



# *Pams Positive Stars Unit Newsletter* ★

Pam Fortenberry-Slate  
Senior National Sales Director

August Results

September 2012

# SEPTEMBER



# NEWSLETTER

**Unit  
Goals**

**This Month**  
\$12,000 Wholesale

**Seminar 2013**  
\$600,000 Retail

10 New Consultants Each Month!

# Welcome New Consultants!!!

*Congratulations  
on your decision to become an  
Independent Business Woman!!*

## Welcome New Consultants!!



<b>New Consultant: From</b>	<b>Introduced by:</b>
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Lynda Bruner	Bel Air, MD	Montanna Elliott
April Knight	Charleston, SC	Montanna Elliott
James LeMaire	Aberdeen, MD	Montanna Elliott
Flor Murillo	Madison, NJ	Montanna Elliott
Amanda Schaeffer	Rising Sun, MD	Montanna Elliott

<b>Happy Anniversary in September</b>	<b>Years</b>
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Montanna M. Elliott	7
Michelle E. Dawkins	7
Christina R. Reeder	7
Hayley C. Hamilton	6
Thelma V. Rabena	1
Susan R. Guler	1
Nenita Villanera	1
Ma.Luisa Mamaid	1
M. Summers-Hill	1
Lilia Palanca	1
Georgina R. Tayson	1
Cecilia Villamin	1

<b>Happy Birthday In October</b>	<b>Day</b>
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Siobhan C. Alvarez	2
Maria Pineda	4
Catharine M. Drewry	14
Jackie L. Boyer	16
Casie J. Garver	16
Eleanor S. Sanchez	19
Angela L. Ugrotto	26
Sherry A. Kalasnik	27

# Recruiters and Their Teams

DIQ

**Recruiter: Montanna M. Elliott**

Samantha R. Pennell  
 Angela M. Rhodes  
 Mar y Sol Weston  
 Tara Orsini  
 April Knight  
 James LeMaire  
 Flor Murillo  
 Amanda Schaeffer  
 Lynda M. Bruner  
 Martina J. Cox

# Lori A. Griest  
 # Krista Lichtenberg  
 # Amanda C. Vaughan

Star Team Builders

**Recruiter: Maribel G. Dizon**

Maria Pineda  
 Alicia B. Silverio  
 David M. Ortiz  
 \* Cecilia Villamin  
 \* Evelina Concepcion  
 \* Irene Uminga  
 # Maria Mel A. Acebedo  
 # Rosemary T. Dorado  
 # Virginia Kides  
 # Delia Realizan  
 # Teresa V. Sarza

**Recruiter: Kysha D. Hall**

Marjie Gaspar  
 Nicole Ryman  
 Megan K. Conlin

Senior Consultant

**Recruiter: Sarah J. Main**

Kelly S. Dietrich  
 Tracy L. Linderman  
 \* Brett N. Hastings  
 # Casie J. Garver  
 # Lauren E. Wissler  
 # Kathryn F Mammarella  
 # Jessica L. Craig  
 # Susan R. Guler

**Recruiter: Mary Lou Miller**

Linda N. Polinski  
 Kimberly S. Small  
 \* Teresa Flowe  
 \* Theresa M. Emery  
 \* Rita Deeny  
 \* Sheri G. Blankenship

