

Focus on Income Producing Activities!



Consultant Name _____ IPA's for the month of _____ Consultant will be given \$100 Beauty Bucks for every IPA.

At the end of the year you will be able to cash your bucks in for gifts, travel or trips.

One IPA for Each:	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	Totals		
Sales Meeting, Business Debut, Training, Conference Call or any other event you attend. <u>Add an additional IPA per guest.</u>																																		
Interview Yes, no or next step																																		
New Team Member 5 IPAs																																		
Sales, Booking or Recruiting call- 1 IPA per 3 (face to face or live call)																																		
Communication (max 5 per month)	1 IPA each: Birthday cards, Anniversary cards, Thank you cards, Email (6 out of 7 days, Intelliverse (6 out of 7 days) , training CD.																																	
Qualified Class (3 IPAs) (\$200 and 3 guests)																																		
Facial (1 IPA) \$75 min.																																		
NEW Basic Set Sold (cleanser/moisturizer)																																		
Retail Sales 1 IPA per \$100																																		
New Customer with any size purchase																																		
TOTAL IPA'S FOR THE DAY																																		Monthly Totals

Monthly IPA Total: _____ Monthly Qual. Classes Held: _____ Monthly Basics Sold: _____ Monthly Sales to Customer Total: _____