

# Philippines Area on the go!

August, September, October,  
November & December

## Power Plans

*Malou Manalo*  
*Marissa Magtoto*  
*Marites Cena*  
*Marita Del Corro*  
*Virgie Estepa*

## Interview Contest

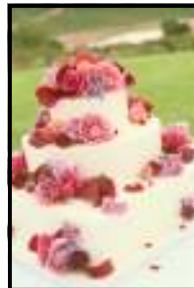
*Malou Manalo*  
*Marissa Magtoto*  
*Marites Cena*  
*Virgie Estepa*

## Happy Anniversary

*Maritess Cena ~ 6 yrs*

*Maria Fe Aliba ~ 3 yrs*

*Alicia Cabatuan ~ 2 yrs*



## Happy October Birthday

*Mintzie Santos ~ 5th*

*Rosalie Torres ~ 7th*



Date: February 19-22, 2013

Here's the inclusion of the package: (P\$5,000 ALL IN)

- Airfare Roundtrip (Manila - Bangkok - Manila)
- Philippine Airlines & Thai Airways
- 5-star Hotel Accommodation for 4 days and 3 nights in Pratunam Area

### Meals

- 3 breakfasts
- 4 lunches (2 meals onboard) (from and to Manila)
- 3 dinners (1 dinner cruise along Chao Phraya River)
- 3 snacks

### Half Day City Tour

- Temple City (houses most sacred golden Buddha made out of pure gold - near Chinatown)
- Reclining Buddha image
- Jewelry and leather factory
- City Bus transfers
- Terminal fee
- Travel insurance
- Philippine travel & foreign taxes
- Airline & fuel charges

### Itinerary

- Day 1: Arrive BKK, free time before and after dinner
- Day 2: conference proper
- Day 3: conference proper (half day)  
City Tour / Fun Night
- Day 4: Free time before departure to Manila

**1 ½ days of learning!!!**

**1 ½ days of free time!!!**

# The Fortemberry-Slate Area is going to HONG KONG! Join Us!!

## There's still time to build strong! Fly to HONG KONG

Challenge period: September 1, 2012 to October 31, 2012

Open your eyes to the  
*grandest blowout*  
this season for Mary Kay team builders!

A **3-day & 2-night**  
vacation to **HONG KONG**  
from **November 20 to 22**,  
and a bonus treat - trip to  
**HONG KONG DISNEYLAND**,  
awaits you when you reach your  
team building and selling targets!

**Round trip airfare**  
from Manila to  
Hong Kong to Manila

**3-day and 2-night** hotel  
accommodation in  
**Hong Kong**

**BONUS TREAT!**  
Trip to Hong Kong  
Disneyland!

### REMINDERS: READ ME!

- **PASSPORT (validity: June 2013 onwards)**  
Qualified Beauty Consultants (BCs) and Sales Directors (SDs) must process their own documents and passport.
- **CONFIRMATION FORM, TRAVEL WAIVER AND PASSPORT SUBMISSION.**
  - Qualified BCs/SDs must submit the confirmation form, travel waiver and passport on or before November 5, 2012.
  - Submit these documents to Mr. Jayson Meneses of Mary Kay Philippines OR to your nearest Beauty Center OR email to SalesPH@mkcorp.com.
  - Qualified BCs/SDs who will not be able to join the trip are not entitled to bank nor convert the trip to cash.
- **WITHHOLDING TAX.**  
10% withholding tax on this incentive trip under NRC Sec 2.57.2 (D), may be either paid in cash or deducted from your commission before the scheduled trip.
- **ONLINE CHALLENGE REPORT MONITORING**  
To know if you are on-track, you may review your monitoring report for this challenge online. To check your personal sales and team building numbers, go to [www.marykay.com.ph](http://www.marykay.com.ph)
- **TRIP ITINERARY (November 20-22, 2012)**
  - DAY 0 (Nov. 19):** Briefing, Distribution of tickets, and Education with NSDs, 1 pm at Makati Beauty Center
  - DAY 1 (Nov. 20):** Departure - Hong Kong
  - DAY 2 (Nov. 21):** City Tour FUN! FUN! FUN!
  - DAY 3 (Nov. 22):** Departure - Manila

Ultimate bonding  
with fellow Mary  
Kay sisters

**Shopping time and  
Tour Around the City**



# YOU CAN DO IT!!

*Open to all Beauty Consultants and Sales Directors*



## FOR BEAUTY CONSULTANTS:

- Have at least 6 new team members with P24,000 cumulative retail sales each, inclusive of at least 1 TimeWise Plus+™ product (Intensive Serum or Correcting Eye Cream) per team member
- Have personal sales of P50,000 cumulative retail sales, inclusive of at least 1 TimeWise Plus+™ product (Intensive Serum or Correcting Eye Cream)



## FOR SALES DIRECTORS / NATIONAL SALES DIRECTORS:

- Have at least 2 qualified Beauty Consultants for the Challenge
- Have at least 6 new team members with P24,000 cumulative retail sales each, inclusive of at least 1 TimeWise Plus+™ product (Intensive Serum or Correcting Eye Cream) per team member
- Have personal sales of P50,000 cumulative retail sales, inclusive of at least 1 TimeWise Plus+™ product (Intensive Serum or Correcting Eye Cream)

**POWER  
10  
(3+3+3+1)**

*The way to build strong this month*

Great news! There's still time for you to build a strong team and meet the Hong Kong Trip Challenge this month. And one way to achieve this challenge is to **DO THE POWER 10 (3+3+3+1)** with TIMEWISE® PRODUCTS.

