



Pam Fortenberry-Slate  
Global Sr. National Sales Director

# Fortenberry-Slate National Area

## 2014 June Director Promotion Packet



Hear our ROAR!  
Reaching Over & Above Reality

SNSD Pamela Fortenberry-Slate  
Office (910) 798-6094 \* Text/Mobile # (910) 262-8723  
**NEW** Email: Pam's - [pamnsd@gmail.com](mailto:pamnsd@gmail.com) & Office - [pamnsdoffice@gmail.com](mailto:pamnsdoffice@gmail.com)  
Skype: [pam\\_fortenberry\\_slate](https://www.skype.com/name/pam_fortenberry_slate)  
WEBSITE!! [www.pamslate.com](http://www.pamslate.com)

# **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**

*Fortenberry-Slate Area lets ROAR!*



# Discover power of change in every woman with the Follow Your Heart pendant necklace!

June 1 – 30, 2014

The Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400 or more Section 1 wholesale order in June 2014!\*

This stunning platinum-tone necklace, which hangs on a delicate 17-inch chain, features a unique, heart-shaped pendant adorned with five scintillating stones as well as the Mary Kay® logo. When the women in your unit qualify, the necklace will be shipped with their qualifying orders.

We hope you will wear your Follow Your Heart pendant necklace with confidence when you spend time with the women in your unit, so you can encourage them to earn their own necklace in June. You can even inspire them by [sending an MKeCard®](#) about the gorgeous necklace!

[Shop now](#) and earn your necklace today!

## WE LOVE

Women who follow their hearts.

Follow yours and ...

