



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

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**

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. _____ 3 | 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

Fortenberry-Slate Area Director's Monthly Challenge!

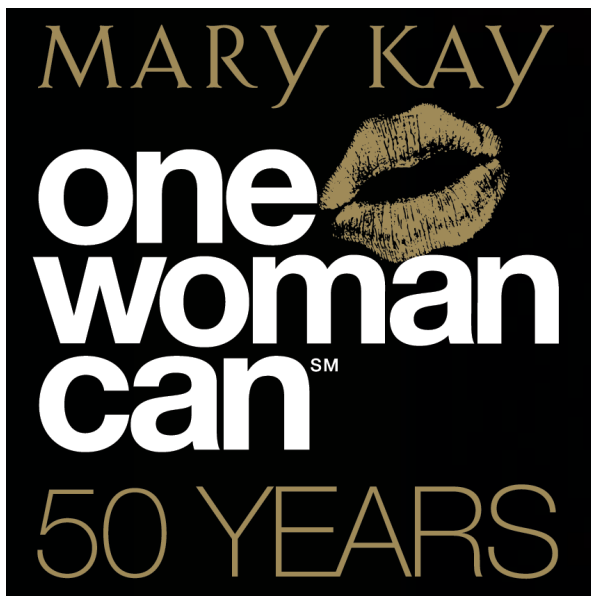
Earn a Fabulous Gift

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

★	Sapphire:5 Stars	\$300 Bonus	★
★	Ruby:10 Stars	\$400 Bonus	★
★	Diamond:15 Stars	\$500 Bonus	★
★	Emerald:20 Stars	\$600 Bonus	★

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		Months Completed							Name		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

Complete on-line at www.pamslate.com

These forms must be received to be awarded the prize.