

# 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

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:

<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!



## 2013 SEMINAR AWARDS

**Queen's Court of Personal Sales**



Independent Beauty Consultants will receive the beautiful 10ctw Gold and Diamond ring

**Queen's Court of Personal Sales**



Independent Sales Directors will receive the gorgeous 10ctw and Diamond ring

**Queen of Court of Personal Sales**



Independent Beauty Consultants & Independent Sales Directors will receive the dazzling Gold and Diamond ring, a Diamond Pendant 10ctw Pt & an exclusive gift for her spouse

**Queen's Court of Sharing**



Independent Beauty Consultants & Independent Sales Directors will receive the gorgeous Gold and Diamond ring

**Queen of Court of Sharing**



Independent Beauty Consultants & Independent Sales Directors will receive the dazzling Gold and Diamond ring, a Diamond Pendant 10ctw Pt & an exclusive gift for her spouse

**Spreading the Go Give Spirit**

**Go Give Award 2013**  
Independent Sales Director with highest number of units during the Seminar year (Go Give Award Go Give Award)

- Most elegant Gold & Diamond pendant for Go Give winner
- Go Give trophy
- Photograph to be displayed at the Hall of Fame at Pangloss Manufacturing Facility, China



**Circle of Achievement**



Minimum Pledged Unit Production Amount	Reward
2.00 Lakhs	Diamond Bar Pin & Pendant
3.00 Lakhs	Diamond Bar Pin & Pendant
4.75 Lakhs	Diamond Bar Pin & Pendant
7.00 Lakhs	Diamond Bar Pin & Pendant
9.00 Lakhs	Diamond Bar Pin & Pendant
11.00 Lakhs	Diamond Bar Pin & Pendant

Diamond bar pins & pendants are awarded to Independent Sales Directors who exceed all previous year's production starting at the ₹ 50 Lakhs unit volume total production level and being increased at ₹ 10 Lakhs intervals.

**Special 50<sup>th</sup> ANNIVERSARY Offer**

Total Unit Production of new shipping Unit Directors who are joining in January 2013 will also be counted

**1<sup>st</sup> and 1<sup>st</sup> Runners-up in Unit Production**



Independent Sales Directors will receive the sparkling Gold and Diamond ring

**Queen of Unit Production**



Independent Sales Director will receive the dazzling Gold and Diamond ring, a Diamond Pendant 10ctw Pt & an exclusive gift for her spouse

Happy October Birthday!  
Sentimenla Longkumer ~ 23rd  
Julia Jamir ~ 29th  
Happy Unit Anniversary!  
Talitula Unit ~ 1yr



Happy October Anniversary!  
Imtharo Imchen & Lita Padia ~ 5 yrs  
S. Asula Ao ~ 4 yrs  
Adhila Longkumer ~ 3 yrs  
Talitula & Sangita ~ 2 yrs

# What Can Make Me A Million Dollar Director

By: Pam Fortenberry-Slate

Are you doing what Top Directors do? Directors... give yourself 5 points for each thing that you consistently do...

1. Set a production and recruiting goal for each month (or at the end of the previous month for the month coming up).
2. Plan promotions so that the consultants know in a timely manner.
3. Send a monthly newsletter to your consultants, your Sr. Director and your National Sales Director.
4. Each month, include a recruiting promotion, not just a selling or wholesale promotion. The growth of your unit is most important to your success. No less than 10 a month.
5. Set a goal for the number of people you want to move up to Sr. Consultant, Star Recruiter, etc... and work with your Top 5 consultants for each month. They will change from month to month.
6. Have a hot selling, booking or recruiting tip for your consultants when you talk to them.
7. Plan an exciting and fun meeting involving your people, to groom them for Directorship.
8. Send Birthday and Anniversary cards to your unit members.
9. Personally hold 3 skin care classes a week until your unit size over 100-125.
10. Personally recruit 1-3 each month and promote your unit to do Queens Court of Recruiting.
11. Always work based on the Golden Rule, respecting Mary Kay's rules and always do right by the company, Sister Directors and consultants.
12. Consistently be a Star Consultant each quarter.
13. Know that the people you hang around with the most will affect your success. Seek out those who are in the positions you want to be in.
14. Ask for support, training and mentoring; it is a sign of success not weakness.
15. Top Directors make decisions, not excuses.
16. Top Directors have current goal posters all over the house and they tell everyone their goals knowing that talking about it is a commitment and an affirmation.
17. Top Directors speak and write into existence what they want.
18. Top Directors are "hands on" with their consultants, knowing that they will? Mentor them into a position of strength.
19. Top Directors work with a weekly plan sheet, an organizer and know the dates and rules of contests.
20. Top Directors delegate housekeeping, errands and other things that are not important to be done by them.
21. Top Directors spend 45% of time with superstars, 45% with new people and 10% with the rest of the unit.
22. Top Directors use the 6 Most Important Things list.
23. Top Directors listen to motivational CD's and read motivational books daily.
24. Top Directors send 3-5 postcards of encouragement each day.
25. Top Directors have a welcome packet, in hand, for all new consultants.
26. Top Directors do the Marketing Plan at each Success Meeting and every event.
27. Top Directors are in the 13% Club each month.
28. Top Directors have the Unit Goal Poster at the meeting and talk to their units about Top Achievements, Cadillac, Top Trip, National Area, etc.
29. Top Directors paint the picture for consultants.
30. Top Directors work 40+ hours a week, knowing they can work hard for a short time and be rewarded for the rest of their life.

# 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  
EENSND Emeritus

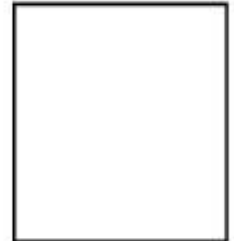
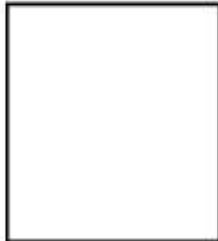
as we grow to  
**5 NSD's by Mary Kay's**  
**50th Anniversary**



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!*