

# INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly tracking for women committed to moving up to Team Leader and driving FREE!

Name: \_\_\_\_\_ Week of: \_\_\_\_\_

\$500+ MINIMUM IN RETAIL SALES PER WEEK (\$250+ WEEKLY WHOLESALE ORDER TO BE TRACKING STAR, DIQ & ON-TARGET CAR)

**NON-NEGOTIABLES: 5 NEW BOOKINGS, 4-6 GUESTS AT EVENTS, \$500 RETAIL WEEK, FINISH WEEKLY CHECKLIST!**

1

## 5 NEW BOOKINGS:

(FROM BEAUTY EXPERIENCE, WARM CHATTERING, REFERRALS, CUSTOMER PHONE CALLS, ETC.)

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

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

**RULE:** ASK 25 TO GET 5

2

## 4-6 GUESTS @ EVENTS:

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

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

**RULE:** INVITE 12 TO GET 4

3

## CHOOSE HOW TO CREATE A \$500+ RETAIL WEEK:

### BEAUTY EXPERIENCE

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

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

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

### 1-ON-1 OR ON THE GO APPOINTMENTS

HOSTESS: \_\_\_\_\_ 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) CHOOSE 6:

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

**RULE:** 1 OUT OF 5 WILL JOIN YOUR TEAM AFTER HEARING MARKETING  
TEXT YOUR DIRECTOR TO SCHEDULE LIVE CALLS.

5

## WEEKLY CHECKLIST:

- TEXT YOUR DIRECTOR WITH YOUR \$100 DAYS
- SUBMIT YOUR W.A.S.
- TRACK YOUR FACES ON POWER START SHEET
- PLACE YOUR WHOLESALE ORDER TO THE COMPANY
- UPDATE TEAM BUILDING LAYERING SHEET
- CONTACT YOUR DIRECTOR FOR FOLLOW-UP ON POTENTIAL TEAM MEMBERS
- TURN IN IPA SHEET TO YOUR DIRECTOR WEEKLY

## CRUZE QUALIFICATIONS:

1-4 MONTHS

\$23,000 TOTAL PERSONAL/TEAM WHOLESALE

16 ACTIVE TEAM MEMBERS

YOU MAY CONTRIBUTE UP TO \$5,000 WHOLESALE PERSONALLY



# DO YOUR ACTIVITIES SUPPORT YOUR GOAL THIS WEEK?

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

TEAM WHOLESALE IN THIS MONTH: \_\_\_\_\_

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

PERSONAL WHOLESALE IN FOR STAR QUARTER: \_\_\_\_\_

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

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

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

