

F.O.C.U.S. Folder

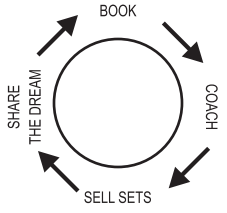
Month _____

Follow One Course Until Successful!
What I FOCUS on expands!

Consultant Name _____

Personal Monthly Goal: \$ _____ (take home pay)

Career Level Goal: _____ (move up or maintain career level)

Monthly Retail Sales Goal	# of FULL CIRCLE CLASSES needed to be held to reach Sales Goal
<p>Actual Monthly Retail Total:</p> <p>_____</p> <p>Wholesale total: _____</p>	
<p>Actual Number of Full Circle Classes held - Monthly Total:</p> <p>_____</p>	

"Nothing happens until somebody sells something" -Mary Kay Ash

	IPA'S	Faces	Classes	Sales	Bookings	Interviews	Recruits
Week 1							
Week 2							
Week 3							
Week 4							
Week 5							
Totals							

★ Highlight Your STAR Weeks ★

\$300 retail - **Sapphire** Star Week
 \$400 retail - **Ruby** Star Week
 \$500 retail - **Diamond** Star Week
 \$600 retail - **Emerald** Star Week
 \$1,000 retain - **DIVA** Superstar Week

★ Focus On The Numbers ★

Numbers will never let you down, people will.
 Know the numbers to make your goals happen!

Booking Avg - Book 2 to hold 1
Avg. Full Circle Class Sales w/ 4 people - \$200
Coaching Avg - 1 in 2 confirmed guests will show
Recruiting Avg - 1 in 5 will recruit if interviewed and followed up with, within 24 hours.

Power Start Xtreme Team

→ 30 Faces in 30 Days!
 → 30 Faces in 30 Days PLUS - \$600 Wholesale

X if Booked, Interviewed, & Full Circle

Date	Name	Phone#	Sales	B	I	FC
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
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