



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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WEBSITE!! www.pamslate.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
April 1, 2014 —
August 1, 2014

For EXISTING Directors

When you Offspring
2 NEW
Directors!
April 1, 2014 —
August 1, 2014



*Designs May Vary

***Must Complete DIQ by July 31, 2014 and Debut Aug. 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: April—August
 To be recognized by your National!!**

**Second Line:
 (note same as above)**

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

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

2014 Contest April - 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

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

ROAR

Shirt Promotion
February & March
Challenge

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



How to Achieve:
February AND March have
20,000 personal production
Each Month

OR

February AND March have
1 New Personal Recruit
with 80,000 production
Each Month

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: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

IBC Name: _____

Email ID _____

Comments: _____

Inner Circle Participants

April - July Contest

Complete 3 of 4 Months

Name

Months Completed

Apr May Jun Jul

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.

Inner Circle Participants Special February & March Contest Complete Both Months

Name	Months Completed	
	Feb	Mar
Elizabeth Fernandez		
Maria Tzarina Saldana	I	
Myrna Chua	U	
Bernadette Diza		
Ma. Larcidita Pascual		
Anna Liza Florento		
Hyacinth Pearl Vicencio	I	
Maribel Dayrit	I	
Mary Grace Alcazar	E	
Janice Flores		
Maria Teresa Basas		
Raquel Dela Cuesta		
Maria Linda Perez		
Remedios Galanran		
Roseann Reyes	U	
Teresa Gutierrez	I	
Alicia Basiba	I	
Danilo Pediriso		
Marites Ceña	E	
Minerva Ruiz	E	
Gayle Guerrero	E	

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.

Special Note:
Please send in
March Inner Circle Totals by
March 25th!
Pam leaves April 1st for PH!!

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: April—July compete All 4 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), www.pamslate.com)

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: _____

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

Totals For Month:

Retail Sales _____

Selling Appt. _____

Interviews _____

Wholesale Order _____

New Recruits _____

Appt. on Books _____

Philippine Area on the Go!

Happy Anniversary!!

Elenor Hao ~ 2 yrs

Minerva Ruiz ~ 1 yr



Happy March

Birthday!!

Olivia Pambid ~ 16th

Josie Riordan ~ 21st

Melany Banto ~ 24th

