A	1 skin care class (min $100 retail/3 faces)
B	1 facial or on-the-go appt (min $75)
C	2 new bookings
D	$100 retail reorders or website orders
E	1 team building interview w/ questionaire
F	1 marketing cd/dvd w/ questionaire
G	1 guest to unit meeting/marketing night
H	5 new names
I	1 new team member
J	Pre-profile 5 guests
K	New customer w/ purchase
L	New Basic Set Sold- cleanser,moisturizer,foun
M	Success Meeting Attendance
N	Conference Call Participation/Homework
O	Intelliverse (5 out of 7 days)
P	Check E-mail (6 out of 7 days)
Q	Putting on your MK face (5 out of 7 days)

I.P.A.'s

Income Producing Activities!

Part-time:
Complete 7 IPA's
1 per day

Full-time:
Complete 13 IPA's
2 per day

Car Driver:
Complete 20 IPA's
3 per day

Circle your goal!

	T	W	TH	F	S	M	total
Week 1							
Week 2							
Week 3							
Week 4							
Week 5							

Write the letter in the box above as you complete them. Concentrate on Skin Care Classes!

Focus on the Numbers!

Make the phone your friend!

Contact Tracker - *Cross out Contacts - Fill in Bookings*

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