Remember to have - **at least every week: 3 skin care classes, 3 team building interviews, 3 customer service activities and 1 new happy customer with at least P3,000 purchase.**

Here's an example on how to qualify for this challenge with the help of the TimeWise® range. Of course, you may always ask your Sales Director how she can help you achieve this trip.

Always remember that skin care class is the heart and the right way to a successful Mary Kay business.

*Example on how to do the challenge*

### HOW TO GET AT LEAST 6 NEW TEAM MEMBERS

**TO DO:** 4 weeks = Conduct 3 skin care classes every week with at least 1-2 new team members per week

- RESULTS:**
- 6-8 NEW TEAM MEMBERS this month
  - On-target achiever to the Local Red Jacket Rally Q1 2013
  - Team building commissions

### HOW TO LET YOUR 6 NEW TEAM MEMBERS HAVE P24,000 PERSONAL SALES EACH

**TO DO:** Each new team member must sell at least 3 TimeWise® Miracle Set® and 3 TimeWise Plus+™ Intensive Serum in their skin care class within the month

- RESULTS:**
- More than P24,000 personal sales each this month
  - MOB Level 1 & 2 items
  - NCB 1 achiever (if there's at least P13,000 worth of single purchase)

### HOW TO HAVE P50,000 PERSONAL SALES

**TO DO:** 4 weeks = Every week sell at least 1 TimeWise® Miracle Set®, 1 TimeWise Plus+™ Intensive Serum and 2 TimeWise Plus+™ Correcting Eye Cream in your skin care classes

- RESULTS:**
- More than P50,000 personal sales this month.
  - On-target Quarter 4 LOS Emerald Achiever



**SKIN CARE CLASS**  
Conduct at least 3 skin care classes per week selling TimeWise® products within 4 weeks from October 1 to 31.

**CURRENT CUSTOMER**  
Write down 3-6 customer names with advanced signs of ageing or would benefit from TimeWise® products.

**NEW CUSTOMER**  
Think of 3 ways to get 3-6 new customers whom you can share about the TimeWise® products.



# 2 Amazing Opportunities!!

new quarter!



## Be part of Red Jacket Rally 2013

CHALLENGE PERIOD:  
OCTOBER - DECEMBER 2012

If you are an Independent Beauty Consultant, Senior Consultant or Red Jacket who has never attended a Red Jacket Rally, then you can join!

- With at least 4 new active personal recruits with P13,000 sales each within the challenge period, you will be able to **JOIN THE RED JACKET RALLY in January 2013!**

### Plus, if you are at the Red Jacket Rally and have

- At least 6 new active personal recruits with P13,000 sales each and you will receive an **EXCLUSIVE RED JACKET SCARF** and a **PREMIUM BAG** upon graduation.
- At least 8 new active personal recruits with P13,000 sales each and you will receive an **EXCLUSIVE RED JACKET SCARF, PREMIUM BAG** and your very own **MARY KAY RED JACKET** upon graduation.



For more information about the Local Red Jacket Rally, please contact the Sales Development and Education Team at 02-859-6222. The Company reserves the right to validate authenticity of recruits and reserves the right to change, amend or revise these rules as deemed necessary for the best interest of the Company. Should there be any discrepancy, the Company reserves the right to disqualify the achiever. All gifts will be awarded at the RJ Rally. Failure to attend will mean forfeiture of gifts.



Join the **Catch the Dream Dallas 2013 Conference!**  
and be one of the Conference Challenge Achievers and receive:

- Airfare to and from Dallas, Texas, USA
- Five (5) days and four (4) nights hotel accommodation in Dallas, Texas, USA
- Exclusive leadership education by top Mary Kay international mentors
- Sisterhood bonding with fellow Mary Kay Asia-Pacific Sales Directors
- Tour of Mary Kay's International Corporate Headquarters, Mary Kay Museum and Manufacturing Plant in Dallas, Texas, USA



Open to all new and tenured Sales Directors and National Sales Directors:

#### A. NEW SALES DIRECTORS (must be a Sales Director for less than one year by July 1, 2012)

- At least P5 million unit sales
- 50 unit size (non-terminated status by February 1, 2013)
- 20 personal recruits with P40,000 personal cumulative sales each within the contest period and not on terminated status by the end of the contest period
- Personal sales of at least P210,000 during the 7-month contest period.

