

# WEEK 4 STAYING ON THE REFERRAL TRAIN

- M** Watch this week's video. ☐
- Take the **A+** client you invited last Wednesday to lunch. ☐
- Follow up with a personal note. ☐
- Call **10** A (or B) clients you'll be popping by this week. ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐
- T** Pop-By **5** clients you called yesterday. ☐ ☐ ☐ ☐ ☐
- Call to set up an **A+** client lunch for Friday. ☐
- W** Pop-By the remaining **5** clients you called Monday. ☐ ☐ ☐ ☐ ☐



If you've decided to host a party, call your top business-to-business relationships about sponsoring it.



- T** Write personal notes to everyone you popped by this week. ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐
- Get your mailing out to your entire database (see resources). ☐
- 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	/39
# OF REFERRALS RECEIVED	
# OF TRANSACTIONS CLOSED	

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