

IPAs—Directors Under 50 Focus on Income Producing Activities to reach your Goal!

Name _____ Mary Kay Goal _____ IPA Goal _____ Month _____

<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/\$100)																															
\$100 Outside Sales																															
Personal/Unit Interview																															
Guest/Model to Event																															
Marketing CD Out or Hot-line Call & followed up																															
New Team/Unit Member																															
Coach (go over packet w/ hostess /preprofile guests)																															
5 New Names & #s																															
Total full IPAs																															
<i>1/2 IPA for each activity</i>																															
Facial (\$50 or more)																															
New Booking (class)																															
1 Basic sold																															
Total 1/2 IPAs																															
Total IPAs for the Day																															

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

**20 IPAs (3 full circle Skin Care Classes) EVERY WEEK—minimum for Directors
20+ IPAs to get to the other sheet!**

Fax to your National every 7 days

Created by Bett Vernon Revised July 2005