

Focus on Income Producing Activities!

Consultant Name _____ IPA's for the month of _____

One IPA for Each:	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	Totals			
Success Meeting, Training/Workshop, Conference Call, or any other event you attend. <u>Add an additional IPA per guest.</u>																																			
Sharing Appointment Yes, No, or Next Step																																			
A New Team Member 5 IPAs																																			
Sales, Booking, or Sharing Calls/Contacts! 1 IPA per 3 Contacts (face to face or live call)																																			
Communication (max 5 per month)	1 IPA Each: Birthday Cards, Thank You Cards, Email (5 out of 7 days)																																		
Qualified Skin Care Class (3 IPAs) (\$200 and 3 guests)																																			
Facial (1 IPA) \$75 min.																																			
Retail Sales 1 IPA per \$100																																			
Basic Sold (new or reorder)																																			
New Customer with any size purchase																																			
TOTAL IPA'S FOR THE DAY																																			
																																			Monthly Totals

How Can We Do Better Tomorrow Than We Did Today?

Great Months are made of Great Weeks! Great Weeks are made of Great Days! Are You Averaging 3-5 IPAS A DAY?

Look At Your Numbers For Each Week! Mary Kay Isn't Magical, It's Mathematical!

Total IPAS For Each Week! 1st thru 7th : _____ 8th thru 14th : _____ 15th thru 21st : _____ 22nd thru 31st : _____

**F
A
C
E
S**

NAME	DATE	SELL SETS	BOOKING	SHARING	NOTES
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					
13.					
14.					
15.					

Sharing the Opportunity!



Mary Kay is not magical, it's mathematical!

NAME New Team Members Highlighted!	DATE	INTEREST LEVEL (1-10)	NEXT STEPS
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

Face by Face You Build Your Customer Base! Focus On 100 New Basic Customers!



RETAIL SALES!



What You TRACK You Will ATTRACT!

Leading By Example Builds A Strong Team!



Wholesale Orders!

Building My Business with Excellence the Mary Kay Way!

What's Your Wholesale Goal? _____

Week	Orders
1.	
2.	
3.	
4.	



Wholesale Needed To Reach My
STAR CONSULTANT GOAL

	Week & Goal	Week & Goal	Week & Goal	Week & Goal	Week & Goal
Monday					
Tuesday					
Wednesday					
Thursday					
Friday					
Saturday					
Sunday					
TOTAL					

Accountability = Growth! Did I Submit My Weekly Accomplishment Sheet To My Director?

HOSTESS CONTEST TRACKING SHEET



HOSTESS NAME	DATE	GUEST COUNT	PARTY SALES	OUTSIDE ORDERS	BOOKINGS	SHARING PROSPECTS	NOTES
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							