



Pam Fortenberry-Slate
Global Sr. National Sales Director

Fortenberry-Slate National Area

2014 March 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 & Office - pamnsdoffice@gmail.com
Skype: [pam_fortenberry_slate](https://www.skype.com/name/pam_fortenberry_slate)
WEBSITE!! 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!

**Congratulations
February 2014
\$ 500 Bonus Achievers!!**

**Lisa Zimmerman
Lisa Warrington
Stephanie Lenard
Shawn Lamb**



Look Who is Attending Career Conference!!

Glendale, AZ

Lisa Warrington Unit ~ 3

Indianapolis, IN

Stephanie Lenard Unit ~ 1

Novi, MI

Shawn Lamb Unit ~ 17

Stephanie Lenard Unit ~ 27

Julie Metz ~ 7

Lisa Zimmerman Unit ~ 12

Charlotte, NC I

Patsy Matthews Unit ~ 2

Charlotte, NC II

Pam Fortenberry-Slate Unit ~ 1

Rochester NY

Michele Ramirez Unit ~ 1

Lancaster, PA

Cathy Breslin Unit ~ 3

Montanna Elliott Unit ~ 2

Ann Alexis-Hamilton Unit ~ 4

Pam Fortenberry-Slate Unit ~ 1

Michele Ramirez Unit ~ 3

Tacoma, WA

Lisa Warrington Unit ~ 2

WIN a Weekend Getaway With 4 NSDS at Myrtle Beach!!

Girlfriend Beach Getaway!

Gold Medal Achiever!!

Lisa Zimmerman

Weekend Achiever!!

Stephanie Lenard

On ~Target Achievers!!

Emily Dykstra~ L. Zimmerman Unit

Kayla Lovely~ S. Lamb Unit



Room provided. Meals provided include: Kick off dinner Friday night, Saturday lunch and Gold Medal dinner (if earned). Transportation is personal responsibility.



Classes, Shopping & FUN!!!

SPECIAL GOLD MEDAL DINNER ON SATURDAY NIGHT
FOR THOSE WHO EARN THEIR GOLD MEDAL!



Pat Fortenberry
EENSDE



**Pamela
Fortenberry-Slate**
SNSD



Donna Meixsell
NSD



**Somer
Fortenberry**
NSD

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!!

