



# INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly Tracking for Women Committed to Becoming a Director and Driving Free!

NAME: \_\_\_\_\_ WEEK OF: \_\_\_\_\_



**\$600+ Minimum in Retail Sales a Week** (\$300+ Weekly Wholesale Order to be tracking STAR, DIQ, & ON-TARGET CAR)

**NON-NEGOTIABLES: 6 New Bookings, 4-6 Guests at Events, \$600 Retail Week, Finish Weekly Checklist**

**1**

## 6 NEW BOOKINGS:

(From Skin Care Parties, Warm Chattering, Referrals, Customer Phone Calls, etc.)

NAME: \_\_\_\_\_ DATE OF BOOKING: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**RULE:**

Ask 30 to get 6

**2**

## 4-6 GUESTS @ EVENTS:

NAME: \_\_\_\_\_ DATE/EVENT ATTENDING: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**RULE:**

Invite 12 to get 4

**3**

## CHOOSE HOW TO CREATE a \$600+ RETAIL WEEK:

**SKIN CARE PARTY**

HOSTESS: \_\_\_\_\_ SALES: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

TOTAL SALES: \_\_\_\_\_

**FACIALS OR ON THE GO APPOINTMENTS**

NAME: \_\_\_\_\_ SALES: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

TOTAL SALES: \_\_\_\_\_

**CUSTOMER REORDERS**

(Follow-up Calls/ Web Orders)

NAME: \_\_\_\_\_

REORDER: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

TOTAL REORDERS: \_\_\_\_\_

**TOTAL SALES FOR WEEK:** \_\_\_\_\_

**WEEKLY WHOLESALE ORDERED:** \_\_\_\_\_

**4**

## SHARE THE OPPORTUNITY:

(3 way Live Call with your Director, Hear Marketing at Event, Call S4S Line 951-262-2937)

CHOOSE 6:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**RULE:** 1 out of 5 will join your team after hearing marketing  
**Text your Director to Schedule Live Calls.**

# WEEKLY CHECKLIST:

- Submit your W.A.S.
- Update Team Building Layering Sheet
- Track your Faces on Power Start Sheet
- Contact your Director for follow-up on potential team members
- Place your Wholesale Order to the Company
- Turn in IPA Sheet to your Director Weekly



## CRUZE QUALIFICATIONS:

You may qualify as a Grand Achiever in one, two, three, or four months, based on when you achieve the following:

- \$23,000 combined personal/team wholesale Section 1 production
- 16 active personal team members
- You may contribute up to \$5,000 in personal wholesale Section 1 production
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active.



**DIRECTOR QUALIFICATIONS:** You may qualify as a Director in one, two, three, or four months, based on when you achieve the following:

- \$18,000 combined personal/team wholesale Section 1 production
- 24 active personal team members
- You may contribute up to \$4,000 in personal wholesale Section 1 production
- 5 of the DIQ's personal team members must be qualified
- You must have a minimum of 5 or more active personal team members.
- You must be active.
- You must be a Star Consultant in the current or previous quarter.

## DID YOUR ACTIVITIES SUPPORT YOUR GOAL THIS WEEK?

### PERSONAL TEAM & CRUZE TRACKING:

PERSONAL WHOLESALE IN THIS MONTH \_\_\_\_\_

PERSONAL TEAM WHOLESALE IN THIS MONTH \_\_\_\_\_

NEW PERSONAL TEAM MEMBERS ADDED THIS WEEK \_\_\_\_\_

PERSONAL WHOLESALE IN FOR QUARTER \_\_\_\_\_

AMOUNT NEEDED TO COMPLETE \$5,000 MONTHLY MINIMUM \_\_\_\_\_

# OF PERSONAL TEAM MEMBERS THAT ARE ACTIVE \_\_\_\_\_

AMOUNT NEEDED TO COMPLETE STAR \_\_\_\_\_

### DIQ TRACKING:

DIQ WHOLESALE IN THIS MONTH \_\_\_\_\_

NEW DIQ TEAM MEMBERS ADDED THIS WEEK \_\_\_\_\_

DIQ WHOLESALE NEEDED TO COMPLETE \$4,000 MINIMUM \_\_\_\_\_

TOTAL # OF DIQ TEAM MEMBERS THAT ARE ACTIVE \_\_\_\_\_