



Pam Fortenberry-Slate  
Global Sr. National Sales Director

# Fortenberry-Slate National Area



September 2013

## Beginning of the Month Packet

SNSD Pamela Fortenberry-Slate  
Office (910) 798-6094 \* Text/Mobile # (910) 262-8723  
Pam's Email: [pfortenberry@ec.rr.com](mailto:pfortenberry@ec.rr.com)  
Office Email: [pamsassistant@ec.rr.com](mailto:pamsassistant@ec.rr.com)  
BB Messenger: pin code 29D00D16\* Yahoo Messenger [pamnsd04](https://messenger.yahoo.com/pamnsd04)  
Skype: [pam\\_fortenberry\\_slate](https://www.skype.com/pam_fortenberry_slate)

# **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!!**



# *September* Director Promo

**Directors, earn  
your Glitzy Fall  
Retreat T-Shirt  
in September!**



*Here's How...*

**Complete one of your New Director Programs in  
September **OR** have a min. of 10 New Unit Members  
& \$10,000 Wholesale Team Production in September!**



# 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: _____
-----------------------	-------	------------	--------------

Registration 9/1– 10/15	\$215	_____	_____
-------------------------	-------	-------	-------

Registration after Oct. 16	\$240	_____	_____
----------------------------	-------	-------	-------

(space permitting)		_____	_____
--------------------	--	-------	-------

Credit Card Processing Fee	\$ 8	_____	_____
----------------------------	------	-------	-------

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: \_\_\_\_\_

Arrival Date: \_\_\_\_\_

Departure Date: \_\_\_\_\_

**Room Selection:**

**One Bedroom** \_\_\_\_\_

**Two Bedroom** \_\_\_\_\_

**Three Bedroom** \_\_\_\_\_

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

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

<b>If you debut:</b>	<b>You must achieve:</b>
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.

# Leadership Conference 2014

January 12–15, 2014  
(Diamond, Emerald & Pearl)



## Mardi Gras VIP Pre-Party Reception

- \* On target for \$500,000 & above — \$250,000 Retail
- \* On-Target for Double-Star or Triple-Star

## Mardi Gras Party

### "On-Target Unit Circles and Seminar Courts"

### UNIT PRODUCTION

\$300,000 Circle & Above (\$150,000 Retail Production)  
(6 months of approx. \$11,000)

	WHOLESALE	RETAIL
July	_____	_____
August	_____	_____
September	_____	_____
October	_____	_____
November	_____	_____
December	_____	_____
Total Retail Unit Production July 1—Dec. 31 _____		

### ON-TARGET COURT OF SHARING

12 Qualified Personal Team Members

1. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
2. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
3. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
4. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
5. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
6. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
7. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
8. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
9. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
10. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
11. \_\_\_\_\_ Date Qualified: \_\_\_\_\_
12. \_\_\_\_\_ Date Qualified: \_\_\_\_\_

Total Personal Qualified July 1—December 31: \_\_\_\_\_

### ON-TARGET COURT OF SALES

Minimum \$18,000 personal retail

	WHOLESALE	RETAIL
July	_____	_____
August	_____	_____
September	_____	_____
October	_____	_____
November	_____	_____
December	_____	_____
Total Personal Retail July 1—December 31: _____		

### Option #2

New Directors achieve one of the following:

- New Independent Sales Director Programs.
- Achieve Honors Society or Triple Crown (Jan. 1, 2013—Jan. 1, 2014).
- Achieve On The Move or Fabulous 50s (July 1, 2013—Jan. 1, 2014).



**watch me grow!**  
July 1 – Dec. 31, 2013

Grow your Unit Size by 13% each month during challenge period.

	Goal from Company	Actual Unit Size	Goal Met
July			
August			
September			
October			
November			
December			

### MK Masquerade Ball Day 2

#### Qualifications:

- ⌚ Sales Directors with **at least 13 Unit Star Consultants** in the combined quarters of June 16—Sept. 15, 2013 and Sept. 16—Dec. 15, 2013 who are also **Star Consultants in both quarters**, will qualify to attend.
- ⌚ New Sales Directors who debut Oct. 1—Dec. 1, 2013 can qualify to attend when they have **at least 6 Unit Stars** in the quarter Sept. 16—Dec. 15, 2013, and who are **also Star Consultants in that quarter**.

Color in STARS as they are completed.



# 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 September 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**

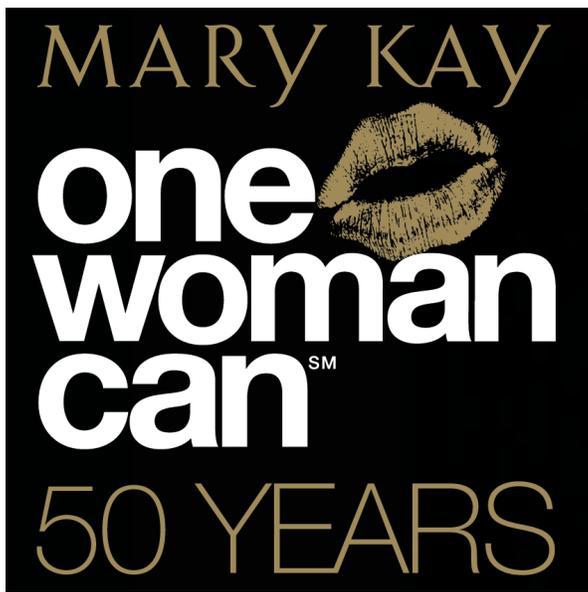
**Focus on 30 Interviews  
each month**

**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

	<b>Sapphire:5 Stars</b>	<b>\$300 Bonus</b>	
	<b>Ruby:10 Stars</b>	<b>\$400 Bonus</b>	
	<b>Diamond:15 Stars</b>	<b>\$500 Bonus</b>	
	<b>Emerald:20 Stars</b>	<b>\$600 Bonus</b>	

# Area Consultant Seminar 2013 Totals July 1st, 2012- July 31st, 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
<b>1. Lauri Wootton</b>	<b>P Fortenberry-Slate Unit</b>	<b>\$22,379.40</b>
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
<b>1. Montanna Elliott</b>	P Fortenberry-Slate	<b>\$3,260.27</b>	<b>24</b>
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. Courtnei	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

Name: \_\_\_\_\_

Date:	# of Guests
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

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** \_\_\_\_\_

