



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate National Area

2012 October Director Promotion Packet

We are
Exploding!!

Congratulations!

Fortenberry-Slate

National Area

45 Year to Date

Ruby Seminar!

#1 Sales Directors

Across the Globe for August!

USA



**STEPHANIE
LENARD
SENIOR SALES
DIRECTOR**

PHILIPPINES



**MARITES
CENA
EXECUTIVE
SENIOR SALES
DIRECTOR**

MALAYSIA



**NAFISAH
OMAR
EXECUTIVE
SENIOR SALES
DIRECTOR**

INDIA



**TSHERING
DOMA BHUTIA
SALES
DIRECTOR**

**The Fortenberry-Slate Area is in the:
USA, Philippines, Malaysia & India**

Fortenberry-Slate National Area

2012-2013 Inner Circle Goals

Inner Circle National Area

5 New National Sales Directors

10 Executive Senior Sales Directors

30 Senior Sales Directors

50 New Sales Directors

200 Area Sales Directors

25 Pink Car Drivers

10 Circle of Excellence Achievers

20 Circle of Achievement Achievers

50 Director Court of Sales Achievers

50 Director Court of Sharing Achievers

100% of Sales Directors

as 4 QTR Star Consultants

Fortunate 500 - Area Wide Seminar Court Slots Filled!



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



Inner Circle Participants

August - December Contest

Name	Prize Goal	Months Completed	Name	Prize Goal	Months Completed
Abelen Sahul	Pin		Leaena Chan	Pin	
Agnes Ocampo	Pin		Llany Cello	Pin	
Alicia Cabatuan	Charm		Lovielyn Agustin	Pin	*
Allaine Gonzales	Pin		Maria Fernandez	Pin	
Amelia Sardea	Pin	**	Marilou Manalo	Charm	*
Arlene Garcia	Pin		Marilyn Aqui	Pin	*
Bleshilda Roxas	Charm		Marina Isles	Charm	*
Carina Polea	Pin	*	Marissa Long	Pin	*
Celeste Fajardo	Pin		Marissa Mauleon	Pin	
Clara Alcain	Pin		Marites Cena	Charm	*
Concepcion Violenta	Pin	*	Marites Cruz	Pin	
Crisina Balmes	Pin		Marjorie Ilohen	Pin	
Cristabelle Santos	Pin	*	Mark Ramos	Pin	*
Cynthia Zapata	Pin	*	Marv Silvano	Pin	*
Divina Santos	Pin		Marivic Barrios	Pin	*
Ederlina Dasargo	Pin		Michiko Balbuena	Pin	
Edna Pinlac	Pin	*	Nadine Tello	Pin	
Elena Jose	Charm		Nela Asuncion	Pin	
Elvira Gerona	Pin		Nelia Miranda	Pin	
Evelyn Sangalang	Pin	**	Nimfa Montes	Pin	
Evelyn Surusan	Pin		Nina Matias	Pin	
Fe Perla Maliwat	Charm		Noah Lagman	Pin	
Frannie Pobre	Pin		Nora Lazina	Pin	
Gayle Guerrero	Charm		Olivia Pambid	Charm	
Genalin De Guzman	Pin		Purita Rosales	Pin	
Genevieve Lozano	Pin		Rafaela Marantal	Pin	
Gloria Buenavides	Pin		Rebecca Mapue	Pin	
Helen Taggweg	Pin		Rhodora Antonio	Charm	
Illuminada Portento	Pin		Ronellia Perez	Pin	*
Imelda Rivera	Pin		Rosalina Jones	Pin	*
Isabelita Galac	Pin		Rosalinda Adel	Pin	
Ivy Labayne	Pin		Rosanna Salenga	Pin	
Jane Quillon	Pin		Rosemarie Mangaoang	Pin	
Jennifer San Diego	Pin	*	Rowena Alido	Pin	
Jessebel Tigas	Pin		Rowna Carilla	Pin	
Joanne Macatangay	Pin		Ruby Manayao	Pin	
Jocelyn Paras	Pin		Sandy Abuoag	Pin	
Josephine Silva	Pin		Sani Olatic	Pin	
Jovelyn Buco	Pin		Saundee Brillantes	Pin	
Joy Catuling	Pin		Sharon De Guzman	Charm	
Judith Marron	Pin		Shella Estrella	Pin	*
Judith Pagcu	Pin	*	Suzette Mallari	Charm	
Juliet Killongan	Pin		Teresa Gutierrez	Pin	*
Kareen Palad	Charm		Vanessa Rocas	Charm	*
Karen De Lara	Pin	*	Virgie Estepa	Charm	*
Kathlyn Molino	Pin	*	Wayne Mabatid	Pin	
			Wenddy Pigoh	Pin	
			Wilma Del Pilow	Pin	

Please send in your completed Inner Circle Forms each month.

Email to ~ pamsassistant@ec.rr.com

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!