discover what you

**LOVE**

\*Limit one necklace per Independent Beauty Con



# Fortenberry-Slate National Area Royalty Reception

When you are a  
National Court Achiever  
Or

A Grand Attender\*\*

at Seminar ~

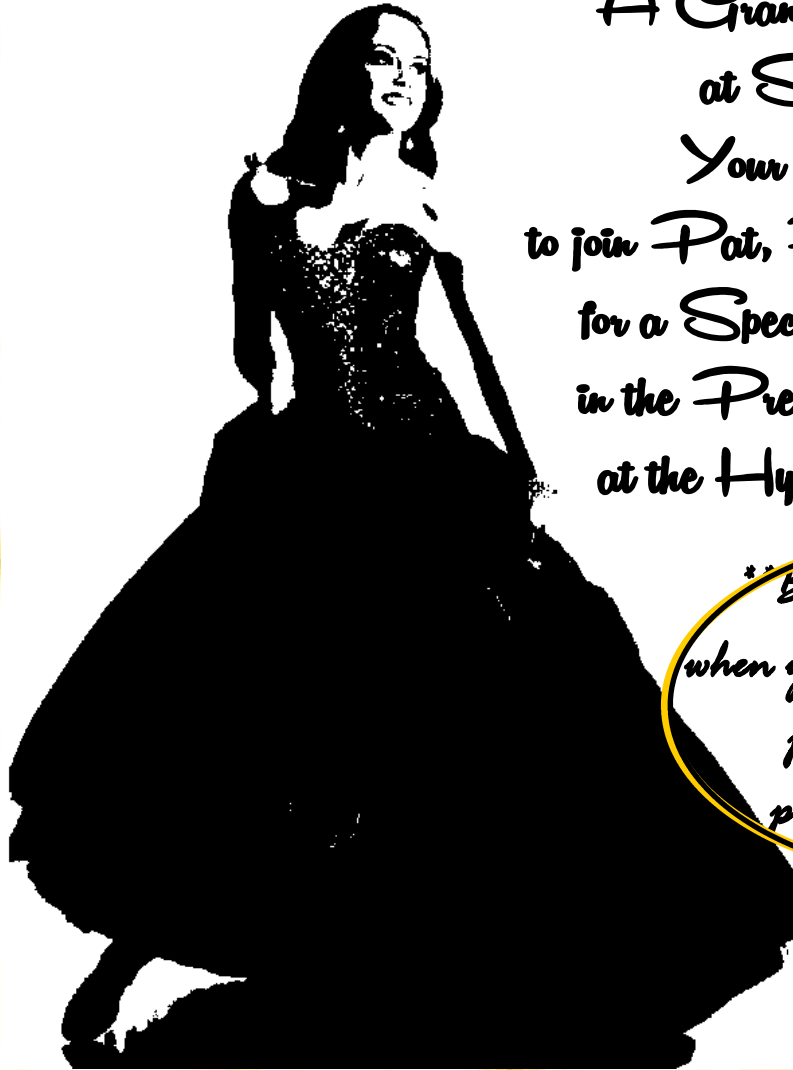
You are invited

to join Pat, Pam & Donna

for a Special Reception

in the Presidential Suite

at the Hyatt Regency!



\*\* Be a Grand Attender  
when you have \$1,000.00 in  
personal wholesale  
production in June.

Immediately Following  
Awards Night

**ROAR in June!**  
**Reaching Over and Above Reality**



**FORTENBERRY-SLATE AREA Challenge**  
**June 1st-15th**

*Gifts will be from the personally selected by  
NSD Pam Fortenberry-Slate!*

**Every day starting June 1st through June 15th that  
you achieve 1 of the following:**

- A Skincare Class**
- \$50 or more reorder**
- A Guest to the meeting**
- A \$250 wholesale order to co.**
- A Recruiting Interview**
- A New Team Member**

**Call into Pam's Office to ROAR: 910-798-6094**  
**Or email your achievement: [pamnsdoffice@gmail.com](mailto:pamnsdoffice@gmail.com)**

**There will be a DRAWING each day for those that report for that day  
June 1st—June 15th for FUN MK Prizes  
Your National Sales Director ~ Pam !**



# Win A Trip to New York



National Sales Director

*Somer Fortenberry*

CONTEST PERIOD: OCTOBER 1, 2013-OCTOBER 1, 2014

Offspring 2 New Sales Directors during the contest period to WIN!

Current Future Executives, Executives and Elite Sales Directors must Offspring 2 NEW Directors during the contest period to WIN!



National Sales Director

*Donna Meissell*

Future Executives ~ WIN your Room and 2 dinners paid for!!

Executives - WIN your transportation, Room and 2 dinners!!

Elites - WIN your transportation, Room, 2 Dinners AND 2 Broadway shows!!

NEW NATIONALS!! - WIN transportation, Room, 2 dinners 2 Broadway shows and \$1000 shopping spree!!



National Sales Director

*Rhonda Fraczkowski*



Senior National Sales Director

*Scarlett Walker-Simpson*



Senior National Sales Director

*Pam Fortenberry-Slate*

\*All winners must be a current Director in good standing to attend\*



National Sales Director

*Cheryl Fulcher*



# Fortenberry-Slate National Area

## May and June

### 10 & 10

## Director Promotion



*Authentic  
Ray Ban  
Sunglasses!!*

When your unit  
completes  
**\$10,000 W/S &**  
Has **10 New Recruits**  
In May AND June!!



Earn your Authentic  
Ray Ban  
Sunglasses!!

*On Target:  
Shawn Lamb*

*Stephanie Lenard*



*\*\*\*styles may vary, no cash value\*\*\**

# Fortenberry-Slate National Area January 1st to June 30th 2014 Director Promotion

Earn your Swarovski Jewelry to  
match your New 2014 Director Suit!

Earn 1 piece of Jewelry for each item  
accomplished!

## Ways to Achieve!

- \* Debut as a New Sales Director
- \* Earn a car ~ OR ~  
Move Up a Car Level for Current  
Car Earners
- \* Move up a Career Level
- \* Complete 1 of the Following:  
4 of 6 Months:  
Unit size up to 50  
~ \$5,000 W/S & 5 New Recruits  
Unit size 51 and above  
~ \$10,000 W/S & 10 New Recruits



*New Sales Director  
Kylie Rush*

*New Car Driver  
Kylie Rush*

*On Target \$5,000 \$ 5  
Julie Metz  
Lisa Warrington  
Karyz Figueroa*

*On Target \$10,000 \$ 10  
Stephanie Lenard  
Shawn Lamb*



*Neiman Marcus*

**Who wants to  
be treated to  
Lunch at Neiman Marcus in  
Dallas, Texas by your NSD?**



*Think a New Thought ~ We're Raising the Bar!*



**Join NSD Donna Meixsell and SNSD Pam Fortenberry-Slate and all our WINNERS on Day 0 at Seminar 2014! We'll have lunch and shop together at Neiman's! What FUN!!!**

