

Income Producing Activities (IPA's) Focus Chart

Weekly tracking for those 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 chatting, 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 Weekly Accomplishment Sheet
- 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: _____