

Income-Producing Activities Tracking Sheet for Consultants

Name _____ Month _____

Do you want results from your Mary Kay business? Then concentrate on these income-producing activities on a weekly basis.

What's your goal? _____

Consultant Part Time
Complete 10 IPAs a week

Consultant Full Time
Complete 15 IPAs a week

Driving Free
Complete 20 IPAs a week

DIQ-Director
Complete 30 IPAs a week

One IPA for Each	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
2 IPA points for 1 Skin Care Class (min. 5 people)																															
3 Facials																															
\$100 in Sales																															
Personal Q&A																															
Guest at Meeting																															
5 New Contacts																															
10 Referrals																															
2 New Bookings																															
1 New Team Member																															
Total IPAs for the Day																															

Total IPA's for the Week: Week 1 _____ Week 2 _____ Week 3 _____ Week 4 _____ Week 5 _____

Total IPA's for the Month: _____