



INCOME PRODUCING ACTIVITIES (IPA'S) FOCUS CHART

Weekly Tracking for Women Committed to being in RED!

NAME: _____

WEEK OF: _____



\$400+ Minimum in Retail Sales a Week (\$200+ Weekly Wholesale Order to be tracking for STAR & Red Jacket)

NON-NEGOTIABLES: 4 New Bookings, 2-4 Guests at Events, \$400 Retail Week, Finish Weekly Checklist

1

4 NEW BOOKINGS:

(From Skin Care Parties, Warm Chattering, Referrals, Customer Phone Calls, Etc.)

NAME: _____ DATE OF BOOKING: _____

RULE: Ask 20 to get 4

REFERENCE:

Scripts Section on
unitnet.com/conniekittson
under Online Training, Scripts



4

SHARE THE OPPORTUNITY:

(Handout/Follow Up with PMS Bags,
3 way Live Call with Director, Call Power
Tree Line, Hear Marketing at Event.)

RULE: 1 out of 5 will join your
team after hearing marketing

Power Tree #: 641-715-3201



2

2-4 GUESTS @ EVENTS:

NAME: _____ DATE/EVENT ATTENDING: _____



RULE: Invite 6 to get 2

REFERENCE: Your

Director's Calendar for
List of Events

5

WEEKLY CHECKLIST:

- Submit your W.A.S.
- Track your Faces on Power Start Sheet
- Place your Wholesale Order to the Company
- Update Team Building Layering Sheet
- Email Director your Weekly Totals

DID YOUR ACTIVITIES SUPPORT YOUR GOALS THIS WEEK?

3

CHOOSE HOW TO CREATE a \$400+ RETAIL WEEK:

SKIN CARE PARTY
HOSTESS: _____ SALES: _____

TOTAL SALES: _____

FACIALS OR ON THE GO APPOINTMENTS
NAME: _____ SALES: _____

TOTAL SALES: _____

CUSTOMER REORDERS
(Follow-up Calls/ Web Orders)

NAME: _____ REORDER: _____

TOTAL REORDERS: _____

TOTAL SALES FOR WEEK: _____

WEEKLY WHOLESALE ORDERED: _____

Thank you for helping us reach our goals!

WHOLESALE IN FOR THE QUARTER: _____

WHOLESALE NEEDED TO COMPLETE STAT: _____

NEW TEAM MEMBERS ADDED THIS WEEK: _____

TOTAL ACTIVE TM: _____