

15 Faces

Month:



5 Interviews

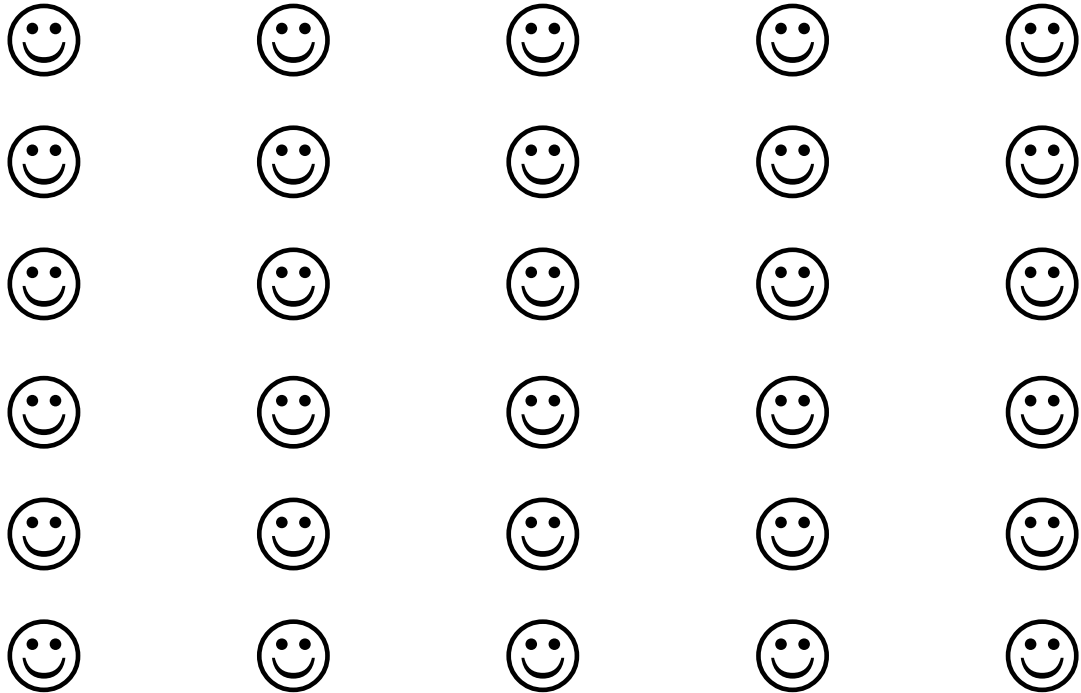


## IPA's (Income Producing Activities)

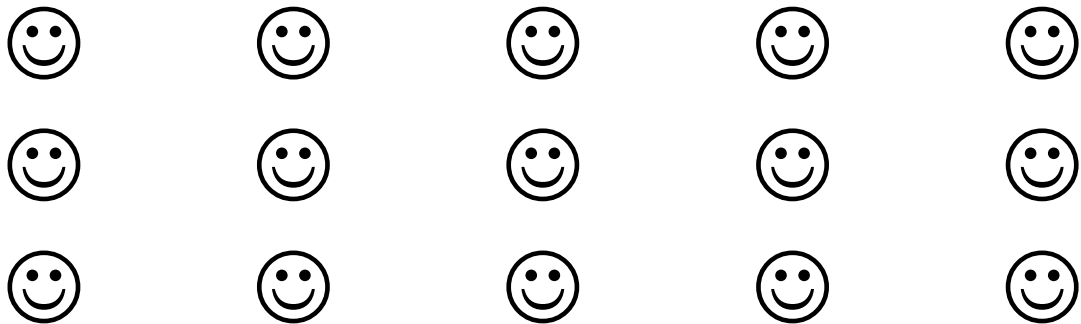
- 1 Skin Care Class (3 faces/\$100+ retail)
- 2 Facials (\$100+ retail)
- Re-Orders (1 per \$100)
- 1 Interviews (Evaluation completed and turned in)
- Follow up with tape (ask closing questions)
- 1 Guest at meeting ( ——— completed and turned in)
- 7 *New* Contacts (phone or in personal – must get name and telephone number)
- 2 *New* Bookings (Facials & Classes)
- 1 *New* Team Member
- 2 *New* Basics Sold
- Business Debut

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