

# Danforth-Area-Representing-Excellence

November 1st - 3rd - For ALL Area Consultants!

(No optional Tour available)

Doubletree Galleria, Dallas, Texas ...  
 a newly renovated hotel just minutes from  
 The Mary Kay Building, MK Manufacturing,  
 and SW Distribution Center, as well as the Galleria!

**\$99** night/room (1 King or 2 Queens) booked by **YOU**  
**\$145** registration includes 5 meals



**EXECUTIVE NSD  
 STACY JAMES**

is our key-note speaker!

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## **WOW! FIVE NSDs & GREG FRANKLIN!**

**Business Basics Classes  
 & Advanced Education by  
 OUR NSDs, & TOP AREA DIRECTORS**

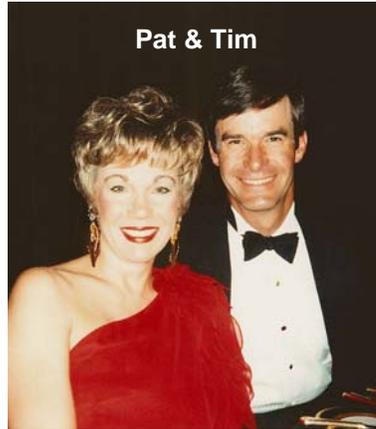
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**Corporate Information by  
 GREG FRANKLIN, VP U.S. SALES**

.....  
**Recognition for OTGAs, DIQs,  
 New Directors, All Directors, All Career  
 Car Levels, (Cadillac Unit March!)  
 Star Consultants,  
 On-Target Seminar Courts and more!**

.....  
**Entertainment provided by  
 AREA DIRECTORS & UNITS**

.....  
**Memories & Relationships for  
 a lifetime ... made by YOU!!!**

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Pat & Tim

*This is our  
 Area's last  
 event... please  
 don't miss it!  
 XO,  
 Pat*

## **Friday - Arrive no later than 3pm Friday**

(to beat rush hour traffic & not miss anything that night!). You will fly to:

**1 of 2 airports: DFW or Love Field.**

"Early Birds" can shop, or lounge at the hotel. You arrange transportation to and from the airport by taxi or

800-258-3826 /

[www.supershuttle.com](http://www.supershuttle.com)

## **Sunday - The program ends at noon.**

Please do not leave the hotel before 1pm. You are welcome to stay all afternoon if you are driving or have a late flight!



### **EENSDE PAT FORTENBERRY**

Began, June 1975; Sales Director, January 1977; National Sales Director, September 1984; Annual Go-Give® Award, 1981; Inner Circle 16 times; Millionaires Club (has earned more than \$9 million in commissions during her Mary Kay business)



### **SrNSDE LINDA McBROOM**

Began, September 1976; Sales Director, March 1978; National Sales Director, August 1992; Monthly Go-Give Award, June 1989; Million-Dollar Sales Director one time; Inner Circle six times; Millionaires Club (has earned more than \$6 million in commissions in her Mary Kay business)



### **SrNSDE SHRILEY OPPENHEIMER**

Began, June 1979; Sales Director, April 1980; National Sales Director, July 1995; Million-Dollar Sales Director one time; Monthly Go-Give Award, February 1988; Millionaires Club (has earned more than \$5 million in commissions with her Mary Kay business)

# Doubletree Galleria Dallas, Texas ...

4099 VALLEY VIEW LANE  
DALLAS, TX 75244

You must reserve your Doubletree Galleria Hotel room yourself.  
\$99/night/room (1 King or 2 Queen Beds) booked by YOU

To reserve your room(s) call Julie Whitten at reservations:  
**(972) 419-7607**  
Identify your **GROUP CODE** as "PAT"



## EXECUTIVE, *INNER CIRCLE*, ENSD STACY JAMES!

Stacy became a Mary Kay Consultant in November, 1981 and debuted as a Director in February, 1983. She debuted as a National Sales Director November, 1994; her NSD theme song is James Brown's "I Feel Good". Stacy's Senior NSD is Jan Harris. Her career before Mary Kay was as an Elementary School Teacher.

Stacy's family includes husband, Brian, and daughters Jennifer, Whitney, and McKenzie. She created and founded Generations of Pink, a Mary Kay Mother - Daughter Christian Conference.

She has many special career achievements; among them breaking the Company Production Record as brand new Director!



She earned her first pink Cadillac in June of 1983, five months after becoming a Sales Director; and has earned and driven a Brand New Pink Cadillac every two years since then.



Stacy has earned Top Director and Unit Club recognition and prizes since 1983; as well as earning 23 luxury international trips to date.

