



# *Pams Positive Stars* *Unit Newsletter* ★

Pam Fortenberry-Slate  
Senior National Sales Director

May Results

June 2012

# JUNE



# NEWSLETTER

**Unit  
Goals**

**This Month**

\$30,000 Wholesale

20 New Consultants each month Mar., Apr., May & June!

**Seminar 2012**

\$600,000 Retail

# Welcome New Consultants!!!

*Congratulations  
on your decision to become an  
Independent Business Woman!!*

## Welcome New Consultant!!



New Consultant: From	Introduced by:
Tara Orsini	Montanna Elliott
Perryville, MD	

### Happy Anniversary in July      Years

P. Fortenberry-Slate	23
Catharine M. Drewry	11
Mary Ann S. Parker	7
Carla C. Schultz	7
Elaine Brayboy	5
Mar y Sol Weston	3
Karen A. Bomgardner	3
Tracy L. Linderman	2
Maria Mel A. Acebedo	1
Joyce E. Westbrook	1
Kari M. Carter	1

### Happy Birthday In July      Day

Megan K. Conlin	2
Connie M. Montana	3
Lynda M. Bruner	6
Lisa M. Deerfoot	6
Flor Murillo	8
Krista Lichtenberg	12
Claudia Nimmo	12
Michelle Stagg	17
Esther S. Sanchez	21
Amanda C. Vaughan	21
M. Guevarra	22
Ashley Peedin	22
Mary S. Raby	27
Ma.Luisa Mamaid	31

# Recruiters and Their Teams

## Team Leaders

### **Recruiter: Maribel G. Dizon**

Maria Pineda  
Alicia B. Silverio  
Cecilia Villamin  
Evelina Concepcion  
David M. Ortiz  
Irene Uminga  
# Maria Mel A. Acebedo  
# Rosemary T. Dorado  
# Virginia Kides  
# Nida Prado  
# Delia Realizan  
# Teresa V. Sarza

### **Recruiter: Mary Lou Miller**

Rita Deeny  
Theresa M. Emery  
Teresa Flowe  
Linda N. Polinski  
Kimberly S. Small  
Sheri G. Blankenship

## **Star Team Builder**

### **Recruiter: Montanna M. Elliott**

Samantha R. Pennell  
Angela M. Rhodes  
Mar y Sol Weston  
\* Lori A. Griest  
\* Tara Orsini  
# Amanda C. Vaughan  
# Krista Lichtenberg  
# Lynda M. Bruner  
# Joyce E. Westbrook  
# Martina J. Cox



## Senior Consultant

### **Recruiter: Deborah Harbin**

Lisa Warrington  
Sheryl A. Sellers  
\* Ella N. Fales  
# Kelly E. Buskirk  
# Katrina Moerk  
# Ruby L. Yarbrough

### **Recruiter: Lori Burrell**

Karen A. Bomgardner  
Kasey DeLancy  
\* Ashley Peedin  
\* Misty Baylis  
# Elyssa Chasteen  
# Ann C. Milton  
# Eneyda Petatan

### **Recruiter: Deborah Hudson**

Tracie A. Engelman  
Michelle Cantrell  
\* Christine Martin  
# Christine Jerscheid  
# Jennifer M. Lammey

### **Recruiter: Sarah J. Main**

Brett N. Hastings  
\* Tracy L. Linderman  
\* Susan R. Guler  
\* Kelly S. Dietrich  
# Casie J. Garver  
# Lauren E. Wissler  
# Kathryn F Mammarella  
# Jessica L. Craig

### **Recruiter: Maria Pineda**

Shirley Gomez  
# Beverly C. Mangahas

## Senior Consultant

### **Recruiter: Kysha D. Hall**

Marjie Gaspar  
\* Nicole Ryman  
# Megan K. Conlin

### **Recruiter: Sheri G. Blankenship**

Mary S. Raby  
\* M. Summers-Hill  
# Teresa M. Davis  
# Jennifer L. Carroll  
# Kari M. Carter

