

The 2026 **IPA** *Tracker*

A Tool for Tracking Day-to-Day Income-Producing Activities

Name:

Number:

E-mail:

Website:

www.SuperchargeYourLife.Teachable.com

www.StrengthFocus.us

303.947.3791

January 2026

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
29	30	31 New Year's Eve	1 New Year's Day, Kwanzaa Ends	2	3 International Mind-Body Wellness Day	4
5	6	7	8	9	10	11
12	13	14	15 Get to Know Your Customers Day	16	17	18
19 Martin Luther King Jr. Day	20	21	22	23	24	25
26 National Spouse's Day	27	28	29	30	31	1
2 Groundhog Day	3	4	5	6	7	8 Super Bowl LX

"Tracking shows your intention to do business."

- Patrice Matteson

From *December* **29**

<i>Monday</i> 29		<i>Tuesday</i> 30		<i>Wednesday</i> 31	
PRIORITIZE		PRIORITIZE		PRIORITIZE	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
ACCESS DATABASE		ACCESS DATABASE		ACCESS DATABASE	
REACH OUT		REACH OUT		REACH OUT	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
TRACK		TRACK		TRACK	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
INVEST IN TEAM		INVEST IN TEAM		INVEST IN TEAM	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS	
	<input type="checkbox"/>		<input type="checkbox"/>		New Year's Eve <input type="checkbox"/>
	<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>
	<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>
	<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>
SURVEY DAILY TOTALS		SURVEY DAILY TOTALS		SURVEY DAILY TOTALS	
● = __	⊙ = __	✕ = __	● = __	⊙ = __	✕ = __
☑ = __	☒ = __	☓ = __	☑ = __	☒ = __	☓ = __
☑ = __	☒ = __	☓ = __	☑ = __	☒ = __	☓ = __
☑ = __	☒ = __	☓ = __	☑ = __	☒ = __	☓ = __

“Value the contact.”
- Patrice Matteson

From *January 12*

<i>Monday 12</i>		<i>Tuesday 13</i>		<i>Wednesday 14</i>	
PRIORITIZE		PRIORITIZE		PRIORITIZE	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
ACCESS DATABASE		ACCESS DATABASE		ACCESS DATABASE	
REACH OUT		REACH OUT		REACH OUT	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
TRACK		TRACK		TRACK	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
INVEST IN TEAM		INVEST IN TEAM		INVEST IN TEAM	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
SURVEY DAILY TOTALS		SURVEY DAILY TOTALS		SURVEY DAILY TOTALS	
● = __ φ = __ ✕ = __		● = __ φ = __ ✕ = __		● = __ φ = __ ✕ = __	
☑ = __ ☒ = __ ☓ = __		☑ = __ ☒ = __ ☓ = __		☑ = __ ☒ = __ ☓ = __	

"There is no such thing as a worthless conversation, provided you know what to listen for. And questions are the breath of life for a conversation." - James Miller

From *January* **19**

<i>Monday 19</i>		<i>Tuesday 20</i>		<i>Wednesday 21</i>	
PRIORITIZE		PRIORITIZE		PRIORITIZE	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
ACCESS DATABASE		ACCESS DATABASE		ACCESS DATABASE	
REACH OUT		REACH OUT		REACH OUT	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
TRACK		TRACK		TRACK	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
INVEST IN TEAM		INVEST IN TEAM		INVEST IN TEAM	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS	
<input type="checkbox"/>	Martin Luther King Jr. Day	<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
SURVEY DAILY TOTALS		SURVEY DAILY TOTALS		SURVEY DAILY TOTALS	
● = __	⊙ = __	✕ = __	● = __	⊙ = __	✕ = __
☑ = __	☒ = __	☓ = __	☑ = __	☒ = __	☓ = __

"You cannot perfect random processes."

- Patrice Matteson

From *January* **26**

<i>Monday</i> 26		<i>Tuesday</i> 27		<i>Wednesday</i> 28	
PRIORITIZE		PRIORITIZE		PRIORITIZE	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
ACCESS DATABASE		ACCESS DATABASE		ACCESS DATABASE	
REACH OUT		REACH OUT		REACH OUT	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
TRACK		TRACK		TRACK	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
INVEST IN TEAM		INVEST IN TEAM		INVEST IN TEAM	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○		○○○○○○○○○○○○○○○○○○○○	
EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS		EXECUTE APPPOINTMENTS	
<input type="checkbox"/>	National Spouse's Day	<input type="checkbox"/>		<input type="checkbox"/>	Lunar New Year
					(Year of the Wood Snake)
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
SURVEY DAILY TOTALS		SURVEY DAILY TOTALS		SURVEY DAILY TOTALS	
● = __	⊙ = __	✕ = __	● = __	⊙ = __	✕ = __
☑ = __	☒ = __	☓ = __	☑ = __	☒ = __	☓ = __

IPA SCORE CARD

DATES	WEEK	● Dialed Phone	📞 Contacts Made	✖️ Appts Set	☑️ Appts Held	☑️ Appts Closed	☑️ Personal Recruits	IPA DAYS 3 Contacts/Day	CALL RATIO Contacts/Appts	SUCCESS RATIO Closes/Recruits	SALES VOLUME Product Sold	INCOME Earnings Received
Dec 22-Dec 28	52											
Dec 29-Jan 4	1											
Jan 5-Jan 11	2											
Jan 12-Jan 18	3											
Jan 19-Jan 25	4											
Jan 26-Feb 1	5											
Feb 2 -Feb 8	6											
Feb 9-Feb 15	7											
Feb 16-Feb 22	8											
Feb 23-Mar 1	9											
Mar 2-Mar 8	10											
Mar 9-Mar 15	11											
Mar 16-Mar 22	12											
Mar 23-Mar 29	13											
Mar 30-Apr 5	14											
Apr 6-Apr 12	15											
Apr 13-Apr 19	16											
Apr 20-Apr 26	17											
Apr 27-May 3	18											
May 4-May 10	19											
May 11-May 17	20											
May 18-May 24	21											
May 25-May 31	22											
Jun 1-Jun 7	23											
Jun 8-Jun 14	24											
Jun 15-Jun 21	25											
Jun 22-Jun 28	26											

INCOME \$ _____ ÷ CONTACTS _____ = WAGE \$ _____

NOTES