Focus on Income Producing Activities

Consultant Name Mary Kay Go											Goal IPA GOAL MONTH																					
1 IPA FOR EACH ACTIVITY	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	T C T #
Skin Care Class (3/\$200)																																
\$100 Outside Orders																																
Interview																																
Guest/Model to Event																																
Choices CD out / follow up																																
New Team Member																																
Coaching Hostess (packet / or pre-profile guest)																																
5 New Names & #'s (goodie bags, etc.)																																
5 CS calls talked to client (sales, bookings, recruiting)																																
New Customer with any size purchase																																
Communication (max 5/mo) 1 each: b'day cards, thank you card, email 6 out 7 days, VC 6 out 7 days																																_
1/2 IPA FOR EACH ACTIVITY																																-
Sales mtg., Bus Debut, Training, Conf Call, Event																																
Facial (\$75 or more)																																
New Class Booked																																
New Basic Sold																																
TOTAL IPA FOR THE DAY																																
Monthly IPA Total 5 IPA's (1fu	otal for the WEEK: (bonus 29-31) 29 th -7 th 8 th -14 th onthly IPA Total Monthly Qualified Classes Held: 5 IPA's (1full circle SCC) = PART TIME PAY 15 IPA's (2-3 Full Circle SCC) if you want to DRIVE FREE													Monthly Basics Sold: 10 IPA's (2								22 nd -28 th Monthly Sales to Customers Total 2 Full Circle SCC) = FULL TIME PAY 3 Full Circle SCC) = DIRECTORSHIP										

Thank you Bett Vernon and Linda Toupin