



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate National Area

2013 September 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 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!

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

For NEW Directors



When you Debut
As a NEW Sales
Director
September 1, 2013
—March 1, 2014

For EXISTING Directors

When you Offspring
2 NEW
Directors!
September 1, 2013
—March 1, 2014



*Designs May Vary

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

Congratulations Achievers!!!

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



**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— 300,000

51 Unit Members and UP— 500,000

When your Unit reaches production

OR

you have

5 Personal New Active Recruits

Each Month!



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—March

To be recognized by your National!!

Second Line:

(note same as above)

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

2013 Contest September - March

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: _____

Inner Circle Participants

August - January Contest

Name	Prize Goal	Months Completed	Name	Prize Goal	Months Completed
Amelia Sardea	GG/charm				
Anita Magaway	FL/Charm				
Bienvenida Costales	MMag/Pin				
Carina Polea	SD/Pin				
Carla Latayo	MC/Pin				
Cherry Manresa	KG/Pin				
Consuelo Jose	MC/Pin				
Cornelia Berroya	MC/Pin				
Dominga Mane	MC/Pin				
Elenor Hao	GG/Pin				
Emelie Besmonte	MDC/Pin				
Frannie Pobre	FL/Charm				
Freda Linsangan	SD/Charm				
Gayle Guerrero	SD/Charm				
Geneviere Lazano	FL/charm				
Glenda Doroja	MDC/Pin				
Imelda Flores	MDC/Pin				
Josephine Silva	SD/Pin				
Josie Furing Riordan	MC/Pin				
Josie Pasamonte	MC/Pin				
Joy Laguipo	GG/Charm				
Kathleen Gemoto	GG/Pin				
Marilou Jao	VR/Pin				
Marilou Manalou	SD/Charm				
Marissa Long	SD/Pin				
Marissa Magtoto	Mmag/Pin				
Marita Del Corro	SD/Charm				
Marites Cena	SD/Charm				
Mary Ann Asis	KG/Pin				
Michiko Balbuena	SD/Pin				
Minerva Ruiz	MC/Pin				
Olivia Pambid	SD/Charm				
Rhodora Antonio "Dori"	GG/Charm				
Rhodora Tandan	MDC/Pin				
Ria Reyes	VR/Pin				
Rosanne Doctolero	ZM/Pin				
Rosie Dela Torre	MC/Charm				
Shella Enciso	MMag/Pin				
Vanessa Rocas	SD/Charm				
Virginia "Jean" Ramones	GG/Pin				

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 _____

INNER CIRCLE INFORMATION SHEET

Please Complete and Return to:

Pam Fortenberry-Slate
Pamsassistant@ec.rr.com
Fax: (866)334-5342

Your Name: _____

Director's Name: _____

Email Address: _____

Phone Number: _____

Husbands Name: _____ Children & Ages: _____

Husbands Attitude	1	2	3	4	5	6	7	8	9	10
	NO WAY!								GO FOR IT!	

Comments: _____

Current Status: _____ Length of Time in Mary Kay: _____

My Goals For Seminar 2014!!

_____ **How many times have you completed Inner Circle!**

Please Check One of the Following:

_____ I am enclosing the Entry Fee in the Form of : _____

_____ **I completed Inner Circle!
(No Charge for this Inner Circle)**

- 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

Join the Fortenberry National Family



Pat Fortenberry
EENSND Emeritus

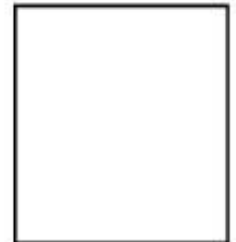
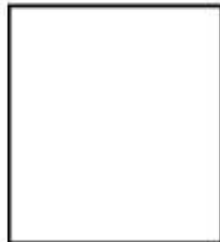
as we grow to
**5 NSD's by Mary Kay's
50th Anniversary**



Pam Fortenberry-Slate
SNSD



Rhonda Fraczkowski
NSD



**Everything that Glitters
is GOLD!!**

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

Month: _____

Year: _____

