



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate National Area

August 2013

Beginning of the Month Packet



SNSD Pamela Fortenberry-Slate

Office (910) 798-6094 * Text/Mobile # (910) 262-8723

Email: pfortenberry@ec.rr.com or pamsassistant@ec.rr.com

BB Messenger: pin code 21074C73 * Yahoo Messenger [pamnsd04](https://messenger.yahoo.com/pamnsd04)

Skype: [pam_fortenberry_slate](https://www.skype.com/pam_fortenberry_slate)

NEW WEBSITE!! www.pamslate@qtooffice.com

Fortenberry-Slate National Area 2013-2014 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 & Fortenberry F.A.I.T.# Area

THIS GIRL IS ON FIRE

MYRTLE
BEACH FALL
RETREAT

November 8-10, 2013

Royale Palms – North Myrtle Beach



Hosted by NSD's:



Somer Fortenberry & Pamela Fortenberry-Slate

\$195 Early Bird Registration for
Fortenberry Slate & FAITH
Area - July 1-August 31

\$215 Open Registration-
September 1-October 15

\$240 Late Registration-
October 16 or after

NO Refunds or Transfers after October 15
**REGISTER AT SEMINAR THRU
YOUR NATIONAL!**

Special Guest
Speaker!

FREE REGISTRATION DRAWING AT SEMINAR!

**Directors bring checks for your unit members not
attending Seminar to be entered to win a FREE
Registration! Husband's count!!**



Pat Fortenberry-EENSDE

Join us for powerful
training and fun
girlfriend time at
the Beach! This is
one of our most
special events of the
year! You won't want
to miss it!!

YOU'LL LEAVE ON FIRE!!



Registration for Myrtle Beach Fall Retreat 2013

Name: _____

Email: _____

Phone: Home () _____ Cell () _____

Address: (Street) _____

(State) _____ (Postal Code) _____

Spouse : (if Attending) _____

Please check current Mary Kay Status:

___ Consultant ___ Sr. Consultant ___ Star Team Builder (Red Jacket) ___ Team Leader

___ Future Director ___ DIQ ___ Director ___ Sr. Director ___ Future Exec. Sr. Director

___ Executive Sr. Director ___ Elite Exec. Sr. Director

Consultants: Please put your Director's Name Attending MBFR: _____

If she is not attending please list your Director's Name, Phone and Email Id below:

Name: _____ Phone: _____ Email: _____

Registration 7/1—8/31	\$195	Qty: _____	Total: _____
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Registration 9/1– 10/15	\$215	_____	_____
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Registration after Oct. 16	\$240	_____	_____
----------------------------	-------	-------	-------

(space permitting)		_____	_____
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Credit Card Processing Fee	\$ 8	_____	_____
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Grand Total		_____	_____
-------------	--	-------	-------

Make checks payable to Pam Fortenberry-Slate

___ Cash ___ Check ___ Credit Card ___ Propay: pfortenberry@ec.rr.com

Credit Card # _____ Expiry ___/___ Zip Code: _____

All Registrations are Non-Refundable after October 1st, 2013

Tickets may be transferred with NSD approval prior to October 15th.

NO REFUNDS or TRANSFERS after Oct. 15th.

Mail to:

Pam Fortenberry-Slate

7503 Jonquil Ct

Wilmington, NC 28409

Office # 910-798-6094

Fax # 866-334-5342

Email: pamsassistant@ec.rr.com

**All hotel reservations must be made with
 Tammy Pratt de Ortiz
 at Pamela Fortenberry-Slate's Office:
 pamsassistant@ec.rr.com**

Reservation Deadline: **October 1st, 2013.**

When making your reservation please complete the following information form:

Please do not overbook.

One Bedroom Ocean-view Guest Room Sleeps a Maximum of 4	\$109/night Plus Tax
Two Bedroom Ocean-view Condo Sleeps a Maximum of 6	\$219/night Plus Tax
Three Bedroom Ocean-view Condo Sleeps a Maximum of 8	\$254/night Plus Tax

*Cancellations of condo reservations will be accepted through October 15th, 2013.

After October 15th, 2013 your credit card **WILL be charged.

