



# Pam's Positive Stars Unit Newsletter

Pam Fortenberry-Slate  
Senior National Sales Director

November Results

December 2013

## DECEMBER

Dear Pam's Positive Stars,

The magic of the Holidays is a wonderful time. Time spent with family, friends and reaching out to those around us. As we near Christmas keep some pre-wrapped gifts on hand. You may even want to carry them in the car with you. Many people will be looking for the one "little something". By having cute pre-wrapped gifts available not only will you be sharing the holiday cheer, you will be helping your friends and neighbors. Then in return you will have a warm feeling in your heart and be closer to that debt free holiday! **Don't forget** to **receive products** from **Mary Kay** before Christmas you must have your orders in **no later** than **TODAY DECEMBER 13th!**  
**MERRY CHRISTMAS!!**



I am so excited and proud to be your Sales Director and National.  
Love,  
Pam

## NEWSLETTER

**Unit  
Goals**

**This Month**

\$14,000 Wholesale

**Seminar 2014**

\$600,000 Retail

10 New Consultants Each Month! Who will DARE to Share?

# Welcome to Pam's Positive Stars Unit!!!

## Welcome New Consultants!!

New Consultant:	From	Introduced by:
Moyah Debra Jennings	Houston, TX	Sheryl Sellers
Bonnie Susan Stubblefield	San Antonio, TX	Linda Lafferty

**From Executive National Sales Director Gloria Mayfield Banks**

Throughout my career I have seen many Consultants come and go because they felt they needed to find a "REAL" Job. Why do some people think that Mary Kay is Not a "REAL" job? Doe working 10-40+ hours, and still making the same amount of money classify? How about getting up very early, taking a shower and leaving your house every day? What about putting your kids in daycare– Doe that make it a "REAL" Job? How about having to schedule vacation time a year in advance? Or having to explain to your supervisor that you need a day off? Maybe that is what makes it a "REAL" Job. Maybe you need to be working for someone else, have to report to someone else and let them decide you deserve a raise.

Let's pretend for a moment...What if we apply "REAL" job guidelines to your Mary Kay business. Just imagine if you devoted 20 hours per week of complete and total focus doing your Mary Kay job well? What if you set your own goal and always did today's work today instead of waiting until you felt like it? Imagine the possibilities-if you actually took the steps necessary to promote yourself. You owe it to yourself to make Mary Kay a "REAL" Job even if it's just part time. Why would you give more time and commitment to someone else's business than you would work your own? Do you really want to work for someone else forever? Wouldn't you prefer to work 20 hours, but get paid like you worked 40? Would you like to be your own boss? Would you like to plan your hours each week to work within your families schedule? What if you could take an extra

day off one week, and then work an extra 2 hours each day for the next week to make up for it? Do you have this type of freedom with your "REAL" Job? If you feel like you have "tried Mary Kay" and its not working for you try asking yourself some questions

1. IF someone with my MK work habits worked for me, would I continue to pay them or reward them?
2. Am I consistent in my efforts?
3. Do I make calls when I need to make them- no matter what?
4. Do I place orders in a timely manner to keep my "store" stocked with the hottest, most up to date products?
5. Do I give great customer service-going over and above what the customer expects?
6. Do I follow up all leads and potential recruits quickly and professionally?
7. Do I work with my director on accountability and turn in my weekly accomplishment sheets?
8. Do I attend meetings and events in my area?

If you have answered any of these questions with a "NO," perhaps this is an opportunity to change your ways and make new goals for your business. Make it a point to treat your Mary Kay business. Make it a point to treat your Mary Kay business like a "REAL" Job– **You will earn REAL Money, REAL cars, REAL prizes, and see REAL changes in your life.**

# Recruiters and Their Teams

## Senior Consultants:

### Recruiter: Mary Lou Miller

Linda N. Polinski  
Teresa Flowe

- \* Theresa M. Emery
- \* Kimberly S. Small
- \* Sheri G. Blankenship

### Recruiter: Laurie Gissy

Tammy Phenicie  
Elizabeth Wilkins

- \* Deborah B. North
- \* Sharon Johnson
- \* Beverly Rusnell

### Recruiter: Dawn W. Hicks

Becky Collier

- \* Susan S. Wall
- \* Martha D. Wilkie
- \* Angela G. Aiken
- # Robin M. Camp
- # Emily Sue Temple