### **Recruiter: Betty R. Miller**

Diane M. Williams  
\* Willie J. Guest

### **Recruiter: Brandy L. Kreider**

Sarah J. Main

### **Recruiter: Leslie McCormick**

Elaine Brayboy

### **Recruiter: Hayley Hamilton**

Malissa Mocsari

### **Recruiter: Linda Thomas**

Bobbi Acee

### **Recruiter: Lauri Wootton**

Cherie Hyde

### **Recruiter: Michelle P. Miller**

\* Michelle Stagg

### **Recruiter: Susan L. Petterson-Chunn**

Siobhan C. Alvarez

### **Recruiter: Tammy Pratt de Ortiz**

Michelle P. Miller

### **Recruiter: Jillian L. Dorwart**

Martha Morales

### **Recruiter: Chasidy Garvey**

\* Pam Huss

### **Recruiter: Leslie McCormick**

Elaine Brayboy

### **Recruiter: Michelle Dawkins**

Marilyn Lynch

**Join the Red Club! Be a Star Team Builder!**

# Financial Independence May Results

## Wholesale Court

Name	Amount
Lori Burrell	\$1,202.50
Lauri Wootton	\$716.00
Mary Lou Miller	\$643.25
Montanna M. Elliott	\$496.75
Samantha R. Pennell	\$455.50
Rita A. Deeny	\$406.25
Sarah J. Main	\$405.75
Brandy L. Kreider	\$295.75
Mar y Sol Weston	\$294.25
S. Petterson-Chunn	\$288.00
Maria Pineda	\$270.00
Betty R. Miller	\$243.00
Brett N. Hastings	\$226.25
Sherrie M. Shaw	\$215.25
Kysha D. Hall	\$211.75
Deborah L. Hudson	\$211.50
Angela M. Rhodes	\$208.75
Beth J. Krause	\$205.75
Shirley Gomez	\$204.50
Barbara A. Acee	\$203.75
Teresa Flowe	\$202.75
Alicia B. Silverio	\$201.25
David M. Ortiz	\$200.25
Elaine Brayboy	\$200.00
Michelle E. Dawkins	\$180.25
Allyson M. McCormick	\$111.50
Linda K. Thomas	\$60.00
Kristy Metz	\$18.00



# Lori Burrell



**May  
Queen of  
Wholesale  
\$1,202.50**

## Recruiting Court

Montanna Elliott	<b>1</b>
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## Love Checks

### 9% Recruiter Commission Level

Mary Lou Miller      Maribel Dizon

### 4% Recruiter Commission Level

Montanna M. Elliott

Brandy L. Kreider

Sarah J. Main

Maria Pineda

Linda K. Thomas

Leslie L. McCormick

# Year to Date Success

## July 1st, 2011- May 30th, 2012

### Personal Retail Sales

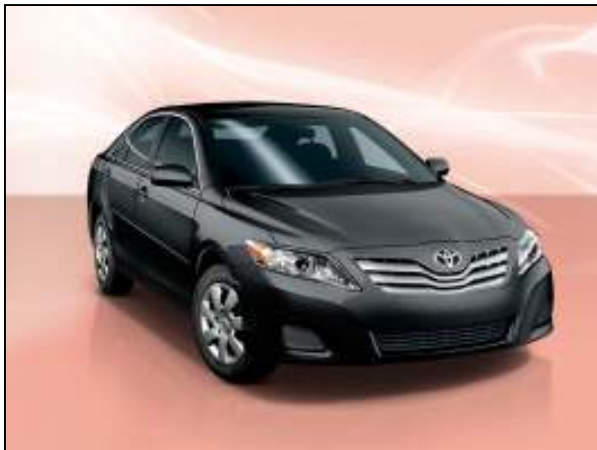
<b>1. Lauri Wootton</b>	<b>\$15,894.00</b>
2. Sarah J. Main	\$12,187.50
3. Lori Burrell	\$9,537.00
4. Maria Pineda	\$7,111.00
5. Liberty A. Jones	\$5,554.00
6. S. Petterson-Chunn	\$4,629.00
7. Montanna M. Elliott	\$4,003.00
8. Shirley Gomez	\$4,086.00
9. Dawn W. Hicks	\$3,917.00
10 Michelle E. Dawkins	\$3,580.00

### Personal Court of Sharing

<b>1. Maribel G. Dizon</b>	<b>3</b>	<b>\$219.65</b>
2. Kathleen M. Jones	1	\$97.30
3. P. Fortenberry-Slate	1	\$78.00
4. Mary Lou Miller	1	\$73.30
5. Lori Burrell	2	\$48.19
6. Shirley Gomez	1	\$32.16
7. Montanna M. Elliott	1	\$26.88

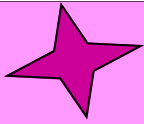


# Driving the Dream!



## Toyota Camry





# Reaching for the STARS!

## Quarter 4 March. 16th - June 15th, 2012



Star Consultants earn profit, product and wonderful prizes!

