INCOME PRODUCING ACTIVITIES (IPA’S) FOCUS CHART
Weekly tracking for women committed to being a STAR Consultant!

Name: ____________________________  Week of: __________

$300+ Minimum in Retail Sales per week ($150+ Weekly Wholesale order to be tracking for STAR.)
Non-Negotiables: 4 New Bookings, 1-2 Guests at Events, $300 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. **1-2 Guests @ Events:**
   Name: ____________________________  Date/Event Attending: __________
   ____________________________  ____________________________
   ____________________________  ____________________________
   RULE: Invite 3 to get 1

3. **Choose How to Create a $300+ Retail Week:**
   **Beauty Experience**
   Hostess: ____________________________  Sales: __________
   ____________________________  ____________________________
   TOTAL SALES: __________
   **1-on-1 or On the Go Appointments**
   Hostess: ____________________________  Sales: __________
   ____________________________  ____________________________
   TOTAL SALES: __________

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 W.A.S.
   - [ ] Track Your Faces on Power Start Sheet
   - [ ] Place Your Wholesale Order to the Company
   - [ ] 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: __________

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