### Recruiter: Tammy Pratt de Ortiz

Chasidy Garvey

- \* Rhonda Morales
- \* Pamlea Huss
- # Kimberly Grice

### Recruiter: Maria Pineda

Shirley Gomez

### Recruiter: Deborah L. Hudson

Tracie A. Engelman

- \* Michelle Cantrell
- # Jennifer M. Lammey

## Senior Consultants

### Recruiter: Betty R. Miller

Diane M. Williams

### Recruiter: Brandy L. Kreider

Sarah J. Main

### Recruiter: Kysha D. Hall

Megan K. Conlin  
Nicole R. Eyman

- \* Marjie Gaspar
- \* Melissa E. Strudgeon

### Recruiter: Lori Burrell

Kasey DeLancy  
Karen A. Bomgardner

- \* Lulane Chasteen
- # Renee S. Parrish

### Recruiter: Josefa Ndinofina

Andreza Ndinofina

- \* Tania Christie

### Recruiter: Maribel G. Dizon

Maria Pineda  
Alicia B. Silverio

- # David M. Ortiz
- # Cecilia Villamin

### Recruiter: Sarah J. Main

Melissa K. Lehman

- \* Tracy L. Linderman
- # Kelly S. Dietrich
- \* Susan R. Guler

### Recruiter: Susan L. Petterson-Chunn

Jey Solis

Michelle Miller

### Recruiter: Valerie Rodriguez

Janis Peel

### Recruiter: Lauri Wootton

Cherie W. Hyde

## Happy Birthday In December

## Day

Kimberly K. Marshall	5
Kimberly J. Grice	6
Melissa K. Lehman	7
Melody Bolin	10
Heather L. Gatta	10
Sandra J. Barrios	11
Maribel G. Dizon	12
Cherie W. Hyde	16
Elizabeth J Giustina	17
Dawn W. Hicks	20
Carol S. Gardner	21
Marjie Gaspar	22
Cecilia Villamin	24
Karen A. Bomgardner	27
Christina R. Reeder	28
Elaine Brayboy	31

*Happy Anniversary!*

**It only takes 3 ~  
Who will they be?**



**Join the Red Club!**

**Be a Star Team Builder!**

## Happy Anniversary in December

## Years

Claudia Nimmo	20
Betty L. Christy	8
Delaney L. Bozich	6
Janis R. Peel	5
Kelly S. Dietrich	4
Sharon E. Whitfield	1

# Financial Independence November Results

## November Wholesale Court

Name	Amount
Lauri Wootton	\$1,044.50
Sarah J. Main	\$878.50
Lori Burrell	\$704.50
Sheryl A. Sellers	\$646.00
Elizabeth J Giustina	\$604.00
Patricia A. Keyes	\$530.75
Tracy M. Flynn	\$414.50
Beth J. Krause	\$327.00
Christina R. Reeder	\$325.50
Cherie W. Hyde	\$312.00
Lisa G. Schoff	\$292.00
Chasidy Garvey	\$282.00
Raylene K. Crosse	\$281.00
Tracie A. Engelman	\$269.75
T. Pratt de Ortiz	\$262.50
Tammy Phenicie	\$260.25
Nicole R. Eyman	\$251.00
Angela L. Ugrotto	\$244.00
Alicia B. Silverio	\$238.50
Michelle P. Miller	\$227.00
Mary Lynn Gentry	\$226.00
Betty R. Miller	\$216.00
Megan E. Butts	\$216.00
Lisa M. Taylor	\$214.25
Mary Lou Miller	\$212.50
Liz Petty	\$210.00
Leslie L. McCormick	\$207.00
Coleen Oddo	\$203.00
Betty L. Christy	\$201.75
Kysha D. Hall	\$200.50
Moyah D. Jennings	\$200.00
Allyson M. McCormick	\$180.00
Valerie A. Rodriguez	\$178.00
Maribel G. Dizon	\$174.50
Malissa A. Mocsari	\$106.00
Teresa Flowe	\$88.50
S. Petterson-Chunn	\$37.00



## Laurie Wootton



November  
Queen of  
Wholesale!