**OT-TARGET ACHIEVERS!**

**SHAWN LAMB  
STEPHANIE LENARD  
LISA WARRINGTON  
LISA ZIMMERMAN**

# 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>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

***Totals for Month just completed:***

\_\_\_\_\_

Personal Sales Total : \_\_\_\_\_  
 Personal Recruiting Total : \_\_\_\_\_  
 Unit Sales Total : \_\_\_\_\_  
 Unit Recruiting Total New: \_\_\_\_\_  
 Power Plan Sent in YES \_\_\_ / NO \_\_\_  
 Interview Contest Total: \_\_\_\_\_

**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—June**

**To be recognized at Seminar!!**

**Second Line:**

(note same as above)

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

**Form Now Available to complete online  
 at [www.pamslate.com](http://www.pamslate.com)**



# 2014 Contest February - June

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!

Form Now Available to complete online  
at [www.pamslate.com](http://www.pamslate.com)

# **Fortenberry-Slate Area Director's Monthly Challenge!**

**Earn a Fabulous Gift**

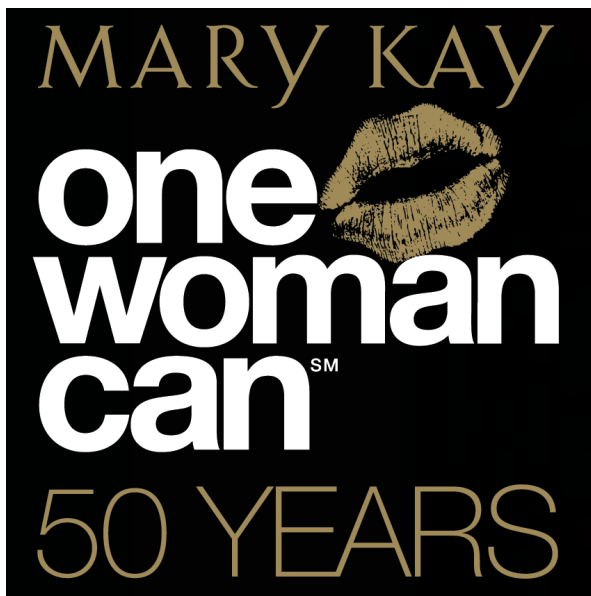
**from Pam!!**

**When your unit completes \$5,000**

**or has 3 New Recruits**

**by June 15th!**





**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 III~  
Star Sales Directors**



**Stephanie Lenard**  
17 Stars/Diamond  
Level  
\*\*\*\*\*

**Shawn Lamb**  
13 Stars/Ruby Level  
\*\*\*\*\*

**Lisa Zimmerman**  
7 Stars/Sapphire  
Level  
\*\*\*\*\*

**Julie Metz**  
5 Stars/Sapphire  
Level

**On-Target  
Year of the  
Star Sales Directors**



**Stephanie  
Lenard**  
50 Stars  
OT Diamond Star  
Director



**Shawn Lamb**  
33 Stars  
OT Ruby Star  
Director



**Lisa Zimmerman**  
12 Stars  
OT Sapphire Star  
Director

**Quarter IV Ending June 15, 2014**

**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 2014 Totals July 1st, 2013- April 30, 2014

**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  
Princess Area Court: \$18,000 Retail or Top 3  
(\$11,000 converted wholesale)

Name	YTD Retail
1. Lauri Wootton	\$17,335.00
2. Brenda Lab	\$16,900.00
3. Joanne Devine	\$16,635.50
4. Janet Vater	\$15,649.00
5. Kylie Rush	\$15,057.00
6. Dawn Gross	\$13,724.00
7. Melissa Davis	\$13,550.50
8. Cristalinda Conklin	\$13,488.00
9. Katy Caudell	\$13,345.50
10. Lindsey Jones	\$13,331.50
11. Lisa Lott	\$12,902.00
12. Sindy Santure	\$12,200.50
13. Denelle Vitous	\$11,763.00
14. Anne Pickering	\$11,569.00
15. Lynda Polinski	\$11,222.00

