

DECEMBER

IPA CALENDAR 2019

HAPPY HOLIDAYS!



JAFRA

December is the month to end with the beginning in mind!

NOTES

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1 Host 5 Parties Review Contact List & Weekly Plan	2 Business Meeting Webinar 11AM (PT) Celebrate your successes with your team!	3 Product Training Webinar 11am (PT)	4 Social Media Post: Irresistible Story Fragrance	5 Client Calls	6 Follow-Up Friday	7 Party & Facials Day
3 – 5 Conversations Daily						
8 Add 5 New Consultants to your team Review Contact List & Weekly Plan	9 Special Calls to share JAFRA	10 Product Training Webinar 11am (PT)	11 Social Media Post: JAFRA ROYAL Men	12 Client Calls	13 Follow-Up Friday	14 Party & Facials Day
3 – 5 Conversations Daily						
15 Have 5 Open Houses Review Contact List & Weekly Plan	16 Special Calls to share JAFRA	17 Personal Development Webinar 11am (PT)	18 Social Media Post: Holiday Post	19 Client Calls	20 Last day to register for your Mazda! Follow-Up Friday	21 Party & Facials Day
3 – 5 Conversations Daily						
22 Review Contact List & Weekly Plan	23 Special Calls to share JAFRA	24 Christmas Eve! JAFRA Closed	25 Merry Christmas! JAFRA Closed	26 JAFRA open from 8am - 5pm	27 Follow-Up Friday	28 Party & Facials Day
Month End Follow Up						
29	30	31 New Year's Eve JAFRA open from 6am – 1pm (PT)				
Month End Follow Up						

Color Guide

Admin Activity: Yellow

Team Activity: Blue

Money Generating Activity: Green

KEY INCOME PRODUCING ACTIVITIES (IPA)



Review Contact List & Weekly Plan – Sundays are a great opportunity to mentally prepare for the upcoming week. Take 10 – 15 minutes to review your contact list & plan your week.



Add 5 New Consultants to your team – Make JAFRA irresistible to others! Use any of the three \$19 Business Kits to add new people to your team!



Hold 3 – 5 Conversations Daily – Remember every conversation matters! Make it your daily habit.



Celebrate your Successes with your team – Take the time to recognize you and your team's previous month's achievements. This is a great way to re-energize for the new month.



Party & Facials Day – Parties and facials are the best environments to share products and the opportunity.



Special Calls: to share JAFRA – Do you know someone who would love to hear more about JAFRA? Give that person a call and share the opportunity. December offers 3 new \$19 Business Kits plus don't forget now New Consultants can earn 50% commission!



Personal Development Webinar – Join Kathleen Quinn for free Personal Development Training, now just 15 minutes long!



Social Media Post Day – Use this day to share your favorite social posts. Each week post something related to the different suggested topics.



Client Calls – Call your clients, check on their monthly product needs, tell them what's new, and nurture your relationships.



Follow up Friday – Follow up with your prospects, leads, and clients. Get to know people's preferences, choose texts or calls depending on what you know is best for them.



Last day to Register for your Mazda – Send an email to MyMazda@Jafra.com to let us know you're ready to earn your Mazda.



Month End Follow Up – You're almost at the finish line! Keep it up and make this month the best ever!

Color Guide

Admin Activity: Yellow

Admin activities are activities include scheduling, management, & good business practices.

Team Activity: Blue

Team activities are activities done as a team or for the growth & benefit of the team.

Money Generating Activity: Green

Money generating activities are activities that directly or indirectly lead to profit.

It's the most wonderful time of the year!

JAFRA