

FOCUS ON INCOME PRODUCING ACTIVITIES TO REACH YOUR GOALS!

Name _____ Month _____

Mary Kay Goal _____ IPA Weekly Goal _____



1 IPA for each activity	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 orders																																
Interview																																
Guest to Event																																
NEW Team Member																																
Coach (Guest list, go over packet w/ hostess/pre-profile guests)																																
5 New Names and Numbers																																
2 Facials (1-2 women \$50 or more)																																
2 New Bookings																																
2 Skin Care Sets Sold																																
Total IPA's for the day																																

Total for week 1st-7th _____ Total for week 8th-14th _____ Total for week 15th-21st _____ Total for week 22nd-31st _____

5 IPA'S PER WEEK/EVERY WEEK if you desire part time pay
 10 IPA'S PER WEEK/EVERY WEEK if you desire the possibility of full time pay
 15 IPA'S PER WEEK/EVERY WEEK if you desire the possibility of driving FREE
 20 IPA'S PER WEEK/EVERY WEEK if you desire the possibility of being a director

Each night pencil in the IPA's you'll do the next day, ink them in as they're completed.
BRING IPA SHEETS TO THE MEETING WEEKLY