



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 : _____