Consultant Name		-- Wholesale Production Needed --				
		Sapphire	Ruby	Diamond	Emerald	Pearl
LAURI WOOTTON	\$2,284.00	STAR	\$116.00	\$716.00	\$1,316.00	\$2,516.00
LORI BURRELL	\$1,810.25	STAR	\$589.75	\$1,189.75	\$1,789.75	\$2,989.75
MONTANNA ELLIOTT	\$1,416.00	\$384.00	\$984.00	\$1,584.00	\$2,184.00	\$3,384.00
MARIA PINEDA	\$1,170.25	\$629.75	\$1,229.75	\$1,829.75	\$2,429.75	\$3,629.75
SUSAN PETTERSON-CHUNN	\$1,122.50	\$677.50	\$1,277.50	\$1,877.50	\$2,477.50	\$3,677.50
RITA DEENY	\$814.50	\$985.50	\$1,585.50	\$2,185.50	\$2,785.50	\$3,985.50
DAVID ORTIZ	\$741.75	\$1,058.25	\$1,658.25	\$2,258.25	\$2,858.25	\$4,058.25
CHRISTINA REEDER	\$676.25	\$1,123.75	\$1,723.75	\$2,323.75	\$2,923.75	\$4,123.75
MARY LOU MILLER	\$643.25	\$1,156.75	\$1,756.75	\$2,356.75	\$2,956.75	\$4,156.75
SARAH MAIN	\$627.75	\$1,172.25	\$1,772.25	\$2,372.25	\$2,972.25	\$4,172.25
MICHELLE DAWKINS	\$545.75	\$1,254.25	\$1,854.25	\$2,454.25	\$3,054.25	\$4,254.25
MARY BUSCH	\$531.50	\$1,268.50	\$1,868.50	\$2,468.50	\$3,068.50	\$4,268.50
KIMBERLY SMALL	\$506.50	\$1,293.50	\$1,893.50	\$2,493.50	\$3,093.50	\$4,293.50
KYSHA HALL	\$478.50	\$1,321.50	\$1,921.50	\$2,521.50	\$3,121.50	\$4,321.50
ALICIA SILVERIO	\$464.25	\$1,335.75	\$1,935.75	\$2,535.75	\$3,135.75	\$4,335.75
SAMANTHA PENNELL	\$455.50	\$1,344.50	\$1,944.50	\$2,544.50	\$3,144.50	\$4,344.50
BETTY MILLER	\$444.50	\$1,355.50	\$1,955.50	\$2,555.50	\$3,155.50	\$4,355.50

**Stars earn great prizes!!**

Unit Goal ~

10 Star  
Consultants  
**Pick  
Your  
Prize!**



# 2011 & 2012 Consistency Club~

Italian inspired Baci  
add-a-bead bracelet!



Complete two months w/s challenge &

earn your bracelet and first bead!

*March, April, May & June  
BONUS!!!*

*1 bead for every  
\$200 w/s you order*

*when you are consistent!!*

**Join the Club.**

**When you order 200 w/s two months in a row**

**First earn the bracelet & 1 bead.**

**Then for every 2 months of consistency earn another bead!**

# 2011-2012 Consistency Club~ Italian inspired Baci add-a-bead bracelet!

**baci**  
BEADS



## **Congratulations to our March - April Consistency Achievers**

**LAURI WOOTTON—19**

**SUE P-CHUNN—5**

**RITA DEENY-\*2**

**SARA MAIN—11**

**DAVID ORTIZ—\*1**

**LORI BURRELL-\*1**

**MARIA PINEDA—3**

**\* = NEW BRACELET ACHIEVER**

**# = TOTAL CHARMS ACHIEVED TO DATE**







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 Career Conference! 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: Mar., Apr. May & June (complete 3 out of 4 months)

Cost: \$10.00 or Free when you've **completed** previous 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 your National Sales Director.**

**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: (pfortenberry@ec.rr.com), Fax: (866-334-5342) or Mail: 7503 Jonquil Court Wilmington, NC. 28409)

# 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 \_\_\_\_\_



Fortenberry-Slate  
National Area  
is . . .



Senior National Sales Director  
Pam Fortenberry-Slate



*Having a  
50 Star  
Explosion!!*

**Special 50 Star Promotion!!**  
**May 12th ~ June 15th, 2012**

Independent Beauty Consultants and Sales Directors  
Be a Star Consultant by June 15th

NSD Pam Fortenberry-Slate is awarding **FOUR**  
**\$50 Cash Prizes** when we reach **50 Area Star Consultants!!**

Be a star = 1 Entry

Be a star by May 30th, 2012 = 5 Entries

\*If you are a Star—Reach the next level to be entered!



Fortenberry-Slate  
National Area  
is . . .



Senior National Sales Director  
Pam Fortenberry-Slate

*Having a  
50 Appointment  
Explosion!!*



**Special 50 Appointment  
Promotion!!**

**Independent Beauty Consultants and Sales Directors**

**Book 50 Mary Kay Appointments**

by **Seminar 2012** to be held by **September 15th.**

**Receive a great prize on our area awards night stage from  
NSD Pam Fortenberry-Slate!**