Name _____ **Director** _____

Month _____ *Email to Fran each Monday by Noon - fran@franmottern.com*

Focus on Income Producing Activities!

	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
Count each as 1 IPA	**Fill in each activity completed each day**																														
Class (3+ attending $100+)																															
$100 Outside Sales																															
5 New Contacts																															
Interview with Director																															
Guest/Model to Event																															
Choices CD out/followed up																															
New Team Member																															
Subtotal																															
Count each as 1/2 IPA																															
Facial ($50 or more)																															
New Booking (class)																															
Basic Set Sold																															
Subtotal																															
Total IPAs For The Day																															

Total IPAs For The Week	**Week 1**	**Week 2**	**Week 3**	**Week 4**

5 IPAs Per Week (1 Skin Care Class Required) = Part Time Pay
10 IPAs Per Week (2 Skin Care Classes Required) = Full Time Pay
15 IPAs Per Week (3 Skin Care Classes Required) = DRIVING FREE!
20 IPAs Per Week (3 or MORE SCSs Required) = DIRECTOR!