

## Directors Income Producing Activities - 1 IPA for Each Category

- ~ Sales Meeting/Training
- ~ Personal Interview
- ~ Personal Guest @ Mtg./Guest Event
- ~ 1 New Personal Team Member
- ~ Unit Guest Follow-Up

- ~ Unit Interview/Follow-Up
- ~ Business Debut/Event in Cons. Home
- ~ 5 Unit Contact (1 IPA per 5)
- ~ Skin Care Class (\$100 min. w/3 guests)
- ~ 2 New Basics Sold

- ~ 5 New Contacts (phone or in person, must get name and number)
- ~ 1 IPA for initiating 10 existing customer contacts each week
- ~ 2 New faces with a min. \$100. in sales

|   |                                     |   |   |
|---|-------------------------------------|---|---|
| <b><u>10 Per Week</u></b><br><b>Grand Am Activity</b> | Less than 10,<br>you're not working | <b><u>15 Per Week</u></b><br><b>Grand Prix Activity</b> | <b><u>20+ Per Week</u></b><br><b>Cadillac Style!!</b> |
|---|-------------------------------------|---|---|

| Week 1              | Week 2              | Week 3              | Week 4              |
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| <b>Week Ending:</b> | <b>Week Ending:</b> | <b>Week Ending:</b> | <b>Week Ending:</b> |