



INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly Tracking for Women Committed to Moving Up to Team Leader and Driving Free!

Name: _____

Week of: _____



\$600+ Minimum in Retail Sales a Week (\$300+ Weekly Wholesale Order to be tracking STAR, TEAM LEADER, & ON-TARGET CAR)

NON-NEGOTIABLES: 5 New Bookings, 4-6 Guests at Events, \$600 Retail Week, Finish Weekly Checklist

1 5 NEW BOOKINGS:

(From Skin Care Parties, Warm Chattering, Referrals, Customer Phone Calls, etc.)

NAME: _____ DATE OF BOOKING: _____



RULE:

Ask 25 to get 5

2 4-6 GUESTS @ EVENTS:

NAME: _____ DATE/EVENT ATTENDING: _____



RULE:

Invite 12 to get 4

3 CHOOSE HOW TO CREATE a \$600+ 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 Share THE OPPORTUNITY:

(3 way Live Call with your Director, Hear Marketing at Event, Listen to a Recorded Call or Watch a Video)

CHOOSE 6:



RULE: 1 out of 5 will join your team after hearing marketing
Text your Director to Schedule Live Calls.

5

WEEKLY CHECKLIST:

- Text your Director with your \$100 Days
- Update Team Building Layering Sheet
- Submit your W.A.S.
- Contact your Director for follow-up on potential team members
- Track your Faces on Power Start Sheet
- Turn in IPA Sheet to your Director Weekly
- Place your Wholesale Order to the Company



MALIBU QUALIFICATIONS: You may qualify as a Grand Achiever in one, two, three, or four months, based on when you achieve the following:

- \$23,000 combined personal/team wholesale Section 1 production
- 16 active personal team members
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$23,000 requirement.
- Your team must contribute a minimum of \$18,000 wholesale Section 1 production toward the total \$23,000 requirement.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active.

DID YOUR ACTIVITIES SUPPORT YOUR GOAL THIS WEEK?

PERSONAL WHOLESale IN THIS MONTH _____

TEAM WHOLESale IN THIS MONTH _____

NEW TEAM MEMBERS ADDED THIS WEEK _____

PERSONAL WHOLESale IN FOR STAR QUARTER _____

AMOUNT NEEDED TO COMPLETE \$5,000 MONTHLY MINIMUM _____

TOTAL NUMBER OF TEAM MEMBERS THAT ARE ACTIVE _____

AMOUNT NEEDED TO COMPLETE STAR _____

