





FOCUS ON INCOME PRODUCING ACTIVITIES TO REACH YOUR GOAL!

Consultant IPAs

Name: _____ month: _____ goal: _____ IPA weekly goal: _____

*SPECIAL GIFT when you complete 10 IPAs in the first week



1 IPA for each activity	Week 1	Week 2	Week 3	Week 4	Week 5
Skin care class (3/\$200+)					
\$100 outside sales					
interview					
Guest /model to event 					
Marketing CD out or call to our hotline & followed up					
New team member coach (guest list, go over packet with hostess/ preprofile guest)	MARY KAY®				
5 new names & numbers					
 2 facials (1-2 women- \$50 or more)					
2 new bookings (classes)					
2 basics sold (cleanser, moisture balance, foundation)					
Total IPAs for the week					

Email your director after every week to vdiaz3@comcast.net .