Name: _____

Email: _____

Phone: Cell () _____

Address: (Street) _____

(State) _____ (Postal Code) _____

Credit Card #: _____ Expiration date: _____

Room Selection:

One Bedroom _____

1. _____
2. _____
3. _____
4. _____

Two Bedroom _____

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

Three Bedroom _____

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



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate Area

Directors Pacesetter Class
For the Month Of August, 2013

THE EXCITEMENT OF THE NEW SEMINAR YEAR IS STARTING TO BUILD--- THIS TRULY CAN BE "YOUR" YEAR TO HAVE UNIT GROWTH!!! THIS CLASS WILL ASSURE YOU OF GETTING YOUR UNIT EXPLODING FOR THE NEW YEAR!!!

WINNERS: 1ST PLACE

1. Head Table seating at Myrtle Beach Fall Retreat
2. 2 Days of my time in your Area!
3. Special Recognition & Picture In Newsletter

2ND & 3RD. PLACE

1. Special gift at Myrtle Beach Fall Retreat
2. Special recognition in Newsletter.
3. Picture In Newsletter



Stephanie Lenard
February Winner!

GUIDELINES TO GRADUATE:

1. **Sign up at Now, at Seminar or Email me by August 5th, 2013!!!**
2. **August newsletter Emailed, Faxed or mailed to me by August 31, 2013.**
3. **To participate. You must hold a pacesetters class or Red Jacket Class for your own unit during August. (NO EXCEPTIONS!)**
4. **E-Mail, or Fax me the names and complete addresses of the consultants who graduated from your class and I will write them a personal note!!!**
5. **E-Mail, or Fax me a copy of your personal goals and your unit goals with a plan of action!!! By August 5th, 2013**
6. **E-Mail, or Fax the point sheet with personal weekly reports by September 30th, 2013.**

The Guidelines to graduate are a must!!!

All 6 items must be completed to Graduate!!! We will be 100%.

You may do any of the following to accumulate your points! Those who accumulate the most points “WIN”. IT CAN BE YOU!

50,000 pts.	PERSONAL GOLD MEDAL	_____
30,000 pts.	PERSONAL SILVER MEDAL	_____
20,000 pts.	PERSONAL BRONZE MEDAL	_____
20,000 pts.	5 UNIT RECRUITS (UP TO 49 UNIT MEMBERS)	_____
20,000 pts.	10 UNIT RECRUITS (50 UNIT MEMBERS OR MORE)	_____
20,000 pts.	EACH PERSONAL QUALIFIED RECRUIT (\$600)	_____
20,000 pts.	10 PERSONAL CLASSES	_____
1,000 pts.	EACH SKINCARE CLASS HELD IN UNIT	_____
5,000 pts.	\$300 WEEK (PERSONAL SALES) (ALL 4 WEEKS—ADDITIONAL 5,000 PTS.)	_____
5,000 pts.	EACH CONSULTANT WHO HAS \$1 ,000 RETAIL MONTH	_____
20,000 pts.	YOU ARE A EMERALD STAR DIRECTOR	_____
15,000 pts.	YOU ARE A DIAMOND STAR DIRECTOR	_____
10,000 pts.	YOU ARE A RUBY STAR DIRECTOR	_____
5,000 pts.	YOU ARE A SAPPHIRE STAR DIRECTOR	_____
20,000 pts.	YOU ARE A PEARL STAR CONSULTANT THIS QUARTER	_____
15,000 pts.	YOU ARE A EMERALD STAR CONSULTANT THIS QUARTER	_____
11,000 pts.	YOU ARE A DIAMOND STAR CONSULTANT THIS QUARTER	_____
8,000 pts.	YOU ARE A RUBY STAR CONSULTANT THIS QUARTER	_____
5,000 pts.	YOU ARE A SAPPHIRE STAR CONSULTANT THIS QUARTER	_____
2,000 pts.	EACH UNIT RECRUIT (\$200 AND ABOVE)	_____
12,000 pts.	EACH PEARL STAR CONSULTANT THIS QUARTER	_____
8,000 pts.	EACH EMERALD STAR CONSULTANT THIS QUARTER	_____
5,000 pts.	EACH DIAMOND STAR CONSULTANT THIS QUARTER	_____
2,000 pts.	EACH RUBY STAR CONSULTANT THIS QUARTER	_____
1,000 pts.	EACH SAPPHIRE STAR CONSULTANT THIS QUARTER	_____
10,000 pts.	FOR EACH UNIT GOLD MEDAL IN AUGUST	_____
5,000 pts.	FOR EACH UNIT SILVER MEDAL IN AUGUST	_____
3,000 pts.	FOR EACH UNIT BRONZE MEDAL IN AUGUST	_____
5,000 pts.	\$5,000 WHOLESALE UNIT PRODUCTION.	_____
6,000 pts.	\$6,000 WHOLESALE UNIT PRODUCTION.	_____
8,000 pts.	\$8,000 WHOLESALE UNIT PRODUCTION.	_____
10,000 pts.	\$10,000 WHOLESALE UNIT PRODUCTION.	_____
15,000 pts.	\$12,000 WHOLESALE UNIT PRODUCTION.	_____
25,000 pts.	\$18,000 & ABOVE WHOLESALE UNIT PRODUCTION.	_____
20,000 pts.	HOLD 10 OR MORE RECRUITING FUNCTIONS	_____
2,000 pts.	EACH ADDITIONAL RECRUITING FUNCTION	_____
10,000 pts.	EACH NEW RED JACKET SEPTEMBER 1.	_____
10,000 pts.	EACH NEW TEAM LEADER SEPTEMBER 1.	_____
10,000 pts.	EACH NEW 0- T -CAR DRIVER SEPTEMBER 1.	_____
20,000 pts.	EACH NEW CAR DRIVER SEPTEMBER 1	_____
20,000 pts.	EACH NEW D.I.Q. SEPTEMBER 1.	_____
30,000 pts.	EACH NEW DIRECTOR SEPTEMBER 1.	_____
1,000 pts.	EACH PERSON REGISTERED FOR MYRTLE BEACH.	_____
10,000 pts.	EACH CONSULTANT WHO COMPLETES INNER CIRCLE IN AUGUST.	_____
50,000 pts.	PERSONAL GOLD MEDAL IN AUGUST.	_____

