

## Daily Accountability Call Script

**My \_\_\_\_\_(monthly) goal is:**

*(State in terms of sales, faces, interviews, new team members, career level step, car goals.)*

**Yesterday toward that goal I did \_\_\_\_\_ IPA's including**

*(State the # of IPA's you accomplished, then list them. IPA's are outlined below for easy reference.)*

<b>1 Skincare Class</b>	<i>3 faces, \$200 in sales</i>
<b>2 Facials</b>	
<b>3 On-the-Go's</b>	
<b>\$100 Customer Service Sales</b>	<i>Outside of parties</i>
<b>1 Interview</b>	<i>For personal team or unit</i>
<b>1 Guest at Meeting</b>	
<b>5 New Contacts</b>	<i>Requires name and #</i>
<b>2 New Appointments Booked</b>	<i>Interview, guest, facial, party, etc.</i>
<b>1 New Team Member</b>	
<b>1 Business Debut</b>	<i>\$100 sales, 4 bookings</i>
<b>Attending weekly meeting</b>	
<b>Team Member at weekly meeting</b>	
<b>Team Coaching Calls</b>	

**Today my plan is to:**

*(State what appointments you have up for the day, sales goal, interview goal, new contact goals, # of phone calls, lead generating set-up, etc.)*

After your accountability, our Director may ask for elaboration.



What level do you want to achieve?

<b>Part Time Consultant</b>	<b>Full Time Consultant</b>	<b>Grand Achiever Consultant</b>	<b>Directorship</b>
5 IPAs per week	10 IPAs per week	12 IPA's per week	15 IPA's per week
1/day	2/day	2-3/day	3-5/day