

WEEK 5 / CULTIVATE, CAPTURE & CASH-IN ON OLD LEADS

M Watch this week's video on Blitz Central. ☐

Sift through all old leads and inquiries. ☐
(New to the business? See Blitz Central for special instructions.)

T Call at least **3** old leads and inquiries (follow up with a note). ☐ ☐ ☐

Call to invite a business owner to lunch on Friday. ☐

W Send out the eReport to your entire database, including old leads. ☐

Call all buyer leads (follow up with a note). ☐

T Call all seller leads and inquiries (follow up with a note). ☐



F Take **1** business owner to lunch (share the chapter giveaway and follow up with a note). ☐

Set up appointments with buyers and sellers (follow up with a note). ☐

Visit Blitz Central to check off your action steps. ☐



TOTAL WEEKLY ACTIVITIES

OF REFERRALS RECEIVED

OF TRANSACTIONS CLOSED

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