

# **Fortenberry-Slate National Area**



**2013 This Area is on FIRE!!  
September Promotion Packet**

**SNSD Pamela Fortenberry-Slate  
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# **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

Stretch Challenge Achievers

Car Achievers

Most Inner Circle Registrations

Star Consultants

4 Quarter Star Consultants

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 10 IBC Personal Recruiting

Top 10 SD Personal Sales

Top 10 SD Personal

Recruiting

Top 5 Unit Recruiting

Top 5 Unit Retail Sales

Double & Triple Star Achievers

## 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

**New Sales Director Debut!!!  
Please bring gifts for  
13 New Sales Directors!!**



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  
on the  
National Seminar Stage!*

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

May, June & July 2013

Congratulations Achievers!!

Nurul Shakirin Lewis, Nafisah Omar,  
Nor Azlinda Ahmad, Aishah Khairudin,  
Hasni M Daud, Noraniza Mohtar, Robiah Huri,  
Rokiah Arifin, Suzana Abidin



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

# 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!



# 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](mailto: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. \_\_\_\_\_
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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: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# Inner Circle Participants

## March - August Contest

Name	Prize Goal	Months Completed	Name	Prize Goal	Months Completed
Afarina A Ripaee	NS/Charm		Nafisah Omar	SD/Charm	
<b>Aimi A Binti Adanan</b>	<b>AK/Pin</b>	<b>*****</b>	Nanita Yusof	NMa/Pin	*
<b>Aishah Khairudin</b>	<b>SD/Charm</b>	<b>*****</b>	Nashatul Naharuddin	AK/Pin	*
Amalina Shuhaimi	RH/Pin		Naziha	NS/Pin	
Amirah Bt Shuhaimi	RH/Pin	**	Nik Johana	NS/Pin	
Anisah Binti Sennyang	NMa/Pin		Noor Ashikin Mohd Nasir	NBH/Pin	
Apsah Ahmad	Go/Pin		Noor Diana Bt Yaakop	NMCE/Pin	
Asndrasoleha Hayat	NS/Pin		Noor Haslinda Arshad	SL/Pin	
<b>Chan Leng Aai</b>	<b>RA/Charm</b>	<b>*****</b>	Noor Sheilawaty Bt Roslan	NM/Pin	
<b>Dolores G Lazarus</b>	<b>SD/Charm</b>	<b>*****</b>	<b>Noora Abdul Shukor</b>	<b>SD/Charm</b>	<b>*****</b>
Edawati Sulaiman	SA/Pin		Norizan Azizan	SD/Charm	
Emelia Binti Abdul Hadi	NO/Pin		Nor Baaiah Hassan	SD/Charm	
Ez Zul Ezzati Osman	SA/Pin		Nor Maizatul Khalid	NS/Pin	
Fadzirah Mohd Au	NS/Pin		Nor Mizan Che Embi	SD/Pin	
Faizah Kharirudin	AK/Charm	*	Nor Rahimi Binti Khedir	NMo/Pin	
Farah Maria Repin	NS/Pin		Nor Zaila Bt Ngadman	NMo/Pin	
Farrah E Farressa	SL/Pin		Nora Abu hanafiah	NMCE/Pin	*
<b>Fatin Osman</b>	<b>SL/Charm</b>	<b>*****</b>	Noraniza Mohtar	SD/Charm	
Fauzidah Khalid	AK/Charm		Norazlinda Binti Suliman	NO/Charm	
Halimatun Saadiah	NS/Pin		Nordiyana B Osman	NMa/Pin	
Hanifah Tay	SL/Pin		Norhafizah Nicoll	DL/Pin	
Hanim Suzliana B Ahmad	NMo/Pin	**	Norhayati Bt Jamil	SL/Pin	
Hanis Abdullah	SL/Pin		Norhayati M Dawam	SL/Pin	
Hanum Bt Abu Vuhar	NM/Pin		Norziah Binti Mamai	NA/Pin	
Haslinda Sulaiman	SA/Charm		Norliana Binti Chemingun	NMa/Pin	*
Hasnah Bt M Daud	SD/Charm		Normie Binti Hanafiah	RH/Charm	
Hasni M Daud	SD/Charm		Norsilawati Bt Ahmad	NMo/Pin	*
Ima Saliza Ghazali	SL/Pin		Norulaini Binti Abd Aziz	NMa/Pin	*
Intan Jufflisa Binti Alias	RA/Pin		Norulhuda Zaidi	AK/Pin	
Juliana Suhaila	SA/Pin		Nur Anis Mohd Zais	RH/Pin	**
Juvy Jusa Espinosa	DL/Pin		Nur Fatin Ameira Ramli	NMa/Pin	*
Kamalia Aini Khamis	SL/Pin	*	Nur Hayati Sakinah		
Karthini Munusany	SL/Pin		Che Man	SA/Charm	
Koh Ai Li	SL/Pin		Nur Isyirah Binti Zilkefu	NBH/Pin	
Koshida Yusoff	SA/Pin		Nur Rashidah B M Saat	NMa/Pin	
Lili Suraini Bt Abdul Latif	JB/Pin		Nurazrena Binti		
Lola B S@ ABD Rahman	NBH/Pin		Mohamad Rofi	RH/Pin	
M N Asiah T Zalilah	NMa/Pin	*	Nur Dian Ismail	NS/Pin	*
Mas Edayu Hamdah	NS/Pin	**	Nurul Aini Binti Husin	NMa/Pin	
Masetma Masdon	Go/Pin		Nurul Bt Jazam	SL/Pin	
Mawariah Bt Mohd			Nurul Halyah Bt		
Zam Zam	NS/Pin		Kamal Natib	AK/Pin	
Muedayat Danny	NS/Pin	**	Nurul Hamidatul Hamda		
Nabila Husna Bt M Laili	NMCE/Pin		Mohd Zaki	NBH/Pin	
Nadiatul S Seman	RA/Charm		Nurul Liyana Bt Burhan-nuddin	NBH/Pin	
			<b>Nurul Shakirin Lewis</b>	<b>SD/Charm</b>	<b>*****</b>

