



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

5 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
DI-

**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!



The Year of the Star!

QTR 1~
Star Sales Directors

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Quarter II Ending December 15, 2012

Emerald → **80 Star Consultants**
Win Free Registration to: Leadership Conference, Career Conference, Seminar and \$500 air travel to each event.

60 Star Consultants
Win Free Registration to: Leadership Conference, Career Conference, Seminar ← **Diamond**

★ **Ruby** → **40 Star Consultants**
Win Free Registration to: Leadership Conference, Career Conference

20 Star Consultants
Win: Trophy ← **Sapphire**

Be a Star Sales Director This Quarter

★	Sapphire:5 Stars	\$300 Bonus	★
★	Ruby:10 Stars	\$400 Bonus	★
★	Diamond:15 Stars	\$500 Bonus	★
★	Emerald:20 Stars	\$600 Bonus	★

Area Consultant Seminar 2013 Totals July 1st, 2012-August 31st, 2012

**The Top 5 in each category are recognized at our Area Night during Seminar!
Congratulations!!!**

Consultant Court of Personal Retail Sales

Company Court \$36,000
Area Court: \$22,000 Retail or Top 5
(\$11,000 converted wholesale)

Name	YTD Retail
1. Elizabeth Ball L Zimmerman Unit	\$4,155.50
2. Melissa Davis L Warrington Unit	\$3,009.00
3. Julie Metz S Lenard Unit	\$2,993.00
4. Eva Anderson P Matthews Unit	\$2,708.50
5. Yvonne Ziegler L Warrington Unit	\$2,675.50
6. Lauri Wootton P Fortenberry-Slate Unit	\$2,657.50
7. Shawn Lamb S Lenard Unit	\$2,548.50
8. Nya Dutkowsky P Matthews Unit	\$2,403.00
9. Valerie Rodriguez S Sellers Unit	\$2,372.00
10 Amanda Burkitt S Lenard Unit	\$2,246.00

Director & Consultant Court of Sharing

Company Court: 24 Qualified Recruits
Area Court: 12 qualified (\$600) Recruits or Top 5

Name	Parent Unit Name	Seminar Commission	QTM
1. Shawn Lamb	Stephanie Lenard Unit	\$76.31	1
2. Amanda Trembley	Lisa Zimmerman Unit	\$72.21	1
3. Montanna Elliott	P Fortenberry-Slate Unit	\$56.49	1
4. Mallory Ferris	Stephanie Lenard Unit	\$42.22	1
5. Kathryn Scowcroft	Michele Ramirez Unit	\$24.22	1



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,
 DIQ's and Director Intenders:**
 (please note (D), (DIQ), or (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: Aug —March
 To be recognized at Career Conference!!**

Second Line:
 (note same as above)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.

2012 Contest August - March

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 Malaysia!



Fortenberry-Slate Area Director's Monthly Challenge!

**Earn a beautiful gift
from NSD Pam Fortenberry-Slate!!
When your unit completes \$5,000
or has 3 New Recruits
by Oct. 15th!**



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!!

**Congratulations
Achievers!!**



Lisa Warrington***

Yvonne Ziegler ***

Melissa Davis ***

Melanie Stock

Cathy Breslin

Michele Ramirez *

Courtnei McWilliams *



October 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: Oct., Nov., Dec. 2012, Jan., & Feb. 2013 (complete 4 out of 5 months)

Cost: \$10.00 or Free when you've **completed** Inner Circle Jul., Aug. & Sept. 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 Career Conference!

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:

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