

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 PER 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

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
- \$20,000 TOTAL PERSONAL/TEAM WHOLESALE
- 14 ACTIVE TEAM MEMBERS
- YOU MAY CONTRIBUTE UP TO \$5,000 WHOLESALE PERSONALLY



DIRECTOR QUALIFICATIONS:

- CAN SUBMIT FOR DIQ WITH 10 PERSONAL ACTIVE TEAM MEMBERS
- 1-4 MONTHS
- \$18,000 WHOLESALE UNIT PRODUCTION
- END WITH 24 ACTIVE TEAM MEMBERS
- YOU MAY CONTRIBUTE UP TO \$4,000 WHOLESALE PERSONALLY
- MUST BE A STAR CONSULTANT

DO 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 _____