



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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Skype: [pam_fortenberry_slate](https://www.skype.com/user/pam_fortenberry_slate)
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
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

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 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: September—March
 To be recognized by your National!!**

Second Line:
 (note same as above)

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

2014 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**

- | | |
|-----------|-----------|
| 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: _____

Name	Prize Goal	Months						Completed
		Aug	Sep	Oct	Nov	Dec	Jan	
Amelia Sardea	GG/charm	E	E	E	E			
Anita Magaway	FL/Charm							
Bienvenida Costales	MMag/Pin							
Carina Polea	SD/Pin							
Carla Latayo	MC/Pin							
Cherry Manresa	KG/Pin			E	E			
Consuelo Jose	MC/Pin							
Cornelia Berroya	MC/Pin							
Dominga Mane	MC/Pin							
Elenor Hao	GG/Pin							
Emelie Besmonte	MDC/Pin							
Frannie Pobre	FL/Charm	E						
Freda Linsangan	SD/Charm	E						
Gayle Guerrero	SD/Charm	I	I	I	I	I		
Genevieve Lazano	FL/charm	U						
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	E						
Marilou Jao	VR/Pin							
Marilou Manalou	SD/Charm							
Marissa Long	SD/Pin							
Marissa Magtoto	Mmag/Pin		I	R	I	I		
Marita Del Corro	SD/Charm		E	E	E	E		
Marites Cena	SD/Charm	E	E	U	E	E		
Mary Ann Asis	KG/Pin							
Michiko Balbuena	SD/Pin							
Minerva Ruiz	MC/Pin		E	E	E	E		
Olivia Pambid	SD/Charm							
Rhodora Antonio "Dori"	GG/Charm							
Rhodora Tandan	MDC/Pin							
Ria Reyes	VR/Pin	U						
Rosanne Doctolero	ZM/Pin							
Rosie Dela Torre	MC/Charm							
Shella Enciso	MMag/Pin							
Vanessa Rocas	SD/Charm							
Virginia "Jean" Ramones	GG/Pin	U	E					
Ma Teresa Basas								
Leynettte Servo								
Nenita Ortiz								
Majorie Aninon								
Rodziah M Nor								
Virgie Estepa	SD/Charm			E	E			

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**PLEASE
SEND
IN ALL
MISSING
INNER CIRCLE
FORMS!!**

Please send in your completed Inner Circle Forms each month.
 Email to ~ pamnsdoffice@gmail.com
 Complete on-line at www.pamslate.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: (pamnsdoffice@gmail.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: _____

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

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>	_____

Philippine Area on the Go!

Happy Unit Anniversary!!

Freda Linsangan Unit ~ 3 yrs

Gina Cadiogan Unit ~ 1 yr



Happy February

Birthday!!

Alicia Cabatuan

~ 12 th

