

Income Producing Activities (IPA's) Focus Chart

Weekly tracking for those 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 chatting, 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 Weekly Accomplishment Sheet
- 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



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: _____