

Consultant IPAs

Focus on Income Production Activities!

Name _____ Mary Kay Goal _____ IPA Goal _____ Month _____

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
Group Facial (3/\$100)																															
\$100 Outside Sales																															
Career Survey																															
Guest/Model to Event																															
Choices CD out/follow up																															
New Team Member																															
Coach (go over packet w/ hostess /preprofile guests)																															
5 New Names & #s																															
Total																															
1/2 IPA for each activity																															
Facial (\$50 or more)																															
New Booking (class)																															
1 Basic sold																															
Total																															
Total IPAs for the Day																															

Total for the WEEK: Week 1 _____ Week 2 _____ Week 3 _____ Week 4 _____

- 5 IPAs WEEK (1 full circle Skin Care Class) if you desire PART TIME PAY
- 10 IPAs (2 full circle Skin Care Classes) if you desire FULL TIME PAY
- 15 IPAs (2-3 full circle Skin Care Classes) if you want to DRIVE FREE
- 20 IPAs (3 full circle Skin Care Classes) if you want to be a DIRECTOR

*Not where you want to be in your business?
Keep copious track of your IPAs
& they will tell the story of your success!*