**Recruiter: Dawn W. Hicks**

Robin M. Camp

**Recruiter: Michelle Dawkins**

Marilyn C. Lynch

**Recruiter: Sheri Blankenship**

Mary S. Raby  
 # Teresa M. Davis  
 # M. Summers-Hill

Senior Consultant

**Recruiter: Betty R. Miller**

Diane M. Williams  
 # Willie J. Guest

**Recruiter: Brandy L. Kreider**

Sarah J. Main

**Recruiter: Leslie McCormick**

Elaine Brayboy

**Recruiter: Hayley Hamilton**

Malissa Mocsari

**Recruiter: Linda Thomas**

Bobbi Acee

# Brittney Anthony

**Recruiter: Lauri Wootton**

Michelle Stagg

Cherie Hyde

**Recruiter: Susan L. Petterson-Chunn**

Jillian L. Dorwart

Michelle P. Miller

**Recruiter: Tammy Pratt de Ortiz**

Chasidy Garvey

Rhonda Morales

\* Pam Huss

\* Martha Morales

**Recruiter: Maria Pineda**

Shirley Gomez

Beverly C. Mangahas

**Recruiter: Deborah Hudson**

Jennifer M. Lammey

\* Michelle Cantrell

\* Tracie A. Engelman

# Christine Jerscheid

# Christine Martin

**Recruiter: Lori Burrell**

Karen A. Bomgardner

Kasey DeLancy

# Ashley Peedin

# Misty Baylis

# Elyssa Chasteen

# Ann C. Milton

# Eneyda Petatan

**It only takes 3 ~  
 Who will they be?**



**Join the Red Club! Be a Star Team Builder!**

# Financial Independence August Results

## Wholesale Court

Name	Amount
Lauri Wootton	\$810.75
Amanda L. Schaeffer	\$627.75
Samantha R. Pennell	\$487.50
Leslie L. McCormick	\$442.50
Sarah J. Main	\$422.00
Rhonda Morales	\$406.00
Flor Murillo	\$400.00
S. Petterson-Chunn	\$362.25
Pam Sample	\$340.50
Montanna M. Elliott	\$338.75
Dawn W. Hicks	\$310.25
Martina J. Cox	\$299.50
Lynda Bruner	\$286.00
Theresa A. Brockway	\$262.50
Kimberly S. Small	\$257.00
Betty R. Miller	\$240.50
Robin M. Camp	\$235.25
Elizabeth J Giustina	\$233.50
Michelle P. Miller	\$227.00
James E. LeMaire	\$211.00
Marilyn C. Lynch	\$205.75
Mary S. Raby	\$204.25
Kasey DeLancy	\$203.25
Mary Lou Miller	\$202.75
Angela M. Rhodes	\$202.50
April A. Knight	\$201.75
T. Pratt de Ortiz	\$201.50
Mar y Sol Weston	\$201.25
Hayley C. Hamilton	\$201.00
Barbara A. Acee	\$201.00
Claudia Nimmo	\$201.00
Beverly C. Mangahas	\$201.00
Alicia B. Silverio	\$200.75
Maria Pineda	\$157.50
Michelle E. Dawkins	\$21.00
Kysha D. Hall	\$18.00



## Lauri Wootton



**August  
Queen of  
Wholesale  
\$810.75**



## Recruiting Court

Montanna Elliott 5

**Gold Medal Achiever!**

## Love Checks

### 9% Recruiter Commission Level

Montanna M. Elliott \$262.55

### 4% Recruiter Commission Level

Mary Lou Miller	Dawn Hicks
Tammy Pratt de Ortiz	S. Petterson-Chunn
Maria Pineda	Michelle Dawkins
Maribel G. Dizon	

# *Year to Date Success*

## July 1st, 2012- August 30th, 2012

### Personal Retail Sales

<b>1. Lauri Wootton</b>	<b>\$2,597.50</b>
2. Montanna M. Elliott	\$1,347.50
3. Maribel G. Dizon	\$1,322.00
4. Amanda L. Schaeffer	\$1,255.50
5. Sarah J. Main	\$864.00
6. Samantha R. Pennell	\$995.00
7. Betty R. Miller	\$905.00
8. Maria Pineda	\$897.00
9. Leslie L. McCormick	\$885.00
10 Rhonda Morales	\$832.00

### Personal Court of Sharing

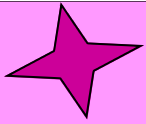
<b>1. Montanna Elliott</b>	<b>1</b>	<b>\$56.49</b>
2.		
3.		
4.		
5.		
6.		
7.		



# Driving the Dream!



## CRUZE 1LT



**Reaching for the STARS!**  
**Quarter 1 June 16th - September 15th, 2012**



**Star Consultants earn profit, product and wonderful prizes!**

		-- Wholesale Production Needed --				
Consultant Name		Sapphire	Ruby	Diamond	Emerald	Pearl
LAURI WOOTTON		STAR				
MONTANNA ELLIOTT		STAR				

**Stars earn great prizes!!**

Unit Goal ~  
 10 Star  
 Consultants



**Pick  
 Your  
 Prize!**

# 2012 Consistency Club~ Italian inspired Baci add-a-bead bracelet!



Complete two months w/s challenge &  
earn your bracelet and first bead!



**Join the Club.**

**When you order 200 w/s two months in a row**

**First earn the bracelet & 1 bead.**

**Then for every 2 months of consistency earn another bead!**

# 2011-2012 Consistency Club~ Italian inspired Baci add-a-bead bracelet!

**baci**  
BEADS



## **Congratulations to our July - August Consistency Achievers**

**LAURI WOOTTON—25**

**MONTANNA ELLIOTT—3**

**BETTY MILLER—2**

**\* = NEW BRACELET ACHIEVER**

**# = TOTAL CHARMS ACHIEVED TO DATE**







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—Feb (complete 4 out of 5 months)

Cost: \$10.00 or Free when you've **completed** previous Inner Circle.

**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)

Newsletter Recognition

Inner Circle Pin or Charm (when you already have a pin), presented to you at Career Conference by your Sales Director!

**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: (pfortenberry@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

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

### Week Two

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

### Week Three

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

### Week Four

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

## Interviews

### Week One

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

### Week Two

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

### Week Three

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

### Week Four

Name & Telephone #

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_

## Retail Sales:

Week One: \_\_\_\_\_

Week Two: \_\_\_\_\_

Week Three: \_\_\_\_\_

Week Four: \_\_\_\_\_

## Totals For Month:

Retail Sales \_\_\_\_\_ (minimum \$800)

Selling Appts. \_\_\_\_\_ (minimum 8)

Interviews \_\_\_\_\_ (minimum 8)

Wholesale Order \_\_\_\_\_ (minimum \$400)

New Recruits \_\_\_\_\_

Appt. on Books \_\_\_\_\_

