



Sapphire	\$1800
Ruby	\$2400
Diamond	\$3000
Emerald	\$3600
PEARL	\$4800



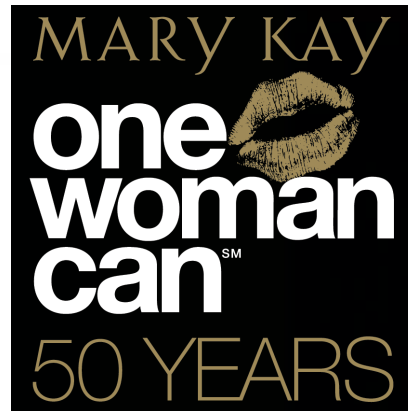


# Celebrate Mary Kay's 50th Anniversary with the National Sales Director's on the 2013 Top Sales Director Trip Beijing & Shanghai China

**\$800,000 + Prestige Trip ~  
Shanghai, China Sept. 18-22, 2013**  
**\$650,000 + Top Sales Director Trip ~  
Beijing, China Sept. 11-18, 2013**

北京

Beijing



上海

Shanghai





# "THE GOLD RUSH" Future National Workshop Leadership Gold

"Lessons we've learned from  
A Lifetime of Leading!"

Where: Stonebriar Country Club  
Room Block: Westin Stonebriar in  
Frisco, Texas

When: May 2-4, 2013

Event will end at 1pm on Saturday.

Plan for a flight to leave after 3pm!!

★ Thursday May 2<sup>nd</sup> -Future Executive  
Directors will be treated to dinner at SNSD  
Scarlett Simpson's home.

*How: 2 Offspring Directors or 1  
Offspring Director and 1 DIQ or 2 DIQs  
or 75 Unit Members*

Gold Rush Future National Workshop Cost: \$210

New NSD's  
Roxanne McInroe  
Sommer Fortenberry



Linda McBroom  
Sr. NSD  
Emeritus



Pat Fortenberry  
Elite Executive NSD  
Emeritus



Karlee Isenhardt  
Executive NSD



Michelle Sudeth  
Sr. NSD



Scarlett Simpson  
Sr. NSD



Dacia Wiegandt  
Sr. NSD



Kimberly Copeland  
NSD



Pam Fortenberry-  
Slate  
Sr. NSD



Vicky Fuselier  
NSD



Gena Gass  
NSD



Donna Meixsell  
NSD



Kelly McCarroll  
NSD



Rhonda Frackowski  
NSD





Spotlight on You  
Aug. 1, 2012 – July 1, 2013

# Mary Kay Independent Sales Director: If it's in the works, you're in the bag!

Congratulations, Class of 2013! Your yearlong hard work deserves to be rewarded with fabulous perks and spectacular recognition, especially during the Mary Kay 50th Anniversary. **All Independent Sales Directors who debut from Aug. 1, 2012 – July 1, 2013**, will receive several fantastic rewards:

- A gorgeous **Class of 2013 ring\*** to match their 2012-2013 Independent Sales Director suit
- A shimmery **Kate Spade handbag\***
- A **\$500 check†**
- A sleek **wallet\*** to complement the handbag when they debut with 50 or more unit members!

And there's more! Once you become an Independent Sales Director, you'll get a \$100 bonus for each additional Independent Sales Director offspring who debuts in the contest year. Pick up your awards at **Leadership Conference** if you debut **Aug. 1 – Dec. 1, 2012**, or at **Seminar** if you debut **Jan. 1 – July 1, 2013**.

## Your Independent Senior Sales Director Will Reap Rich Rewards Too!

Going above and beyond means extra-special prizes for Independent Senior Sales Directors too! An Independent Senior Sales Director who debuts an offspring Independent Sales Director during the contest year will receive these ultra-exclusive prizes:

- A stunning **Class of 2013 ring\*** to match her 2012-2013 Independent Sales Director suit
- A fabulous **Kate Spade handbag\***
- A classy **wallet\*** to complement the handbag for any offspring Sales Directors who debut with 50 or more unit members!



Once the Kate Spade handbag is earned, an Independent Senior Sales Director will also receive a \$100 bonus for each additional offspring debuted during the contest period.

## Step Up to Success. It's Your Time to Shine!

\*Limit one ring, one handbag and one wallet per achiever

To receive an award, an Independent Sales Director must maintain her Sales Director status through Sept. 1, 2013, and be in good standing with the Company at the time the award is presented.

†A qualifying Independent Sales Director and Independent Senior Sales Director must attend either Leadership or Seminar to receive the \$500 check.

# 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?



# Join the Fortenberry National Family



Pat Fortenberry  
EENSND Emeritus

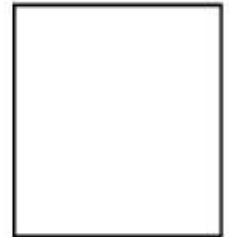
as we grow to  
**5 NSD's by Mary Kay's**  
**50th Anniversary**



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!*