

IPA TRACKING SHEET

STARS = CARS

Name: _____ Week ending: _____ Number of IPAs completed this week: _____

INCOME PRODUCING ACTIVITY	SUN	MON	TUE	WED	THU	FRI	SAT	TOTAL	NOTES
Live skin care appointments/hydro facials (3 faces/\$100+ retail)									
Facial									
Warm chat/social media connection 3 new names and contact information									
Sales of \$100+									
Generate leads from social media Referrals from live/Zoom events									
Interview 1									
Marketing information/video shared									
Guest/model attending live/Zoom event									
Customer service calls with sales									
New bookings (2)									
New team member									
Follow up from fine-tuned skin care class (\$200 in sales & 1 booking)									
This week's challenge									
Total									

Hours spent working business									
------------------------------	--	--	--	--	--	--	--	--	--

Number of people spoken to									
----------------------------	--	--	--	--	--	--	--	--	--

IPAs produce results! CASH, CAR\$, PROMOTION\$, PRIZE\$, and TRIPS!

Part-time consultant (part-time pay): Complete any 5 activities each week, or 1 per day. Full-time consultant (full-time pay) complete any 8 activities each week, or 2 per day.

Want to drive FREE and/or move up into Directorship??? Complete any 12 activities each week, or 3 per day.