## November Love Checks

**13% Recruiter Commission Level**

**9% Recruiter Commission Level**

**4% Recruiter Commission Level**

Mary Lou Miller	Laurie Gissy
Lauri Wootton	Maribel Dizon
Tammy Pratt de Ortiz	Susan P.—Chunn
Betty Miller	

## November Recruiting Court

Linda Lafferty 1



See YOU at the TOP!!



# *Year to Date Success*

## July 1st, 2013- November 30 th, 2013

### Personal Retail Sales

1 Lauri Wootton	\$9,802.00
2 Sarah J. Main	\$4,971.00
3 Dawn W. Hicks	\$3,137.50
4 Lori Burrell	\$3,011.00
5 Patricia A. Keyes	\$2,964.00
6 Valerie A. Rodriguez	\$2,850.50
7 Elizabeth J Giustina	\$2,633.00
8 Christina R. Reeder	\$2,357.00
9 Pamela C. Huss	\$2,308.50
10 Tracy M. Flynn	\$2,179.50
11 T. Pratt de Ortiz	\$2,123.00
12 Maribel G. Dizon	\$1,984.00
13 Maria Pineda	\$1,930.50
14 Leslie L. McCormick	\$1,804.00
15 Tammy Phenicie	\$1,583.50
16 Linda K. Lafferty	\$1,564.00
17 Barbara A. Acee	\$1,389.50
18 Beth J. Krause	\$1,364.00
19 Mary Lou Miller	\$1,353.00
20 Chasidy Garvey	\$1,334.00

### Personal Court of Sharing

1. Linda Lafferty 1



## Driving the Dream!



# CRUZE 1LT





# Reaching for the STARS!

## Quarter II Sept. 16th - December 15th, 2013



Star Consultants earn profit, product and wonderful prizes!

# UNIT GOAL ~ 10 STAR CONSULTANTS

		-- Wholesale Production Needed --				
Consultant Name		Sapphire	Ruby	Diamond	Emerald	Pearl
Wootton, Lauri	\$3,364.00	0	0	0	236	1436
Main, Sarah J.	\$2,419.00	0	0	581	1181	2381
Burrell, Lori	\$1,033.00	767	1367	1967	2567	3767
Pineda, Maria	\$941.50	858	1458	2058	2658	3858
Keyes, Patricia A.	\$937.25	863	1463	2063	2663	3863
McCormick, Leslie L.	\$935.00	865	1465	2065	2665	3865
Pratt de Ortiz, Tammy	\$766.00	1034	1634	2234	2834	4034
Rodriguez, Valerie A.	\$688.00	1112	1712	2312	2912	4112
Dizon, Maribel G.	\$678.25	1122	1722	2322	2922	4122
Sellers, Sheryl A.	\$646.00	1154	1754	2354	2954	4154
Giustina, Elizabeth J.	\$604.00	1196	1796	2396	2996	4196



# Pick Your Prize!



# Stars earn great prizes!!

# 2014 Consistency Club~

## Color Me Beautiful!!

**Join the Club!**

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

**earn the first piece of the**

**Color Me Beautiful Collection.**

**Then for every 2 months of consistency**

**earn another piece of the collection!**



# 2014 Consistency Club~ Color Me Beautiful!!

Dawn Hicks

Valerie Rodriguez

Sarah Main

Maria Pineda

Leslie McCormick

Patricia Keyes



Achiever~

Lauri Wootton



*Achievers!!*



**1st time achievers**

**recieve this**

**Business Card Holder.**

**2nd time achievers**

**recieve this**

**Check Book Cover.**



**3rd time achievers**

**recieve this**

**Hot Pink Money Bag.**

