

# Focus on IPA's

## Income Producing Activities

- suggested for Directors -

Week of: \_\_\_\_\_

Each activity listed below counts as 1 IPA.

- Skin Care Class
- Personal Guest to Meeting or Event
- 2 New Bookings
- Unit Guest Follow Up
- Personal Interview
- Inventory Discussion with New Unit Member
- Unit Interview/Follow Up
- 1-on-1 Phone Conversation with 3 Consultants
- New Personal or Unit Member
- Handwritten and mailed note to 3 Consultants (emails do not count)
- \$300 in Customer Re-Orders or On-The-Go Sales
- 2 Facials

<b>Grand Achiever Production</b>	<b>Premiere Club Production</b>	<b>Pink Cadillac Production</b>	<b>Half Million Production</b>
<i>10 IPA's per week</i>	<i>15 IPA's per week</i>	<i>20 IPA's per week</i>	<i>30 IPA's per week</i>

### SUCCESS in Mary Kay® is not magical, it's mathematical!

Fill in the chart and set your weekly goals. If you are not achieving the IPA level for your goal, you will come up short. Do your best to get it done, you DESERVE it!

### This week's IPA's

<p>1. _____</p> <p>2. _____</p> <p>3. _____</p> <p>4. _____</p> <p>5. _____</p> <p>6. _____</p> <p>7. _____</p> <p>8. _____</p> <p>9. _____</p> <p>10. _____ <i>Grand Achiever</i></p> <p>11. _____</p> <p>12. _____</p> <p>13. _____</p> <p>14. _____</p> <p>15. _____ <i>Premiere Club</i></p>	<p>16. _____</p> <p>17. _____</p> <p>18. _____</p> <p>19. _____</p> <p>20. _____ <i>Pink Cadillac</i></p> <p>21. _____</p> <p>22. _____</p> <p>23. _____</p> <p>24. _____</p> <p>25. _____</p> <p>26. _____</p> <p>27. _____</p> <p>28. _____</p> <p>29. _____</p> <p>30. _____ <i>Half Million</i></p>
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