TOTAL POINTS

Please check off the following when each is completed.

GUIDELINES: (MUST DO ALL OF THESE TO GRADUATE)

- _____ 1. Sign Up Now, or email your commitment by August 5th, 2013
(pamsassistant@ec.rr.com)
- _____ 2. E-Mail, or Fax your August Newsletter.
- _____ 3. Hold a Pacesetters class or Red Jacket Class in August.
- _____ 4. E-Mail, or Fax the names and complete addresses of your participants.
- _____ 5. E-Mail, or Fax Your personal and Unit Goals by August 5th

**Earn your
Beautiful Swarovski
Crystallized Compact!!**

When your Unit Completes
\$10,000 Unit Production
4 of 6 Months
July—December 2103



*Designs May Vary



Grow your unit and earn great rewards plus extra recognition at Leadership 2014.

Independent Sales Directors will be rewarded at **Leadership 2014** for increasing the size of their units by **thirteen percent** each month during the challenge period.* A minimum of 24 unit members will be required to achieve the *Watch Me Grow* goal.



Rewards and Recognition

Each Independent Sales Director who completes her *Watch Me Grow* goal at least **five** of the **six** months from **July 1 to Dec. 31, 2013**, will receive a name badge ribbon and standing recognition at Leadership 2014. Plus, she'll receive an invitation to the coveted Prize Party at Leadership 2014, where she will receive a dazzling necklace to match her beautiful 2013-2014 Independent Sales Director suit.

Know Your Goals!

New goals will be calculated each month and tracked by each Independent Sales Director on Mary Kay InTouch®. The thirteen percent monthly unit goal will be calculated based on nonterminated unit members as of the beginning of each month.** Please note that the monthly goal should be rounded to the nearest whole number

If you debut:	You must achieve:
Aug. 1, 2013	4 out of 5 months
Sept. 1, 2013	3 out of 4 months
Oct. 1, 2013	2 out of 3 months
Nov. 1, 2013	1 out of 2 months
Dec. 1, 2013	1 out of 1 month

For **NEW Independent Sales Directors** who debut during the contest period, their first month's goals will be based on their debuting units' size. **Plus, new Independent Sales Directors** will be required to meet their goals the following number of months in order to qualify for the above recognition.

*In order to count toward the goal, a new team member's Independent Beauty Consultant Agreement and minimum \$200 Section 1 wholesale order must be submitted and accepted by the Company in the same calendar month within the contest period.

**If there is a new offspring unit, the original unit size will be reset once the new offspring has been debuted. The new Independent Sales Director will receive her own unit goal. This will happen by the 10th of the month in which the debut takes place.

To receive an award, an Independent Sales Director must retain her Sales Director status through Jan. 31, 2014, and be in good standing with the Company at the time the award is presented.

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: July—Nov.
To be recognized at Fall Retreat!!

Second Line:
 (note same as above)

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

Fortenberry-Slate Area Director's Monthly Challenge!

