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 REORDER

   (FOLLOW-UP CALLS/WEB ORDERS)

   NAME: ___________________________________  REORDER: ______________________
   _________________________________________  _________________________________________
   _________________________________________  _________________________________________
   TOTAL REORDERS: ______________________

   TOTAL SALES FOR WEEK: ______________________
   WEEKLY WHOLESALE ORDERED: ______________________

SHARE THE OPPORTUNITY:
(3-WAY LIVE CALL WITH YOUR DIRECTOR, HEAR MARKETING AT EVENT) CHOOSE 6:
   _________________________________________  _________________________________________
   _________________________________________  _________________________________________
   _________________________________________  _________________________________________
   _________________________________________  _________________________________________

   RULE: 1 OUT OF 6 WILL JOIN YOUR TEAM AFTER HEARING MARKETING
   TEXT YOUR DIRECTOR TO SCHEDULE LIVE CALLS.

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**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

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**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: __________________________