

# WEEKLY IPAs

## (INCOME PRODUCING ACTIVITIES)

IPAs are important because you want to make sure you are spending your time *wisely*, on activities that are actually earning you money, instead of just keeping you busy! Each week, track your IPAs so you can see where you are spending your time and where you need to make adjustments!

IPA	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Get 7 new names & numbers							
Get 2 new bookings							
Hold an On-the-Go Appointment							
Hold a Facial							
Hold a Party							
Have a guest to an event							
Sell \$100							
Call 5 customers for reorders							
Share a Marketing video w/ survey							
Hold a Career Chat/Interview							
Add a new Team Member							

*How many should I do??* That depends on your goals:

PART - TIME  
CONSULTANT

**5** IPAs/week

FULL - TIME  
CONSULTANT

**10** IPAs/week

ON - TARGET  
CAR/DIQ

**15** IPAs/week