

DIQ Income Producing Activities (IPA)

Weekly tracking for those committed to moving up 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 beauty experience, warm chatting, 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:

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 Weekly Accomplishment Sheet to your Director
- 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

Malibu Qualifications:

1-4 months
\$23,000 Total Personal/Team Wholesale
16 Active Team Members
You may contribute up to
\$5,000 Wholesale Personally

Director Qualifications:

Can submit for DIQ with 10 Personal
Active Team Members
1-3 Months
\$13,500 Wholesale Unit Production
End with 30 Active Unit Members
You may contribute up to \$3,000
Wholesale Personally



Do your activities support your goal this week?

Personal Team & Cruze Tracking:

Personal Wholesale in this Month: _____

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: _____