

INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly tracking for women committed to being in RED!

Name: _____ Week of: _____

\$400+ MINIMUM IN RETAIL SALES PER 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 BEAUTY EXPERIENCE, 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:

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)

RULE: 1 OUT OF 5 WILL JOIN YOUR TEAM AFTER HEARING MARKETING

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
- TURN IN IPA SHEET TO YOUR DIRECTOR WEEKLY

Do your activities support your goals this week?

WHOLESALE IN FOR QUARTER: _____ WHOLESALE NEEDED TO COMPLETE STAR: _____ TOTAL ACTIVE TEAM MEMBERS: _____

NEW TEAM MEMBERS ADDED THIS WEEK: _____

