

Income Producing Activities (IPA's) Focus Chart

Weekly tracking for those 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 chatting, 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: _____

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)

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

5 Weekly Checklist:

- ☐ Text your Director with your \$100 Days
- ☐ Submit your Weekly Accomplishment Sheet
- ☐ 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: _____