## Director & Consultant Court of Sharing

Company Court: 24 Qualified Recruits  
Princess Area Court: 6 qualified (\$600) Recruits or Top 3

Name	Present Unit Name	Seminar Commission	QTM
1. Anna Pratt	L Zimmerman Unit	\$1,331.76	7
2. Brenda Lab	S Lamb Unit	\$1,254.34	3
3. Kylie Rush	S Lenard Unit	\$1,240.28	6
4. Cristalinda Conklin	S Lamb Unit	\$683.92	5
5. Courtney McWilliams	M Ramirez Unit	\$330.97	3
6. Kristin Henson	S Lenard Unit	\$284.34	3
7. Audrey Gross	S Lamb Unit	\$210.49	3
8. Leah Shaull	L Zimmerman Unit	\$203.20	3
9. Cindy Jaye	S Lamb Unit	\$197.49	2
10. Joanne Devine	J Metz Unit	\$187.46	3
11. Linsey Anderson	M Elliott Unit	\$176.09	1
12. Ashley Neelis	S Lenard Unit	\$168.04	2
13. Chelsea Warrington	L Warrington Unit	\$165.59	1
14. Theresa Dennis	S Lenard Unit	\$163.46	2
15. Lauren Turssline	M Elliott Unit	\$154.94	1

Updates Soon!



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: March—June. (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)

\*Seminar Recognition

\*Inner Circle Pin or Charm, (when you already have a pin) presented to you at Seminar by SNSD Pam Fortenberry-Slate

**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 or On Line at www.pamslate.com

# 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 \_\_\_\_\_

# Inner Circle Participants

## March - June Contest

Name		Months Completed					Name		Months Completed				
		Mar	Apr	May	Jun				Mar	Apr	May	Jun	
Alicia Hicks	Elite						Leah Schaberg						
Allie Pratt	Upper		E				Lindsey Jones	Inner					
Alyssa Philpott							Lisa Lott	Inner					
Ashley Cavender	Upper						Lisa Warrington	Elite		U			
Ashley Listopad			I				Lisa Zimmerman	Elite					
Ashley Neelis	Elite						Liz Schuler	Elite		U			
Aundrea LaVigre	Inner						Lori Layne						
Bren Pruitt	Upper						Lupe Dominguez	Inner					
Carly Patel	Inner						Lynda Polinski						
Cathy Breslin		E	E				Margaret Orantes			I			
Chelsea Dick							Megan Carty	Inner					
Cindy Jaye	Inner	I	I				Melanie Stock						
Courtney McWilliams			I				Melissa Davis	Upper	U	I			
Cristalinda Conklin	Inner		I				Michele Ramirez	Elite		I			
Dawn Gross	Upper	U	U				Michelle Cooper						
Dawn Hicks							Nancy Mills						
Denelle Vitous	Upper		E				Nannette Franklin	Inner					
Emily Breuer	Upper						Nicole Hawkins	Inner					
Emily Dykstra	Inner						Stephanie Lelo	Upper					
Heather Hale	Inner						Stephanie Lenard	Elite					
Janet Sessink	Inner						Tamara Thomas	Upper					
Janet Vater							Shawn Lamb			U			
Jenifer McClain													
Jennifer Reynolds	Elite												
Jessica Parker	Inner												
Joanne Devine	Inner												
Julie Metz	Upper		I										
Karyz Figueroa													
Kate Weber	Inner												
Katy Caudell	Inner												
Kayla Seger	Inner		U										
Kelli Rau	Inner												
Kristin Henson													
Kristin Jones													
Kylie Rush	Elite		I										
Lauren Moore	Inner												

Please send in your completed Inner Circle Forms each month.

Email to ~ [pamnsdoffice@gmail.com](mailto:pamnsdoffice@gmail.com)

Complete on-line at [www.pamslate.com](http://www.pamslate.com)

These forms must be received to be awarded the prize.