INCOME PRODUCING ACTIVITIES (IPA’S) FOCUS CHART
Weekly tracking for women 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 CHATTERING, 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: ___________________________

   RULE: 1 OUT OF 5 WILL JOIN YOUR TEAM AFTER HEARING MARKETING

   TOTAL SALES: ___________________________

   1-ON-1 OR ON THE GO APPOINTMENTS
   HOSTESS: ___________________________
   SALES: ___________________________

   RULE: 1 OUT OF 5 WILL JOIN YOUR TEAM AFTER HEARING MARKETING

   TOTAL SALES: ___________________________

   CUSTOMER REORDERS
   (FOLLOW-UP CALLS/WEB ORDERS)
   NAME: ___________________________
   REORDER: ___________________________

   TOTAL REORDERS: ___________________________

   TOTAL SALES FOR WEEK: ___________________________

   WEEKLY WHOLESALE ORDERED: ___________________________

Do your activities support your goals this week?
NEW TEAM MEMBERS ADDED THIS WEEK: _____
WHOLESALE IN FOR QUARTER: _________ WHOLESALE NEEDED TO COMPLETE STAR: _________ TOTAL ACTIVE TEAM MEMBERS: _________