

Name _____

Director _____

Month _____

Email to Danielle each Sunday by midnight d.isenberg@marykay.com



Focus on Income Producing Activities!

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
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Count each as 1 IPA

Fill in each activity completed each day

Class (3+ attending \$100+)																											
\$100 Outside Sales																											
5 New Contacts w/ Followup																											
Interview with Director																											
Guest/Model to Event																											
New Team Member																											
Subtotal																											

Count each as 1/2 IPA

Facial (\$50 or more)																											
New Booking (class)																											
Basic Set Sold																											
Subtotal																											

Total IPAs For The Day																											
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Total IPAs For The Week				
	Week 1	Week 2	Week 3	Week 4

- 5 IPAs Per Week (1 Skin Care Class Required) = Part Time Pay
- 10 IPAs Per Week (2 Skin Care Classes Required) = Full Time Pay
- 15 IPAs Per Week (3 Skin Care Classes Required) = DRIVING FREE!
- 20 IPAs Per Week (3 or MORE SCSs Required) = DIRECTOR!