

INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly tracking for women 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 CHATTERING, 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 W.A.S.
- 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

CRUZE 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: _____

