



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate

National Area

2013 August Director Promotion Packet

This area is on

FIRE!



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NEW WEBSITE!! www.pamslate@qtooffice.com

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!

Fortenberry-Slate Area Seminar Recognition!!

Area Awards: DIQ's

Executive Senior Sales Directors
New Sales Directors
Moving UP Debuts
Stretch Challenge Achievers
Car Achievers
Most Inner Circle Registrations
Star Consultants
4 Quarter Star Consultants
Star Sales Directors
Inner Circle Achievers
Interview Challenge Achievers
Power Plan Achievers
Rookie of the Year
Most Improved Sales Director
Trip Achievers
Ms. Go-Give
Top 10 IBC Personal Sales
Top 5 SD Personal Sales
Top 5 IBC & SD Personal
Recruiting
Top 5 Unit Recruiting
Top 5 Unit Retail Sales

Directors Meeting:

Sales Directors with the Most:
DIQ's
Star Consultants
Offspring SD
Inner Circle Registrations

Monthly Recognition:
Top 3 Personal Sales
Top 3 Personal Recruiting
Top 3 Unit Recruiting
Top 3 Unit Retail Sales

**Turn In ALL
Inner Circle Results
By Aug. 2nd!!
To be included in the awarding!!**



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




**Fortenberry-Slate Area
GIRLS ON FIRE
MOVING UP CHALLENGE!**

This is your time to shine and share the spotlight with our achievers at our Area Awards Night!

**Simply move up to:
Red Jacket, Team Leader or DIQ
status this July and get the chance to debut on stage at
our Area Awards Night!**

So hurry! Move up the career path and be one of the GIRLS that will FIRE UP the Annual Fortenberry-Slate Area Awards Stage this August!!



The Fortenberry Slate Area is Stretching to finish a Strong Seminar Year!!

May, June & July 2013

Production Levels:

Up to 50 Unit Members— 300,000

51 Unit Members and UP— 500,000

When your Unit reaches production OR you have
5 Personal New Active Recruits
Each Month

May & June Achievers!!!

Freda Linsangan, Marites Cena, Gayle Guerrero, Virgie Estepa,
Melany Banto, Marissa Magtoto, Vanessa Roces &
Elena Jose



**Bracelets will be awarded at Seminar by NSD Pam Fortenberry-Slate
Styles may vary based on availability.**

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: February—August
 To be recognized by your National!!**

Second Line: (note same as above)

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

2013 Contest February - August

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. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____

16. _____
17. _____
18. _____
19. _____
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30. _____

31. _____
32. _____
33. _____
34. _____
35. _____
36. _____
37. _____
38. _____
39. _____
40. _____

41. _____
42. _____
43. _____
44. _____
45. _____
46. _____
47. _____
48. _____
49. _____
50. _____

Win a Fabulous Prize from your NSD!



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

March - August Contest

Name	Prize Goal	Months Completed	Name	Prize Goal	Months Completed
Agnes Ocampo	JS/Pin		Rhodora Lopez	MC/Pin	**
Amabelle Magalong-Bacuaño	MC/Pin	*	Ria Reyes	VR/Pin	****
Ann Raynette Liwanag	MC/Pin		Ricci Ortigas Neefe	Mmag/Pin	
Anna Ria Beltran	FL/Pin		Rochelle Celis	MC/Pin	
Antesa Poncesa	MC/Pin		Ronellia Perez	CP/Pin	**
Berna de Guzman	MC/Pin		Ruby Bautista	GG/Pin	
Camila San Felipe	ML/Pin		Sharla Regala	MC/Pin	
Carina Polea	SD/Pin	*	Sharon De Guzman	SD/Charm	
Cynthia Cello	LC/Pin		Vanessa Rocas	SD/Charm	*
Emma Ralou	GG/Pin		Vera Marie David	VR/Pin	*
Evelyn Sangalang	GG/Charm		Virginia "Jean" Ramones	GG/Pin	
Flordeliza Gomez	MC/Pin		Virgie Estepa	SD/Charm	****
Florence Mariano	GG/Pin		Roseann Reyes		*
Frannie Pobre	FL/Pin	***	Marita Del Corro	SD/Charm	**
Freda Linsangan	SD/Charm	****	Amelia Sardea		**
Gayle Guerrero	SD/Charm	*	Geneviere Lazano		***
Jennifer Pineda	SDG/Pin		Anita Magaway		***
Josephine Silva	SD/Pin	***	Karolyn Belington		**
Josie Furing Riordan	MC/Pin		Francisca Coronel		**
Joy Laguipo	GG/Pin	**			
Juliebelle Liwanag	JS/Pin				
Kathleen Gemoto	GG/Pin				
Llany Cello	GG/Pin				
Lovely Llamas	GG/Pin				
Ma Nina Matias	KB/Pin				
Maria Corazon Zapanta	MC/Pin				
Maribel Dayrit	MC/Pin				
Marilou Jao	VR/Pin	****			
Marina Bautista	GG/Pin	*			
Marina Isles	Mmag/Charm				
Marissa Long	SD/Pin	**			
Marissa Magtoto	Mmag/Pin	***			
Marites Cena	SD/Charm	***			
Marivic Barrios	MC/Pin				
Marla Mandi	ML/Pin				
Marv Silvano	ML/Pin	**			
Myrna Chua	GG/Charm				
Neralyn Talaman	ML/Pin	*			
Olivia Pambid	SD/Charm	*			
Pamelle Sanchez	VR/Pin				
Pauline Trompeta	LC/Pin				
Prim Rose S Autor	MC/Pin	*			
Raquel dela Certa	GG/Pin				
Rhodora Antonio "Dori"	GG/Charm	*			

Please send in your completed Inner Circle Forms each month.

Email to ~ pamsassistant@ec.rr.com

These forms must be received to be awarded the prize.

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—January compete 4 of 6 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 _____

Join the Fortenberry National Family

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



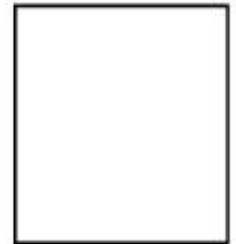
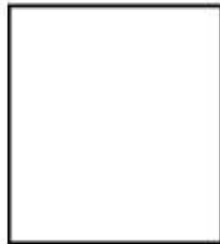
Pat Fortenberry
EENSND Emeritus



Pam Fortenberry-Slate
SNSD



Rhonda Fraczkowski
NSD



**Everything that Glitters
is GOLD!!**

**I am a
National Sales Director by:**

Month: _____

Year: _____

