

IPA's FOR SUCCESS

This week's outcome: _____ Selling Appointments \$_____ in Sales _____ Career Conversations

Income Producing Activities	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Skin Care Class (3 or more faces)							
Facial (1-2 faces)							
5 new leads (WC, referrals, etc.)							
\$100 or more retail day							
Career Conversation							
Guests to an event or meeting							
2 New Bookings							
New Team Member							
10 reorder calls (90 days)							

IPA's produce results!!! Cash, Cars, Promotions, Prizes, and Trips!
FOCUS ON: IPA Sheet and Weekly Accomplishment Sheet... turn BOTH in to your Director!

Hobby Consultant: Complete 3 activities each week
Part Time Consultant: Complete 5 activities each week or 1 per day
Full Time Consultant: Complete 9 activities each week or 2 per day
Movin' Up Consultant: Complete 12 activities each week or 3 per day

For a well-balanced business you will want to complete a balance of IPA's.

TURN YOUR IPA SHEET WEEKLY (AT MEETING OR MAIL) TO GET CREDIT AND PRIZES!!!

*****WEEKLY PRIZE DRAWING HELD AT GIRL'S NIGHT OUT*****

(Print more of me at www.unitnet.com/abbotts under "Training Center")

Name: _____ Number of IPA's completed this week: _____ Week of: _____