

## WEEK 1 / REFERRAL RECIPE

- M** Watch this week's video on Blitz Central. ☐
- Pop by 5 A+ advocates. ☐ ☐ ☐ ☐ ☐
- T** Write a note to each person you popped by yesterday. ☐ ☐ ☐ ☐ ☐
- Watch the bonus video on how to set up a business lunch. ☐
- Call to invite a business owner to lunch on Friday. ☐
- W** Pop by 5 A clients. ☐ ☐ ☐ ☐ ☐
- T** Write a note to each person you popped by yesterday. ☐ ☐ ☐ ☐ ☐
- Practice your dialogues. ☐



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- F** Take 1 business owner to lunch (share the *Takin' Care of Business* chapter giveaway and follow up with a note). ☐
- Visit Blitz Central to check off your action steps. ☐



TOTAL WEEKLY ACTIVITIES

# OF REFERRALS RECEIVED

# OF TRANSACTIONS CLOSED

[buffiniandcompany.com/blitzcentral](http://buffiniandcompany.com/blitzcentral)