#### B. TENURED SALES DIRECTORS (at least one year as a Sales Director by July 1, 2012)

- At least P6 million unit sales
- 50 unit size (non-terminated status by February 1, 2013)
- 20 personal recruits with P40,000 personal cumulative sales each within the contest period and not in terminated status at the end of the contest period
- Personal sales of at least P210,000 during the 7-month contest period.
- One new offspring (SD for less than one year by July 1, 2012) achieving the requirements for the "Catch the Dream Conference" Challenge.

#### C. NATIONAL SALES DIRECTORS

- At least 25% sales growth of the commissionable area for the period July 2012 - January 2013 versus July 2011 - January 2012
- At least 5 first line off-springs achieving the requirements for the "Catch the Dream Conference" Challenge.

REMINDEES: All incentive trips are subject to creditable withholding tax of 10% under Section 2.57.2 (D) of the National Internal Revenue Code.

For more information about the Catch the Dream Dallas 2013 Conference, please contact the Sales Development and Education Team at 02-859-6222.



# Inner Circle Participants

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



Suzette Mallari*	Elena Jose*	Virginita Uy
Bleshilda T. Roxas	Marites Antonio*	Dianna Rose
Janice Calderon	Arcadia Silva	Joanna Rose Gonzales*
Vanessa Rocas	Marita Del Corro*****	Ma. Teresa Basas
Rufina Osorio	Kristen Eden	Edelyn Botecario
Marjorie Manalo	Rubia Ferino***	Luz Melo
Marites Cena*	Eliza Meron	Anna Gayle Guerrero
Precila O'Donell	Ailyn R. Acopicop**	Myrna Chua*
Cristita Schranz*	Jennifer Guzman***	Amelia Sardea*
Vivian Tayag	Charlene Segura**	Charito Dargantes
Lorelie Diaz	Elsa Galvez	Virginia Ramones
Nimfa Montes	Adora Argueza	Dori Antonio *
Rosemary Castro	Lorna Rimando	Joubeth Ema
Shyrene April Mangahas	Krisnanette Bondoc	Ma. Kristina Martinez
Jassleen Torres*	Anabelle Asquero	Frances Sta. Maria
Michelle Coronel	Mary Joy Serrano	Yvette Salcedo *
Ethel Crisostomo	Ma. Nina Matias**	Maribeth Pedron
Rosalie Torres***	Marissa Magtoto**** Charm	Jennifer Tan
Kareen Palad	Marina Isles V***** Pin	Purificacion Rioja
Rosalinda Velasquez	Miaflor Tongol	Ma. Evelyn Durusan**
Jocelyn Forteza	Emily Genova*	Ma. Divina Gumabol*
Joy Tamayo	Freda Linsangan***** Pin	Fe Maliwat
Virginia Estepa***	Maria Fe Aliba	Olivia Pambid
Marilou Manalo***** Charm	Marychiles Mendoza***	Jogie Chu***
Kristine Kay Perez*	Marinet Reyes	Rowena Ferrer
Cristina Sanchez	Didith Buella	



# 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?

# 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** - P800,000 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.

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



**Sapphire P90,000**  
**Ruby P110,000**  
**Diamond P130,000**  
**Emerald P150,000**





# Join the Fortenberry National Family



Pat Fortenberry  
EENSND Emeritus

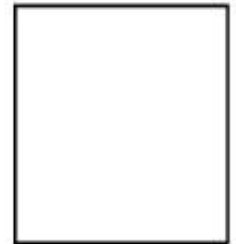
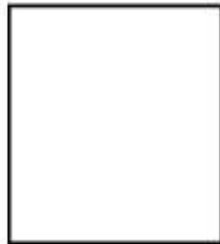
as we grow to  
**5 NSD's by Mary Kay's  
50th Anniversary**



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!*

**DIRECTORS  
ONLY!**

# First Annual FORTENBERRY-SLATE PHILIPPINE AREA DIRECTORS EXPLOSIVE WEEKEND!



**Date: April 5 & 6, 2013**  
**Place: Taal Vista Hotel**  
**Tagaytay City**  
**Price per SD : 5,000**

Inclusive of  
overnight stay accommodation  
2 breakfast  
1 lunch  
1 dinner  
Free use of swimming pool and fitness gym  
Use of function room  
Training and recognition day with your nationals

**JOIN YOUR NSD FOR an EXCLUSIVE EMPOWERING DAY!**

KICK OFF FRIDAY- 6pm Dinner  
(Check in time 2pm) Enjoy your day!

**SATURDAY EXPLOSION**

9:30am-12:00nn- TRAINING

12:00nn-1:00pm- LUNCH

1:30 pm-4:00pm RECOGNITION and  
CLOSING CEREMONY