

# Focus on IPA's

## Income Producing Activities

- for Consultants -

**Each activity listed below counts as 1 IPA. Be smart about your IPA's!  
Try to have a minimum of 1 A or B per week!**

- A - 1 Skin Care Class (min. 3 faces)
- B - 2 Facials (min. 2 faces)
- C - 2 New Bookings (Skin Care Class or Facial)
- D - \$50 Retail in Customer Service, Online or Catalog Sales
- E - 5 Marketing Surveys Completed and Handed in to Director
- F - 1 Team Building Interview with Director Follow Up
- G - 1 Guest to a Unit Meeting or Event
- H - 5 New Names/Numbers from warm chatter or 20 new Names/Numbers from referrals
- I - 1 New Team Member
- J - Attend Unit Meeting (with filled IPA sheet)
- K - Turn in Weekly Accomplishment Sheet (W.A.S.)

**Star Consultant**  
*6 IPA's per week*  
*\$300 + Sales*

**Star Team Builder to Future Director**  
*12 IPA's per week*  
*2+ Classes per week*

**Car Driver/Sales Director**  
*18 IPA's per week*  
*3+ Classes per week*

**Name:** \_\_\_\_\_ **Week of:** \_\_\_\_\_ **IPA's Completed:** \_\_\_\_\_

### This week's IPA's

1. \_\_\_\_\_

13. \_\_\_\_\_

2. \_\_\_\_\_

14. \_\_\_\_\_

3. \_\_\_\_\_

15. \_\_\_\_\_

4. \_\_\_\_\_

16. \_\_\_\_\_

5. \_\_\_\_\_

17. \_\_\_\_\_

6. *Star Consultant*

18. *Car/Director*

7. \_\_\_\_\_

19. \_\_\_\_\_

8. \_\_\_\_\_

20. \_\_\_\_\_

9. \_\_\_\_\_

21. \_\_\_\_\_

10. \_\_\_\_\_

22. \_\_\_\_\_

11. \_\_\_\_\_

23. \_\_\_\_\_

12. *Red Jacket*

24. \_\_\_\_\_