

# Director IPAs

# Focus on Income Producing Activities

(Suggested for Directors with 50+ Unit members doing \$10,000 ws per month consistently)

Name \_\_\_\_\_ Desired Mary Kay Car/Unit Club \_\_\_\_\_ Month \_\_\_\_\_

Count each as 1 IPA	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
Unit Guest Follow up																															
Business Debut or Trunk Show																															
Unit Interview/Follow up																															
New Unit Member																															
Sales Meeting																															
Personal Interview																															
Consultant Education																															
5 Consultant 1 on 1 Conversations																															
Skin Care Class or 3 Faces																															
2 New Bookings (classes)																															
Inventory Discussion w/ New Consultant																															
Total IPAs per Day																															

Total IPAs for the Week 1<sup>st</sup>-7<sup>th</sup> \_\_\_\_\_ 8<sup>th</sup>-14<sup>th</sup> \_\_\_\_\_ 15<sup>th</sup>-21<sup>st</sup> \_\_\_\_\_ 22<sup>nd</sup>-31<sup>st</sup> \_\_\_\_\_

- GRAND PRIX can result from 15 IPAs per WEEK – EVERY WEEK
- CADILLAC can result from 20 IPAs per WEEK – EVERY WEEK
- TOP DIRECTOR TRIP can result from 30 IPAs per WEEK – EVERY WEEK
- MILLION \$ CLUB can result from 40 IPAs per WEEK – EVERY WEEK

Fax or email to your NSD every 7 days