



# Fortenberry-Slate National Area

Senior National Sales Director  
Pam Fortenberry-Slate

discover what you  
**LOVE**™

Seminar2014



## Special Information Packet

**Hyatt Regency Hotel**  
Dallas, TX

**July 15 – July 18, 2014**

# Discover What You Love Seminar 2014

**Tuesday, July 15**

**Day 0**

Dress: Professional  
Director Suit and Red  
Jackets Optional

2:00 PM~ 5:00 PM  
Hyatt Regency

**Fortenberry Family Director's Meeting**  
Directors, DIQ's, and Husbands  
*Meeting only ~ Please eat lunch before you arrive*

Dress: Cocktail or  
After Five Party Dress

7:00 PM  
Hyatt Regency

**Fortenberry-Slate/Meixsell Areas  
Top Three Directors with Spouses &  
\$200,000 Achievers &  
#1 Most Improved Director Dinner**

**Wednesday, July 16**

**Day 0**

Dress: Professional  
Director Suit and Red  
Jackets Optional

10:00 AM  
Convention Center  
*(take the official MK bus for  
Free... departs and returns to  
the Hyatt)*

**Packet Pick Up/ Mary Kay Expo/Optional Classes  
Tours start at Noon!**

Dress: Professional

11:30 AM  
Hyatt Lobby

**Lunch at Neiman's**

Dress: After Five

5:30 PM Mingle  
6:00 PM Dinner Begins  
Hyatt Regency

**Fortenberry-Slate & Meixsell  
Area Awards Banquet**

**Thursday, July 17**

**Day 1**

Dress: Professional  
MK Attire

7:00 AM Breakfast  
8:30 AM General Session Begins  
Noon - Luncheon  
All Star Luncheon  
1:45 General Session  
4:15 Director's Meeting  
Convention Center

**Day 1 Seminar Begins**

**Unit/Family Dinners/Free Night**

**Friday, July 18**

**Day 2**

Dress: Professional  
MK Attire

7:30 AM Breakfast  
8:30 AM General Session  
10:00 Classes  
Convention Center  
**11 AM-12 Noon  
Box Lunch Pick up**

**Day 2 Seminar**

2:00 - 3:00 PM  
Convention Center

**Royalty Reception**

Dress: Formal

Dress: Formal

3:00 PM  
Convention Center  
**SEMINAR AWARDS!!**

**Awards Show**  
*(arrive early, expect delays n buses, plan extra  
time...and most of all, don't leave early...  
the ending is the BEST part!)*

**Saturday, July 19**

**Day 3**

Dress: Professional  
MK Attire

9:30 AM  
Convention Center

**Closing Assembly**

**All Fortenberry-Slate Area & Family Activities will be at the Hyatt Regency Hotel**

*"You must be present to Win!"*

## Fortenberry Family Directors Meeting

**Tuesday July 15th, 2014 2:30-5:00 PM**

**WHO ATTENDS:**

1. DIRECTORS/ HUSBANDS
2. D.I.Q.'S/ HUSBANDS

\$10,000 Club  
Top Unit Production  
Top Unit Recruiting  
Top Personal Recruiting

Stairway to the Stars  
New Sales Directors  
DIQ's

## Top 3 Directors Dinner

**WHO ATTENDS:**

Top 3 Directors with Spouses  
All Sales Director - \$200,000 Retail Challenge Achievers with Spouses  
#1 Most Improved Sales Director & Spouse

7:00 PM

## Area Awards Banquet

**Reserved Seating:**

#1 Unit

**Dress:**

After 5  
Theme: ROAR  
Color Theme: Black, Gold & Red

**CONSULTANT RECOGNITION:**

- June/July Medal Winners
- Nieman's Winners
- Inner Circle/Power Start Winners
- Star Consultants
- Four quarter Star Consultants-Seminar Year
- Fortenberry-Slate Area Sales and Recruiting Courts
- New Star Team Builder Debuts
- Top DIQ Recognition

**DIRECTOR RECOGNITION:**

- Star Sales Directors
- TOP 3 UNIT PRODUCTION (Special Recognition & Gifts)
- Fortenberry-Slate Area Courts
  - A. Personal Sales: \$18,000 Retail (Based on Wholesale)
  - B. Personal Recruiting: 12 Recruits
  - C. Unit Recruiting
  - D. Unit Sales \$200,000 Retail Sales
- MISS GO GIVE
- Director Pacesetter Recognition
- Top Three Unit Recruiting
- Highest % of Consultants Attending Seminar
- Future Executive & Executive Senior Sales Director Debut
- New Directors and New Senior Directors 2013-2014 Seminar Year (Bring small gift for all New Directors)

**Rookie of the Year** COURT: Must do an average of \$9,600 Retail Production or more each month you are a Director to be in court! This is a 20% increase over minimum. Most over average is Rookie.

