



# 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 a 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 Skin Care Parties, 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:

**SKIN CARE PARTY**

HOSTESS: \_\_\_\_\_ SALES: \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

TOTAL SALES: \_\_\_\_\_

**FACIALS OR ON THE GO APPOINTMENTS**

NAME: \_\_\_\_\_ SALES: \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

TOTAL SALES: \_\_\_\_\_

**CUSTOMER REORDERS (Follow-up Calls/ Web Orders)**

NAME: \_\_\_\_\_ REORDER: \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

TOTAL REORDERS: \_\_\_\_\_

**TOTAL SALES FOR WEEK:** \_\_\_\_\_

**WEEKLY WHOLESALE ORDERED:** \_\_\_\_\_

## 4

## WEEKLY CHECKLIST:

Place your Wholesale Order to the Company

Track your Faces on Power Start Sheet

Submit your W.A.S.

Turn in IPA Sheet to your Director Weekly

DID YOUR ACTIVITIES SUPPORT YOUR GOALS THIS WEEK?

WHOLESALE IN FOR THE QUARTER: \_\_\_\_\_

WHOLESALE NEEDED TO COMPLETE STAR : \_\_\_\_\_