



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 11:00AM**

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 - All Star Luncheon
1:45 General Session
With breakout classes &
a Director's Meeting

Day 1 Seminar Begins

Unit/Family Dinners/Free Night

Friday, July 18

Day 2

Dress: Professional
MK Attire

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

Day 2 Seminar

Dress: Formal

2:00 - 3:00 PM
Convention Center

Royalty Reception

Dress: Formal

3:00 PM
Convention Center
SEMINAR AWARDS!!

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

**Immediately Following
Presidential Suite Hyatt**

**Fortenberry-Slate & Meixsell Area
Royalty Reception**

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

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

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: _____