

WEEK 5 BREWING UP REFERRALS

- M** Watch this week's video. ☐
 Make **10** calls to family and friends (set up 2 coffee appointments—one on Tuesday and one on Thursday). ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐
- T** Go on your first coffee appointment. ☐
 Follow up with a personal note. ☐
 Call to set up an **A+** client lunch for Friday. ☐
- W** Fun day! No lead-generation today. (Don't know how to rest? Watch **How the Pros Rest & Run Their Way to the Top** on Blitz Central.)



If you've decided to host a party, call to confirm all RSVPs and send a reminder email to those you've not heard from yet.



- T** Go on your second coffee appointment. ☐
 Follow up with a personal note. ☐
 Call **4** business-to-business relationships to set up breakfast appointments for next week (e.g. Lender, Financial Planner, Insurance Agent, CPA or Attorney). ☐ ☐ ☐ ☐
- F** Take the **A+** client you called on Tuesday to lunch. ☐
 Follow up with a personal note. ☐
 Check in with your Blitz Buddy and check off your weekly action steps in Blitz Central. ☐ ☐

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TOTAL WEEKLY ACTIVITIES /24

OF REFERRALS RECEIVED

OF TRANSACTIONS CLOSED

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