



Pam Fortenberry-Slate  
Global Sr. National Sales Director

# Fortenberry-Slate National Area

## 2014 March Director Promotion Packet



Hear our ROAR!  
*Reaching Over & Above Reality*

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# **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 \*\*\*Must complete DIQ by Aug. 31, 2014 and Debut Sept. 1st 2014 or before

# Monthly Power Plan Sheet

Name: \_\_\_\_\_  
 Goals for 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—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](http://www.pamslate.com)

**Sales Directors will purchase Shirts for their Unit's Achievers.**

**ROAR**  
*Shirt Promotion*  
**March**  
**Challenge**

Beauty Consultants, earn  
your Glitzy  
Fortenberry Slate  
Area T-Shirt!



How to Achieve:

- #1~ Be A Star Consultant  
With a minimum 1,200psp in  
March
- #2~ 1 New Personal Recruit  
with 350psp AND a minimum of  
800psp in March
- #3~ 1,800psp Personal  
Production in March

Hear our **ROAR!**



*Reaching Over & Above Reality*



**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: \_\_\_\_\_

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

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

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

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

Email ID \_\_\_\_\_

Comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# Inner Circle Participants

## March-August Contest

Name	Months Completed					
	MAR	APR	MAY	JUN	JUL	AUG
Aimi Amirah Adanan						
Aieda Hartim Abdullah						
Aisah Hawa Ahmad						
Aishah Binti Khairudin						
Amalina Bt Shuhaimi						
Amirah Bt Shuhaimi						
Anim Zalina Azizan						
Anita Alias						
Ardwati Bt Ibrahim						
Asnorasoleha Mohd Hayat						
Atiyah Bt Ismail						
Azi Faslinda Bt Esa						
Azlina Jaafar						
Azmar Abd Rahim						
Chan Leng Aai						
Che Nor Hasyati						
Dalia Bt Najib						
Dewi Erda Sofia Bt Radin Amir						
Faizah Khairudin						
Farrah Ellya Farressa						
Fauziah Bt Dazlan						
Fazilah Anum Bt Muhammad Zamani						
Fordelen Bt Ammat						
Haidah Bt Rolsy						
Haslinda Bt Hassan						
Haslinda Sulaiman						
Hasnita Hussain						
Ida Syafinaz Ibrahim						
Ieza Abd Gani						
Intan Jufflisa Alias						
Ismaliza Bt Ismail						
Issy Aryani Bt Alias						
Jennifer Boh Sze Ching						
Kamissantirafika Bt Mohd Alib						
Khairina Kamaludin						
Latifah Bt Abdullah						
Mariyam Ishak						
Maslina Bt Mahadi						
Maznah Md Zin						
Melanie de Souza						
Mellisa Ong Ai Ling						
Nabila MD Tahir						
Nafisah Omar						
Nanita Yusof						

Name	Months Completed					
	MAR	APR	MAY	JUN	JUL	AUG
Nik Nur Fadhlin Sakina						
Noha Md Supiah						
Nohafidzah Mohd Ali (Feexa Nicoll)						
Noor Asmalineey Bt Anuar						
Noor Fazillah Mohd Zin						
Noor Shahira Izzati Bt Shafawi						
Noor Zaherah Abu Bakar						
Noora Abdul Shukor						
Noorizan Ab Rashid						
Nor Atikah Zainal						
Nor Azlinda Ahmad						
Nor Faizah Bt Othman						
Nor Hazwani Bt Abu Haiyan						
Nor Lizawati Thukkiran						
Nor Muniza Bt Murat						
Nor Shazuin Fathim Bt Md Salim						
Noradilah Ismail						
Noraishah Bt Aminudin						
Noraishah Idris						
Noraniza Bt Mohtar						
Norasmira Bt Inon						
Norazlina Yaalob						
Norfazilah Bt Hinin						
Norfiza Mahput						
Norjahirah Amirah Jamali						
Norlensahadah Bt Hasni						
Norlien Idayu Muhammad						
Norliza Mohmad Don						
Normie Binti Hanafiah						
Norsiwati Othman						
Nruhana Bt Mohamed						
Nur Azilla Zainuddin						
Nur Azimah Bt Mohd Zuki						
Nur Diyana Madzlan						
Nur Farahiyah Bt Abd Aziz						
Nur Hazira Ibrahim						
Nur Insyirah Bt Zulketi						
Nur Saadah Bt Saadan						
Nur Sabarina Rozaki						
Nurhafiza Md Yusoff						
Nurul Afifah						





# 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.

Email to [pamnsdoffice@gmail.com](mailto:pamnsdoffice@gmail.com) or complete on-line at [www.pamslate.com](http://www.pamslate.com)

# Inner Circle Form

<b>Elite:</b>	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
<b>Upper:</b>	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
<b>Inner:</b>	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!!*

*Nurul Sharon Lewis ~ 11 yrs*

*Nafisah Omar ~ 6 yrs*

*Hasnah M Daud &*

*Salamiah Abd Latip ~ 5 yrs*

*Nadiatul Syahirah Bt Seman ~ 3 yrs*

*Farrah Ellya Farressa &*

*Haidah Bt Rosly ~ 2 yr*

*Happy Unit Anniversary!!*

*Nor Azlinda Bt Ahmad ~ 7 yrs*

*WanMaizawati Bt Wan Nong ~ 1 yr*



*Happy March Birthday!!*

*Nor Haslinda Suat ~ 5th*

*Hasnah M. Daud ~ 14th*

*Jumirdah Bt Bahtiar ~ 19th*