**Earn a Fabulous Gift
from Pam!!**

**When your unit completes \$5,000
or has 3 New Recruits
by August 15th!**



2013 Contest July - October



Turn in your Monthly Totals for Recognition!

Start the New Year with Great Guest Events!

**When your Unit has 50
or fewer Members**

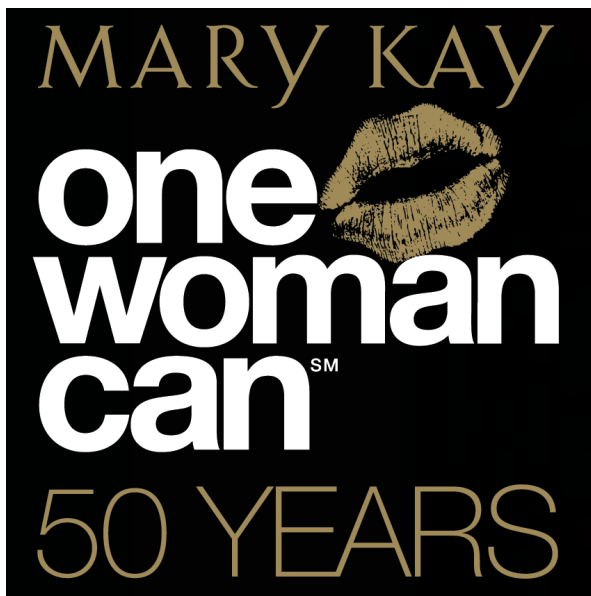
**Focus on 30 Interviews
each month**

**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 Pam!



Send this information by the 5th of the month and NSD Pam Fortenberry-Slate will send a motivational message to your consultants. When your unit size is under 50 , you can send 3. Over 50, you can send 6.

IBC Name: _____

E-mail id: _____

Mobile #: _____

Comments: _____

IBC Name: _____

E-mail id: _____

Mobile #: _____

Comments: _____

IBC Name: _____

E-mail id: _____

Mobile #: _____

Comments: _____

IBC Name: _____

E-mail id: _____

Mobile #: _____

Comments: _____

IBC Name: _____

E-mail id: _____

Mobile #: _____

Comments: _____

IBC Name: _____

E-mail id: _____

Mobile #: _____

Comments: _____



The Year of the Star!

**QTR IV~
Star Sales Directors**



**Stephanie
Lenard**
15 Stars
Diamond
Level

**Year of the
Star Sales Directors**



Stephanie Lenard
30 Stars
Sapphire Star
Director

Quarter I Ending September 15, 2013

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- June 30th, 2013

**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. Lauri Wootton	P Fortenberry-Slate Unit	\$22,379.40
2. Julie Metz	S Lenard Unit	\$20,788.50
3. Yvonne Ziegler	L Warrington Unit	\$20,064.50
4. Montanna Elliott	P Fortenberry-Slate Unit	\$19,196.00
5. Melissa Davis	LWarrington Unit	\$19,095.50
6. Janet Vater	C Breslin Unit	\$16,187.00
7. Shawn Lamb	S Lenard Unit	\$15,946.00
8. Cindy Jaye	S Lenard Unit	\$15,203.50
9. Brenda Lab	S Lenard Unit	\$15,043.50
10 Jessica Reder	S Lenard Unit	\$14,485.50

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. Montanna Elliott	P Fortenberry-Slate	\$3,260.27	24
2. Julie Metz	S Lenard Unit	\$2,268.56	13
3. Shawn Lamb	S Lenard Unit	\$2,107.14	11
4. Alyssa Philpott	M Ramirez Unit	\$701.76	7
5. Courtney McWilliams	M Ramirez Unit	\$567.40	6
6. Nya Dutkowsky	P Matthews Unit	\$545.03	6
7. Yvonne Ziegler	L Warrington Unit	\$447.40	1
8. Maria Machuca	K Figueroa Unit	\$381.10	7
9. Lindsay DeAnthony	M Ramirez Unit	\$137.99	1
10 Mallory Ferris	S Lenard Unit	\$134.56	3



Pam Fortenberry-Slate
Global Sr. National Sales Director



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 150 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!!!

Please return the information sheet so you can be included in our New program.

Dates: July - Oct. (complete 3 of 4 months)

Cost: \$10.00 or Free when you've **completed** the last 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)

***Myrtle Beach Fall Retreat Recognition**

***Inner Circle Pin or Charm, (when you already have a pin) presented to you at Myrtle Beach Fall Retreat by your National 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: (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

Date: _____ **# of Guests**

- | | |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |

Name: _____

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 _____

