



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate National Area

2014 February Director Promotion Packet



Hear our ROAR!
Reaching Over & Above Reality

SNSD Pamela Fortenberry-Slate
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WEBSITE!! www.pamslate@qtooffice.com

Fortenberry-Slate National Area

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

Fortenberry-Slate Area lets ROAR!

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

For NEW Directors



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

For EXISTING Directors

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



*Designs May Vary

Director's Monthly Checklist

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

E-mail address: pamnsdoffice@gmail.com

Your Name: _____

Your Current Level: _____

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

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

Totals for the Month of:

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: February—August
 To be recognized by your National!!**

Second Line:
 (note same as above)

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

2014 Contest February - August

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**

- | | |
|-----------|-----------|
| 1. _____ | 16. _____ |
| 2. _____ | 17. _____ |
| 3. _____ | 18. _____ |
| 4. _____ | 19. _____ |
| 5. _____ | 20. _____ |
| 6. _____ | 21. _____ |
| 7. _____ | 22. _____ |
| 8. _____ | 23. _____ |
| 9. _____ | 24. _____ |
| 10. _____ | 25. _____ |
| 11. _____ | 26. _____ |
| 12. _____ | 27. _____ |
| 13. _____ | 28. _____ |
| 14. _____ | 29. _____ |
| 15. _____ | 30. _____ |

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

**Focus on 50 Interviews
each month**

- | | |
|-----------|-----------|
| 31. _____ | 41. _____ |
| 32. _____ | 42. _____ |
| 33. _____ | 43. _____ |
| 34. _____ | 44. _____ |
| 35. _____ | 45. _____ |
| 36. _____ | 46. _____ |
| 37. _____ | 47. _____ |
| 38. _____ | 48. _____ |
| 39. _____ | 49. _____ |
| 40. _____ | 50. _____ |

Win a Fabulous Prize from Pam!

Form Now Available to complete online
at www.pamslate.com



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					
	Aug	Sep	Oct	Nov	Dec	Jan
Aimi Amirah Adanan						
Aisah Hawa Ahmad		E		E		
Aishah Binti Khairudin		U	U	I	I	
Aishah Halim						
Anita	U					
Anizah		I				
Asndrasoleha Mohd Hayat						
Chan Leng Aai	R	R	R	R		
Che Noraslini BT CHE Awang						
Dolores Gaceta Lazarus		U	U			
Farrah Ellya Farressa		U				
Fatin Osman						
Haslinda Sulaiman						
Hasnah Bt Muhamad Daud						
Hasni M Daud						
Hasnida Abdul Wahab						
Ida Syafinaz Ibrahim						
Ieza Abd Gani		I				I
Koh Ai Li						
Mas Edayu Hamdah						
Masnita Abdul Fatah						
Melanie de Souza						
Norizan Yong			I	I	I	
Nabilla MD Tahir		I	U			E
Nafisah Omar						
Nanita Yusof						
Nashatul Baizura			U			
Natrah Bt On						
Noha Md Supiah						
Nohafidzah Mohd Ali						
Noor Haslinda Md Arahad						
Noora Abdul Shukor	U	U	U	E		
Noorshahriyah Lockman						
Nor Assyih Bt Maanas						
Nor Baaiah Hassan						
Noradilah Ismail						
Noraniza Mohtar		U	U			
Nor Azlinda Ahmad		I	U	I	I	
Norfiza Mahput						
Norhafidzah Mohd Alo		U				
Noriza		U				
Norizan Awang			I	I		
Norizan Azizan						
Normaizatul Ayu Khalid						

Name	Months Completed					
	Aug	Sep	Oct	Nov	Dec	Jan
Normie Binti Hanafiah						
Nur Azilla Zainuddin						
Nur Emira Binti Mohd Arife						
NurFarahin Hanapi			E	E	R	
Nurhidayah Mohd Yusoff						
Nurul Aini Binti Husin						
Nurul Shakirin Lewis	I	U	U			
Puteri Rabiatuldawiyah		U				
Raja Mastura		U	E			I
Rina Aktavia Bt Amril						
Robiah Bt Huri			U	E		
Rokiah Arifin	E	E	I	E	E	E
Rosima Jaafar		U	E	E	I	E
Rosmanizan Binti Ibrahim		U	U	I	R	
Rozila Md Repin	E	U	U	E		E
Safi Abd Rahman						
Salamiah Abd Latip		E		E		
Shahanaz Zainuddin						
Shahdunita Mohd Salleh		I	I		I	I
Sharifad Sakinah		E	U			
Sharlia Rose Ahmad Rosly	I	U	U	E	R	E
Sharol Bariah Harun						
Shazila Binti Mohd Gazau						
Shorba Martin		I	I			
Siti Hajjar Zainal Abidin						
Siti Norizan Binti Mohamad Ramli		I				
Siti Sheila Abdul Malik						
Sofuriah Binti Mohamad Hashim	R	I				
Suzana Abidin						
Suzana Jaafar		R				
Syarah Syazwani Bt Razali						
Waheedah bt Syed Sultan		I				
Wan Nur Batini Binti Wan Idris		U				
Zakiah Binti Zakaria						
Zul-Ezzati Binti Osman						

**Please Send
ALL Missing Months
AS SOON AS POSSIBLE!!**

Please send in your completed
Inner Circle Forms each month.
Email to ~ pamnsdoffice@gmail.com
Or complete online at www.pamslate.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: March—August Complete 5 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
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Name: _____

Directors Name: _____

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 _____

Malaysia Area on the Go!

Happy Anniversary!!

Noranza Mohtar ~ 4 yrs

Nor Mizan Che Embi ~ 3 yrs

Sabariyah Harun ~ 3 yrs

Noor Abdul Shukor Unit ~ 2 yrs

Nadiatul Seman Unit ~ 1 yr



Happy February Birthday!!

Nor Mizan Che Embi ~ 19th

Normie Hanafiah ~ 25th

