

EofE Crew ~ FOCUS Folder ~ Income Producing Activities {IPAs}=WINS!

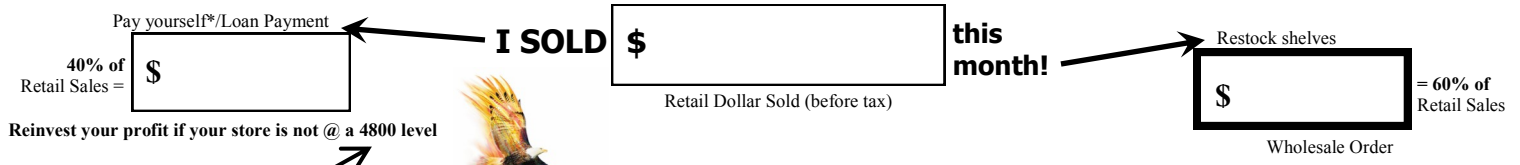
Name: _____ Desired STAR: _____ Desired Career Level: _____ Month: _____

One IPA / WIN for Each: {can write in initials for days of the week}	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	WEEK EXAMPLE				
1 Skin Care Class {3 faces & \$200 in sales}	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	2 SCCs = \$400 = 2 WINS + \$200 sales = 2 WINS				
2 Facials and/or Customer Service Sales { \$100 in sales}	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	Unit Mtg = 1 WIN				
Weekly Unit Success Event {with Mary Kay Attire}																																3 interviews = 3 WINS				
1 Interview Survey Completed																																3 follow-ups = 3 WINS				
24-48 hr. Followup w/Interview {EofE Survey completed}																																1 Guest = 1 WIN				
1 Guest @ MK Success Event {who stays for marketing survey}																																21 referrals = 3 WINS				
5 New Contacts/Referrals {must get name & #}																																4 classes booked = 2 WINS				
2 New Bookings = 1 IPA/WIN {2 booked classes = 1 WIN}																																5 = GOLD				
1 New Team Member {5=Gold Medal & 4 = Silver Medal!}																																60 attempts = 2 WINS				
1-HOUR uninterrupted Booking/Coaching calls & texts																																				
Mental B.A.T.H. 951-262-3712 {Unit Education line} + {Wkly Accomplishment submitted online via InTouch}																															24 WINS Weekly = DIRECTORSHIP					
Daily IPAs Totals:																																				
Weekly TOTALS:	1-7 =							8-14 =							15-21 =							22-28 =							29-31 =							

I SOLD \$ this week! I SOLD \$ this week! I SOLD \$ this week! I SOLD \$ this week! I SOLD \$ this week!

Retail Dollar Sold (before tax) Retail Dollar Sold (before tax) Retail Dollar Sold (before tax) Retail Dollar Sold (before tax) Retail Dollar Sold (before tax)

STAR Level	Wholesale	Sales per week
PEARL	4800	\$800 SOLD per week
QUEENS Court of Sales		\$700 SOLD per week
EMERALD	3600	\$600 SOLD per week
DIAMOND	3000	\$500 SOLD per week
RUBY	2400	\$400 SOLD per week
SAPPHIRE	1800	\$300 SOLD per week



Order BIG 2 Sell BIG !!!

CAREER LEVEL	IPAs/wkly	CAREER LEVEL	IPAs/wkly
DIRECTORSHIP	24	MILLION \$ Unit	48
MARY KAY CAR	16	TOP Director Trip	40
Red Jacket	8	CADILLAC	32