

# INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly tracking for women committed to being a STAR Consultant!

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

\$300+ MINIMUM IN RETAIL SALES PER WEEK (\$150+ WEEKLY WHOLESALE ORDER TO BE TRACKING FOR STAR)

**NON-NEGOTIABLES: 4 NEW BOOKINGS, 1-2 GUESTS AT EVENTS, \$300 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 1-2 GUESTS @ EVENTS:**

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

\_\_\_\_\_

\_\_\_\_\_

**RULE: INVITE 3 TO GET 1**

**3 CHOOSE HOW TO CREATE A \$300+ 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
- 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: \_\_\_\_\_