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.

# Inner Circle Participants

## March - August Contest

Name	Prize Goal	Months Completed	Name	Prize Goal	Months Completed
Nwan Rozita	JB/Pin		<b>Hazlinda Bt Samsudin</b>	Pin	*****
Puteri Rabiatal ad awiyah	NS/Pin		Hani Bur Elliana Ahman		***
<b>Rabetah Johari</b>	<b>NMa/Charm</b>	<b>*****</b>	<b>Norfiza Mahput</b>	Charm	<b>*****</b>
<b>Raja Mastura</b>	<b>NS/Pin</b>	<b>*****</b>	<b>Normaizatul Khalid</b>	Pin	<b>*****</b>
Robiah Bt Huri	SD/Charm	**	Salamiah Latip		*
Robiah Othman	Go/Pin		Mai Noor Asiah Tan		
Rodziah Bt Arsad	SH/Pin	*	Zaliliah	Pin	*****
Rodziah Mohamed					
Nor @ Gee	SL/Pin				
<b>Rokiah Arifin</b>	<b>SD/Charm</b>	<b>*****</b>			
Roseleza Bt Mohamed	NO/Charm				
Rosnee	NS/Pin	*			
Roszaidah Husman	SZ/Pin				
<b>Rozila Md Repin</b>	<b>NS/Charm</b>	<b>*****</b>			
Sabariyah Bt Harun	SD/Pin				
Sarhriah Shamsuddin	NMo/Pin				
Sariful Aniqah Bt Rozali	NS/Pin				
Sarini Ab Rahman	AK/Pin				
Shahanaz Zainuddin	SZ/Charm				
Sharifah Nur Adlina					
Hanis BT Jaafar	NBH/Pin				
Shorba Martin	SD/Charm	*			
Siti Amamah Bt Shariae	NMo/Pin				
Siti Fatimah Ishak	SL/Pin				
Siti Noramira Bt A razak	RH/Pin				
Siti Suryani Misnan	SL/Pin				
Siti Zaleha Bt Mohd Bakri	SH/Pin	*			
<b>Sofuriah B M Hashim</b>	<b>NMa/Charm</b>	<b>*****</b>			
Suhaida Bt Sarif	Go/Pin				
Suhaila Bt Soeid	NM/Pin	*			
Suhana Binti Soeid	NM/Pin	*			
Suriya Mohamed Daud	NMa/Pin	**			
Suriyanti Hamzah	NS/Pin				
Suzana Abidin	SD/Pin				
Waheedah bt Syed Sultan	SL/Charm	*			
Wan Maizawati Bt Wan Nong	NMCE/Pin				
Yusrina Hanafi	AK/Pin	*			
Zabrina Mohamad	RA/Pin				
Zainon Bt Shoib	Go/Pin				
Zarinah Bt Kahar	NBH/Pin				
Zeti Noorshila Binti Zakaria	SL/Pin				
Zunita Zubir	Go/Pin				
Zurina Bt Alias	SH/Pin	*			

# 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

<b>Elite:</b>	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
<b>Upper:</b>	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
<b>Inner:</b>	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>	_____

