

# Month End Checklist

It's important to work all month towards your Mary Kay goals, and especially make sure to take time at the end of the month to work on your business.

Answer these questions on the last day of each month and make sure you share this information with your sales director.



## LET'S WRAP IT UP

Have you added all team calendar dates to your calendar?

Have you placed your wholesale order?

Do you have a minimum of 5 appointments booked for next month?

What is your sales goal for next month?

What is your team building goal for next month?

Have you connected with your director regarding your goals?