**Top New Unit** COURT: Must have the highest increase. (Less than 2 years as a Director)

**Most Improved Unit** COURT: Must have a 20% increase in retail sales over last year. (2 Full years as a Director)

**Fortenberry-Slate Area Courts**

Sales: Top 3 or All with:

**\$18,000 Retail  
(\$9,000 Wholesale converted)**

Recruiting: Top 3 or All with:

**12 Qualified**

Unit Sales: Top 3 or All with:

**\$200,000 Retail**

## Hotel Information

**WHERE:** HYATT REGENCY HOTEL

**ARRIVAL TIME:** Directors/DIQs be at the Hyatt by 1:00 pm Tuesday July 15th for the Directors Meeting.  
Consultants -Arrive no later than Wednesday Morning (July 16th) to get your packet, enjoy the Expo, tours, Etc...

**HOTEL RESERVATIONS:**

**BOOK ROOMS WITH Pam's Assistant :**

**Email:** [pamnsdoffice@gmail.com](mailto:pamnsdoffice@gmail.com)

See Attached Reservation Form

RATES:	KING (Single Occupancy)	1 TO ROOM \$204.01 INCLUSIVE (\$177.00++)
	KING (Double Occupancy)	2 TO ROOM \$204.01 INCLUSIVE (\$177.00++)
	KING (Triple Occupancy) with a roll away bed	3 TO ROOM \$204.01 INCLUSIVE (\$177.00++)
	DOUBLE BED/Double Occupancy	2 TO ROOM \$204.01 INCLUSIVE (\$177.00++)
	DOUBLE BED/Triple Occupancy	3 TO ROOM \$204.01 INCLUSIVE (\$177.00++)
	DOUBLE BED/Quad Occupancy	4 TO ROOM \$204.01 INCLUSIVE (\$177.00++)
	ROOMS & ROLL-AWAYS ARE	ROLL-AWAYS \$10.00 PER DAY CHARGE
	SUBJECT TO AVAILABILITY	TAX - 15%

### **RESERVATION CUT OFF DATE**

*All reservations must be made online prior to June 15th, 2014.*

### **CHANGES/CANCELLATIONS**

*All changes and cancellations to reservations must be made online via Pam's office.*

*Cancellations—May 6th—June 2nd—\$50 fee*

*Cancellations—June 3rd—June 16th—\$100 fee*

*Cancellations—June 17th or after will forfeit the one (1) night's room & tax deposit collected on June 17, 2014*

*No roommate changes will be accepted at check-in.*

### **DEPOSITS/GUARANTEES**

**DEPOSITS/GUARANTEES:** All online reservations for guestrooms must be guaranteed with a credit card. A non-refundable deposit equal to one (1) night's room and tax will be charged June 17th, 2014. If deposit is unable to be processed the reservation will be cancelled. Cash and check payments cannot be accepted for deposit/guarantees. Cash and checks can be accepted at check-in at the Hotel's Front Desk for payment of room charges. No cash/check payments accepted prior to check-in

### **GUESTROOM CHARGES**

It is understood that each individual attendee will be responsible for room, tax, incidental charges. All cash payments must be paid upon check-in. If a credit card is not used at check-in, an Incidental Deposit of \$40.00 each night will also be required at check-in. The Incidental deposit will be credited to your room account and only used to cover incidental charges posted to your room account. Accounts with Credit Cards must be settled upon checkout.

### **ADDITIONAL NOTES/INFORMATION**

The names of all persons staying in the guestroom must be provided on the online reservation. Each person staying in the room must have the same arrival and departure dates. Bed type is based on availability and will be assigned at check-in. Special requests and ADA needs must be indicated on the online reservation.

# National Event and Food Package

**\$75.00 Sales Directors & DIQ's**

**\$65.00 Consultants**

R.S.V.P. With Money To Pam Fortenberry-Slate By June 30, 2014.

**POST DATED CHECKS WILL BE DEPOSITED ON JULY 1, 2014!**

\*After July 1, 2014 There will be a \$20.00 late charge per person!

\*No refunds after July 1st!!!

Payments can be made by Propay to [pfortenberry@ec.rr.com](mailto:pfortenberry@ec.rr.com)

OR

One Check per Director made out to Pam Fortenberry-Slate can be mailed to:  
Pam F-Slate, 7503 Jonquil Court, Wilmington, NC 28409

## ONLY FOR THOSE WHO NEED RESERVATION HELP

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Email id: \_\_\_\_\_

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

Room: King \_\_\_\_\_ Double (2 Queen Beds) \_\_\_\_\_

Roommates: 1. \_\_\_\_\_ 2. \_\_\_\_\_

3. \_\_\_\_\_

Credit Card #: \_\_\_\_\_ EXP: \_\_\_\_ / \_\_\_\_ Security Code: \_\_\_\_\_