



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate National Area

2013 December Director Promotion Packet

This area is on
FIRE!



SNSD Pamela Fortenberry-Slate
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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!

**Earn your
Beautiful Swarovski
Crystalized
MK Mini Compact!!**

For NEW Directors



When you Debut
As a NEW Sales
Director
October 1, 2013 —
February 1, 2014

For EXISTING Directors

When you Offspring
2 NEW
Directors!
October 1, 2013 —
February 1, 2014



*Designs May Vary

Earn your 50th Anniversary MK Watch!!



December 2013 & January 2014
MUST COMPLETE BOTH MONTHS

Production Levels:

Up to 50 Unit Members— 8,000 points
AND
your unit has 5 New Active Recruits
Each Month!

51 Unit Members and UP— 12,000 points
AND
your unit has 10 New Active Recruits
Each Month!

*Designs May Vary

September, October, November

Director Promotion

Directors, earn
your Glitzy
Fortenberry Slate
Area T-Shirt!

Here's How...

September, October & November 2013

Production Levels:

Up to 50 Unit Members— 8,000 points

51 Unit Members and UP— 12,000 points

When your Unit reaches production

OR

you have

5 Personal New Active Recruits

Each Month!



September & October
On-target Sales Directors
Nafisah Omar
Nor Azlinda Ahmad
Aishah Khairuddin
Hasni Daud
Noraniza Mohtar
Norizan Samsudin
Normie Hanafiah
Robiah Huri
Rokiah Arifin
Roseleza Mohamed
Suzana Abidin

Director's Monthly Checklist

E-mail the following to Pam Fortenberry-Slate by the 5th of each Month

E-mail address: pamsassistant@ec.rr.com

Your Name: _____

Your Current Level: _____

New Offspring (include name, mobile # & e-mail id):

New DIQ's (include name, mobile # & e-mail id):

Totals:

Personal Sales Total : _____

Personal Recruiting Total : _____

Unit Sales Total : _____

Unit Recruiting Total New: _____

Power Plan Sent in YES / NO

Interview Contest Total Interviewed: _____

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: September—January

To be recognized by your National!!

**Second Line:
 (note same as above)**

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

2013 Contest September - January

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. _____
20. _____
21. _____
22. _____
23. _____
24. _____
25. _____
26. _____
27. _____
28. _____
29. _____
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: _____

Fortenberry-Slate Area Directors' Retreat 2014



*Lone Pine Hotel, Penang
28 February & 1-2 March 2014*



*Have dinner with
Pam on Saturday
evening when you
come to the Retreat
with your 3 offspring
directors!*



Save the Date!!

You won't want to miss this Fabulous event!

Simpan Tarikh!

Anda tidak akan mahu ketinggalan acara ini Fabulous!

Inner Circle Participants

August-January Contest

Name	Months Completed	Name	Months Completed
Aimi Amifah Binti Adanan		Normie Binti Hanafiah	
Aisah Hawa Ahmad		Nur Azilla Zainuddin	
Aishah Binti Khairudin	**	Nur Emira Binti Mohd Arife	
Aishah Halim		NurFarahin	*
Anita	*	Nurhidayah Mohd Yusoff	
Anizah	*	Nurul Aini Binti Husin	
Asndrasoleha Mohd Hayat		Nurul Shakirin Lewis	***
Chan Leng Aai	***	Puteri Rabiatudawiah	*
Che Noraslini BT CHE Awang		Raja Mastura	*
Dolores Gaceta Lazarus	**	Rina Aktavia Bt Amril	
Farrah Ellya Farressa	*	Robiah Bt Huri	*
Fatin Osman		Rokiah Arifin	
Haslinda Sulaiman		Rosima Jaafor	**
Hasnah Bt Muhamad Daud		Rosmanizan Binti Ibrahim	**
Hasni M Daud		Rozila Md Repin	*
Hasnida Abdul Wahab		Safi Abd Rahman	
Ida Syafinaz Ibrahim		Salamiah Abd Latip	*
Ieza	*	Shahanaz Zainuddin	
Koh Ai Li		Shahdunita	**
Leza Abdul Gani		Sharifad Sakinah	**
Mas Edayu Hamdah		Sharlia Rose Ahmad Rosly	***
Masnita Abdul Fatah		Sharol Bariah Harun	
Melanie de Souza		Shazila Binti Mohd Gazau	
N Yong	*	Shorba Martin	*
Nabila MD Tahir	**	Siti Hajjar Zainal Abidin	
Nafisah Omar		Siti Norizan Binti Mohamad Ramli	*
Nanita Yusof		Siti Sheila Abdul Malik	
Nashatul Baizura	*	Sofuriah Binti Mohamad	
Natrah Bt On		Hashim	**
Noha Md Supiah		Suzana Abidin	
Nohafidzah Mohd Ali		Suzana Jaafar	*
Noor Haslinda Md Arahad	*	Syarah Syazwani Bt Razali	
Noora Abdul Shukor		Waheedah bt Syed Sultan	*
Noorshahriyah Lockman		Wan Nur Batini Binti Wan Idris	*
Nor Assyih Bt Maanas		Zakiah Binti Zakaria	
Nor Baaiah Hassan		Zul-Ezzati Binti Osman	
Noradilah Ismail			
Noraniza Mohtar	**		
Norazlinda	**		
Norfiza Mahput			
Norhafidzah Mohd Alo	*		
Noriza	*		
Norizan Awang	*		
Norizan Azizan			
Normaizatul Ayu Khalid			

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



Pamela Fortenberry-Slate
Global Senior National
Sales Director

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 200 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 Complete 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 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: (pfortenberry@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:

<u>Retail Sales</u>	_____
<u>Selling Appt.</u>	_____
<u>Interviews</u>	_____
<u>Wholesale Order</u>	_____
<u>New Recruits</u>	_____
<u>Appt. on Books</u>	_____

Malaysia Area on the Go!

Happy Anniversary!!

Rosima Jaafar ~ 3 yrs

Nor Haslinda Suaat ~ 1 yr



Happy December Birthday!!

Fatin Osman ~ 7th

Norfiza Mahput ~ 20th

Norizan Azizan ~ 24th

