

Name: \_\_\_\_\_ Month: \_\_\_\_\_

**IPA GOALS:**

- 5 Part Time
- 10 Full Time
- 15 Driving Free
- 20 Director



I create wealth!  
I am so organized!

**Make a Goal each week to Complete A Consistent Amount of IPAs**

- Class (3 faces & \$150+ in retail)
- 2 Facials or On-the-Go Appts. (\$100+)
- Re-Orders (100+)
- Interview w Director or Michelle's Recording/ followed up
- Interview Face to Face (You and potential TM)
- Customer Complete Wish List
- Guest/Model to Event
- 5 New Contacts (referral sheets)
- 10 Booking Attempts
- 2 New Bookings (Facials, Parties, Int., Guest to GNO)
- New Team Member
- 2 New Basic Skin Care Sets Sold
- Conducting / Assisting at a Kick Off Party
- On Time for Tuesday Night & Dressed Professionally
- Check FB & Email Daily
- Complete Plan Sheet for Upcoming Week w/Desired IPAs
- 90 min Jam Session (90 min of focused time on MK)
- Interview Face to Face (You and potential TM)

# FOCUS Team! 30/10

| DATE | NEW | Name<br><i>(Highlight Hostesses)</i> | Phone | Appt type?   | Directions?                             | HOSTESS Coached!          | Pre-Profile Guest | Sales | Basic Sold ?? | Book 3? | Share 2? | Gave Hostess Post Card Invitation to the Hostess/ Customer/ Event at Party | Mailed Follow Up Hostess Post Card / and Called | Follow Up Call ? Happy with Product | Asked for the Interview w / Listen to Recording | Interview Date | Gave Info Brochure, NSD Prof., etc. | Interview 1-10? | Guest to Tuesday GNO / Guest to Hostess Event | Hostess Event Guest | Follow-up Date | Recruited? | Notes Interest/ Apprehensions |    |
|------|-----|--------------------------------------|-------|--------------|---|---------------------------|-------------------|-------|---------------|---------|----------|--|---|-------------------------------------|---|----------------|-------------------------------------|-----------------|---|---------------------|----------------|------------|-------------------------------|----|
|      |     |                                      |       | Gave packet? | Got Guest List (3-4 days after booking) | Checked On Outside Orders | Class Total       | #     | ??            | ??      | ??       | ??   | ??  | ??                                  | ??  | ??             | ??                                  | ??              | ??  | ??                  | ??             | ??         | ??                            | ?? |
|      |     | 1                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 2                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 3                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 4                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 5                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 6                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 7                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 8                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 9                                    |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 10                                   |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 11                                   |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 12                                   |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 13                                   |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 14                                   |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |
|      |     | 15                                   |       |              |   |                           |                   |       |               |         |          |  |   |                                     |   |                |                                     |                 |   |                     |                |            |                               |    |

FACES & CLASSE

RECRUITING LAYER

Perfect START Achiever!

**You Did It!**

| Wk 1 to | Weekly Totals   | Wk 2 to | Weekly Totals   | Wk 3 to | Weekly Totals   | Wk 4 to | Weekly Totals   | Wk 5 to | Weekly Totals   |
|---------|---|---------|---|---------|---|---------|---|---------|---|
|         | # Facials & Parties: ___/___<br>Sales: _____<br>Interviews/Guests: _____<br>Int. Packets Out/Guest _____<br>Confirm: _____<br>Bookings: _____<br>IPAs Completed: _____<br>BATH: (circle daily) M T W Th F |         | # Facials & Parties: ___/___<br>Sales: _____<br>Interviews/Guests: _____<br>Int. Packets Out/Guest _____<br>Confirm: _____<br>Bookings: _____<br>IPAs Completed: _____<br>BATH: (circle daily) M T W Th F |         | # Facials & Parties: ___/___<br>Sales: _____<br>Interviews/Guests: _____<br>Int. Packets Out/Guest _____<br>Confirm: _____<br>Bookings: _____<br>IPAs Completed: _____<br>BATH: (circle daily) M T W Th F |         | # Facials & Parties: ___/___<br>Sales: _____<br>Interviews/Guests: _____<br>Int. Packets Out/Guest _____<br>Confirm: _____<br>Bookings: _____<br>IPAs Completed: _____<br>BATH: (circle daily) M T W Th F |         | # Facials & Parties: ___/___<br>Sales: _____<br>Interviews/Guests: _____<br>Int. Packets Out/Guest _____<br>Confirm: _____<br>Bookings: _____<br>IPAs Completed: _____<br>BATH: (circle daily) M T W Th F |

**FOCUS TEAM**  
**PERFECT START ACHIEVER 15 Faces/5 Int./Guest** in 30 Days  
**POWER START ACHIEVER 30 Faces/10 Int./Guest** in 30 Days  
**POWER START PLUS ACHIEVER 45 Faces/15 Int./Guest** in 30 Days  
*Report Focus Team Achiever each week by Sunday to Michelle*

| DATE | NEW | Name<br><i>(Highlight Hostesses)</i>                    | Phone | Appt type?   | Directions?                             | HOSTESS Coached!          | Pre-Profile Guest | Sales | Basic Sold ?? | Book  | Share             | Gave Hostess Post Card Invitation to the Hostess/ Customer-Event at Party | Mailed Follow Up Hostess Post Card / and Called | Follow Up Call ? Happy with Product | Asked for the Interview /Listen to Recording | Interview Date | Gave Info Brochure, NSD Prof., etc. | Interview | Guest to Tuesday GNO / Guest to Hostess Event | Hostess Event Guest | Follow-up Date | Recruited? | Notes Interest/ Apprehensions |  |  |
|------|-----|---|-------|--------------|---|---------------------------|-------------------|-------|---------------|-------|-------------------|---|---|-------------------------------------|--|----------------|-------------------------------------|-----------|---|---------------------|----------------|------------|-------------------------------|--|--|
|      |     |   |       | Gave packet? | Got Guest List (3-4 days after booking) | Checked On Outside Orders | Class Total       | 3?    | 2?            | 1-10? | Recruiting Layers |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 16  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 17  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 18  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 19  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 20<br><i>Keep Going! You are growing Your Business!</i> |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 21  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 22  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 23  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 24  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 25  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 26  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 27  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 28  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 29  |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |
|      |     | 30<br><i>Congratulations Power Start!</i>               |       |              |   |                           |                   |       |               |       |                   |   |   |                                     |  |                |                                     |           |   |                     |                |            |                               |  |  |

**Power START Achiever!** **You Did It!**