

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!

Power Plans
August _ December

Interview Contest!
August—December

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



Happy October Birthday!!
Shahanaz Zainuddin ~ 9th
Sharon Lewis ~ 14th
Nafisah Omar ~ 20th
Noraniza Mohtar ~ 20th

Happy Anniversary!!
Dolores Lazarus ~ 7 yrs
Suzana Abidin ~ 4 yrs
Nafisah Omar Unit ~ 4 yrs
Rokiah Arifin Units ~ 3 yrs
Bazaiti Baharudin Unit ~ 1 yr

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:

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

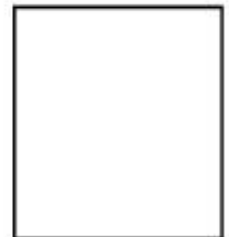
as we grow to
5 NSD's by Mary Kay's
50th Anniversary



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!*