

Name \_\_\_\_\_  
Month \_\_\_\_\_

Director \_\_\_\_\_



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
---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----

Count each as 1 IPA

Fill in each activity completed each day

Class (3+ attending \$100+)																															
\$100 Outside Sales																															
5 New Contacts																															
Interview with Director																															
Guest/Model to Event																															
Choices CD out/followed up																															
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																															
------------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

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!