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



National Sales Director

Rhonda Fraczkowski



Senior National Sales Director

Scarlett Walker-Simpson



Senior National Sales Director

Pam Fortenberry-Slate



National Sales Director

Cheryl Fulcher

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

~~~pictures coming soon~~~

*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!**

- CATHY BRESLIN**
- SHAWN LAMB**
- STEPHANIE LENARD**
- JULIE METZ**
- 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. _____ |
| 5. _____  | 20. _____ |
| 6. _____  | 21. _____ |
| 7. _____  | 22. _____ |
| 8. _____  | 23. _____ |
| 9. _____  | 24. _____ |
| 10. _____ | 25. _____ |
| 11. _____ | 26. _____ |
| 12. _____ | 27. _____ |
| 13. _____ | 28. _____ |
| 14. _____ | 29. _____ |
| 15. _____ | 30. _____ |

- |                        |           |
|------------------------|-----------|
| 31. _____              | 41. _____ |
| 32. _____              | 42. _____ |
| 33. _____              | 43. _____ |
| 34. _____              | 44. _____ |
| 35. _____ <sup>3</sup> | 45. _____ |
| 6. _____               | 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)



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

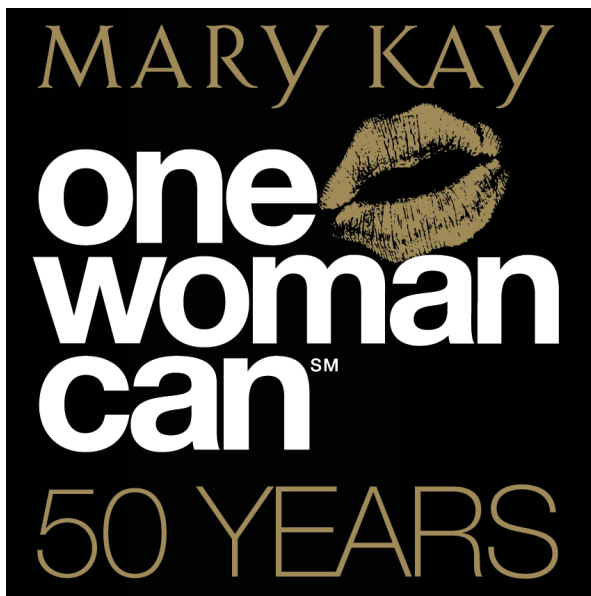
**Earn a Fabulous Gift**

**from Pam!!**

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

**or has 3 New Recruits**

**by March 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 II~  
Star Sales Directors**



Stephanie Lenard  
13 Stars/Ruby Level



Shawn Lamb  
11 Stars/Ruby Level



Lisa Zimmerman  
5 Stars  
Sapphire Level

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



Stephanie Lenard  
33 Stars  
OT Ruby Star  
Director



Shawn Lamb  
20 Stars  
OT Ruby Star  
Director

## Quarter III Ending March 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- February 28, 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. Brenda Lab          | S Lamb Unit              | \$13,851.00 |
| 2. Lauri Wootton       | P Fortenberry-Slate Unit | \$13,808.00 |
| 3. Janet Vater         | C Breslin Unit           | \$13,489.50 |
| 4. Joanne Devine       | Julie Metz Unit          | \$12,781.00 |
| 5. Lindsey Jones       | S Lenard Unit            | \$11,335.50 |
| 6. Anne Pickering      | S Lenard Unit            | \$11,302.00 |
| 7. Melissa Davis       | L Warrington Unit        | \$11,092.50 |
| 8. Cristalinda Conklin | S Lamb Unit              | \$10,914.00 |
| 9. Amber Meyers        | S Lamb Unit              | \$10,752.00 |
| 10. Kylie Rush         | S Lenard Unit            | \$10,592.50 |
| 11. Jenifer McClain    | S Lenard Unit            | \$10,535.00 |
| 12. Cindy Santure      | S Lenard Unit            | \$10,440.00 |
| 13. Dawn Gross         | S Lamb Unit              | \$10,392.00 |
| 14. Denelle Vitous     | Julie Metz Unit          | \$10,264.00 |
| 15. Erin Kaufman       | M Elliott Unit           | \$10,032.00 |

## Director & Consultant Court of Sharing

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

| Name                   | Parent Unit Name  | Seminar Commission | QTM |
|------------------------|-------------------|--------------------|-----|
| 1. Brenda Lab          | Shawn Lamb Unit   | \$1,067.96         | 3   |
| 2. Kylie Rush          | S Lenard Unit     | \$735.38           | 4   |
| 3. Kristin Henson      | S Lenard Unit     | \$272.88           | 3   |
| 4. Cristalinda Conklin | Shawn Lamb Unit   | \$241.03           | 3   |
| 5. Audrey Gross        | Shawn Lamb Unit   | \$192.35           | 3   |
| 6. Courtnei            | M Ramirez Unit    | \$191.98           | 2   |
| 7. Linsey Anderson     | M Elliott Unit    | \$170.70           | 1   |
| 8. Joanne Devine       | Julie Metz Unit   | \$166.72           | 3   |
| 9. Theresa Dennis      | S Lenard Unit     | \$163.46           | 2   |
| 10. Lauren Turssline   | M Elliott Unit    | \$148.72           | 1   |
| 11. Chelsea Warrington | L Warrington Unit | \$135.74           | 1   |
| 12. Mallory Hebert     | S Lenard Unit     | \$122.56           | 1   |
| 13. Lindsey Jones      | S Lenard Unit     | \$118.74           | 1   |
| 14. Dawn Gross         | Shawn Lamb Unit   | \$116.22           | 1   |
| 15. Ashley Neelis      | S Lenard Unit     | \$114.76           | 1   |





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

## November - February Contest

| Name                | Level | Months Completed |     |     |     |  | Name       | Level | Months Completed |     |     |     |  |
|---------------------|-------|------------------|-----|-----|-----|--|------------|-------|------------------|-----|-----|-----|--|
|                     |       | Nov              | Dec | Jan | Feb |  |            |       | Nov              | Dec | Jan | Feb |  |
| Julie Metz          | Upper |                  |     |     |     |  | Shawn Lamb |       |                  | I   |     |     |  |
| Joanne Devine       | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Denelle Vitous      | Inner |                  | I   | I   |     |  |            |       |                  |     |     |     |  |
| Lisa Zimmerman      | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Karyz Figueroa      | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Zaskia Bonano       | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Cathy Breslin       | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Janet Vater         | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Wendy Werner        | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Dorothy Nunberg     | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Dayna Nunberg       | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Patsy Matthews      | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Susan Grice         | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Lynda Polinski      | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Stephanie Lenard    | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Tamara Thomas       | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Lisa Warrington     | Elite |                  |     | I   | U   |  |            |       |                  |     |     |     |  |
| Melissa Davis       | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Jenifer McClain     | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Kristin Henson      | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Emily Dykstra       | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Lupe Dominguez      | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Cindy Jaye          | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Dawn Gross          | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Lauren Moore        | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Michelle Coper      | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Tamara Thomas       | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Cristalinda Conklin | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Ashley Neelis       | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Nancy Mills         | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Leah Schaberg       | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Chelsea Dick        | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Sindy Santure       | Inner |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Nichole Hawkins     | Elite |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Brenda Lab          | Upper |                  |     |     |     |  |            |       |                  |     |     |     |  |
| Lori Layne          |       |                  |     | U   |     |  |            |       |                  |     |     |     |  |

**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.**