



INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly Tracking for Women Committed to being in RED!



NAME: _____ WEEK OF: _____

\$400+ Minimum in Retail Sales a Week (\$200+ Weekly Wholesale Order to be tracking for STAR & Red Jacket)
NON-NEGOTIABLES: 4 New Bookings, 2-4 Guests at Events, \$400 Retail Week, Finish Weekly Checklist

1 4 NEW BOOKINGS:
 (From Skin Care Parties, Warm Chattering, Referrals, Customer Phone Calls, etc.)

NAME: _____ DATE OF BOOKING: _____

RULE:
Ask 20 to get 4



2 2-4 GUESTS @ EVENTS:

NAME: _____ DATE/EVENT ATTENDING: _____

RULE:
Invite 6 to get 2



3 CHOOSE HOW TO CREATE a \$400+ 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.)

RULE: 1 out of 5 will join your team after hearing marketing



5 WEEKLY CHECKLIST:

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

DID YOUR ACTIVITIES SUPPORT YOUR GOALS THIS WEEK?

WHOLESALE IN FOR QUARTER: _____ WHOLESALE NEEDED TO COMPLETE STAR: _____ NEW TEAM MEMBERS ADDED THIS WEEK: _____ TOTAL ACTIVE TM: _____