She earned the Company's most esteemed Go-Give Award in 1988. She is an international Leadership trainer for Mary Kay Incorporated and serves on Mary Kay Cosmetics' NSD Advisory Board in Dallas, Texas.



Stacy became a Mary Kay Millionaire National in 1996 and has earned over 6 million dollars in commissions during her Mary Kay career. Her highest monthly commission checks have been over 61,000 in one month.

Stacy currently has 3 Off-Spring National Sales Directors. Mary Pat Raynor, Maricela Becerra de Meza, and Amie Gamboian.

Stacy has been a member of the company's elite Inner Circle of National Sales Directors since 2002.



## GREG FRANKLIN

### VICE PRESIDENT U.S. SALES

Greg started his Mary Kay career in Canada in 1991. He relocated to Dallas in 1994 as Director, Caribbean Operations and in 1995, Greg became the Sales Development Director for the Ruby Seminar. In 1998, he relocated again, to London, England as General Manager of the United Kingdom. In 1999, Greg returned to Dallas as the Vice President of Sales followed by Vice President of U.S. Marketing in 2005. In 2007, he became the Vice President of U.S. Sales.

## EENSDE PAT FORTENBERRY

Independent Elite Executive National Sales Director Emeritus Pat Fortenberry is proof that enthusiasm and a positive attitude can get you to the top. "Excited" seems to be Pat's favorite word.

Pat was excited when she was asked to attend a Mary Kay class; she got excited at Jamboree in 1976; in 1983 she helped her Unit get so excited about reaching the Half-Million-Dollar Circle that they surpassed it and reached the \$800,000 Circle; 1984 was exciting since she debuted as a National Sales Director and her Unit was No. 1 in her Seminar area.



Even Charles, who convinced her to start a Mary Kay career, was excited. "He told me about this lady in his Air Force school who was a new Independent Beauty Consultant," Pat recalls. "He insisted that I go and listen to the marketing plan, and I signed my Independent Beauty Consultant Agreement that day."

From the beginning, Pat knew she had found a first-class company and a portable career. She transported her business from Illinois to Las Vegas and still maintained her career status. "It was really hard to move because leaving my Beauty Consultants and Sales Directors was like leaving family," she says. "But it was a great challenge that taught me a lot about time management."

And referring to the dynamic women she worked with, Pat says, "We all stepped out of our comfort zones on our way to the top in Mary Kay." And that, to Pat, is more exciting than anything.

## SrNSDE LINDA McBROOM

"As I look back, I know that a Mary Kay business can put braces on your children's teeth and it can pay for their college educations, but the most important things cannot be measured in dollars and cents," Independent Senior National Sales Director Emeritus Linda McBroom says.

Linda is referring to what her Mary Kay family meant to her during a very difficult time in her life. When she returned home from Seminar in 1990 as a Million-Dollar Sales Director, her son Chris was diagnosed with a brain tumor.

Linda was overcome by the support and encouragement she received from her Mary Kay sisters and the Company as her son fully recovered. "It was at this point that I realized that I would do my Mary Kay business for free just for the friends and support which have meant so much to me," Linda says.

As for her Mary Kay business accomplishments, Linda points to the Ladder of Success program. "I truly believe that the Star Consultant program is the key to success with a Mary Kay business," Linda says. "I was a Star Consultant every quarter for five years."



Now as an Emeritus, Linda will continue to enjoy the visits of her large, blended family to her home on a private island. And, as she anticipates the future, Linda knows it will include traveling, adding to her Salvador Dali art collection and dabbling in real estate with her favorite dancing partner and husband, Denny.

## SrNSDE SHIRLEY OPPENHEIMER

"As I think back on my journey to Independent National Sales Director status, the word that comes to mind is awesome," Independent Senior National Sales Director Emeritus Shirley Oppenheimer says. "To reach the top of a profession without experiencing burnout is one thing, but to do it without sacrificing my family time, giving up flexibility or ever compromising my ethical standards is another."

As a personnel manager for the Army and Air Force Exchange Service, Shirley was burned out. She worked 10-hour days and missed spending time with her children. She didn't think she had time for anything else in her life, including a Mary Kay business.

But with her husband's encouragement, Shirley signed her Independent Beauty Consultant Agreement. "In three months, I left my job to start my Mary Kay business full time," Shirley recalls. "In only nine months, I became an Independent Sales Director."



When breast cancer threatened to halt her journey to success, Shirley pushed on. "The lessons I learned from Mary Kay Ash on attitude, goal-setting and listening, and being inspired by success stories made it easier for me to get through the challenges in my life," she says.

Today, after surviving 14 surgeries, Shirley stands as a testament to success in more ways than one – as an Independent National Sales Director Emeritus and a breast cancer survivor. "Our momentum was broken from time to time, but that didn't stop us from breaking every belief barrier."