

It Factor Weekly/Monthly Tracking Sheet Name _____ Month: _____

50+ Faces (Equivalent to 3 Classes Per Week)					Week Ending:				
_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$
_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$
_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$
_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$
_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$	_____ Name & \$

\$500+ Per Week in New Sales			
Week 1	Week 2	Week 3	Week 4
\$ _____ NEW	\$ _____ NEW	\$ _____ NEW	\$ _____ NEW
\$ _____ Reorders	\$ _____ Reorders	\$ _____ Reorders	\$ _____ Reorders
\$ _____ Total	\$ _____ Total	\$ _____ Total	\$ _____ Total

3+ Career Talks Per Week Y=Yes N=No M=Maybe			
Week 1 Career Talks		Week 2 Career Talks	
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M
Week 3 Career Talks		Week 4 Career Talks	
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M
_____	Y N M	_____	Y N M

SET YOUR GOALS

IT FACTOR LEVELS
Circle or highlight your goals!
HOLY IT =
 60 Faces, 25 Career Talks, \$1500 Wholesale Order, 3 New Team Members
IT GIRL =
 45 Faces, 15 Career Talks, \$1200 Wholesale Order, 2 New Team Members
IT FACTOR ELITE =
 30 Faces, 10 Career Talks, \$1000 Wholesale Order, 1 New Team Members
IT FACTOR =
 15 Faces, 5 Career Talks, \$650 Wholesale Order

STAR CONSULTANT GOAL
 Quarters End 3/15, 6/15, 9/15, 12/15
Sapphire 1800 Ruby 2400 Diamond 3000 Emerald 3600 Pearl 4800

CAREER PATH GOAL
Senior Consultant (1-2 team members)
Red Jacket (3-4 team members)
Team Leader (5-7 team members)
Future Director (8+ team members)
On-Target Car: 5 active team members & \$5000+ wholesale in month
DIQ: Be a star & 10 active team members

10 Power Booking Contacts Per Day Mark Each Day You Do 10+										
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		