**DIQ INCOME PRODUCING ACTIVITIES (IPA)**

Weekly tracking for women 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!

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1. **6 NEW BOOKINGS:**
   (From beauty experience, warm chattering, 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:** __________________

4. **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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**Girl Boss Graphics**

[www.girlbossgraphics.com]
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

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Cruze Qualifications:

1-4 Months
$23,000 Total Personal/Team Wholesale
16 Active Team Members
You may contribute up to $6,000 Wholesale personally

Director Qualifications:

Can submit for DIQ with 10 personal active team members
1-4 Months
$18,000 Wholesale Unit Production
End with 24 active team members
You may contribute up to $4,000 Wholesale personally
Must be a star consultant

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: __________________________