

WEEK 1 HITTING A HOME RUN WITH THE FUNDAMENTALS

- M** Watch this week's video. ☐
Meet and add **3** new people to your database (see resources for ideas). ☐ ☐ ☐
Call to set up an **A+** client lunch for Friday. ☐
- T** Meet and add **3** new people to your database. ☐ ☐ ☐
- W** Write personal notes to all those you added to your database on Monday and Tuesday. ☐ ☐ ☐ ☐ ☐ ☐
- T** Meet and add **3** new people to your database. ☐ ☐ ☐
Write a follow-up personal note to each. ☐ ☐ ☐



If you've decided to host a party, contact venue, caterer, entertainment, etc. to secure a date.



- F** Call to let **10** clients know you'll Pop-By next week. (4 A+ clients for Monday, 3 current leads for Tuesday & 3 agents for Thursday). ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐
Take the **A+** client you called on Monday to lunch. ☐
Follow up with a personal note. ☐
Check in with your Blitz Buddy and check off your weekly action steps in Blitz Central. ☐ ☐

TOTAL WEEKLY ACTIVITIES /34

OF REFERRALS RECEIVED

OF TRANSACTIONS CLOSED

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