

Consultant IPAs

Focus on Income Producing Activities to reach your Goal!

Name: _____ Month: _____ Mary Kay Goal: _____ IPA Weekly Goal: _____

***SPECIAL GIFT when you complete 10 IPAs from the 1st to the 7th –email to Your Director by the 8th.**

<i>1 IPA for each activity</i>	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
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 w/hostess/preprofile guests)																															
5 New Names & #s																															
2 Facials (1 facial = ½) (1-2 women-\$50 or more)																															
2 New Bookings (1 = ½) (classes/parties)																															
2 Basics sold (1=1/2) (cleanser, Moisture Balance, Foundation or Men's Basic)																															
Total IPAs for the Day																															

Total for the WEEK: 1st-7th _____ 8th-14th _____ 15th-21st _____ 22nd-31st _____

Each night pencil in the IPAs you will do the next day. INK them in as you complete them.

Save to your Documents, Fill in & Email to your Director at the end of the day on the 7th, 14th, 21st on the 1st

5 IPAs per week/EVERY WEEK (easiest with 1 full circle Skin Care Class) **if you desire the possibility of PART TIME PAY**

10 IPAs per week/EVERY WEEK (easiest with 2 full circle Skin Care Classes) **if you desire the possibility of FULL TIME PAY**

15 IPAs per week/EVERY WEEK (easiest with 2-3 full circle Skin Care Classes) **if you desire the possibility to DRIVE FREE**

20 IPAs per week/EVERY WEEK (easiest with 3+ full circle Skin Care Classes) **if you desire the possibility to be a DIRECTOR**

