**Name** _____ **Director** _____

**Month** _____

# 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!**