THIS BLITZ BOOK IS THE PROPERTY OF:

START DATE:

COMPLETION DATE:

HOW TO USE YOUR BLITZ BOOK

DAY OF WEEK

ACTION STEPS

CHECK OFF YOUR
ACTION STEPS AS
THEY ARE COMPLETED

WEEK

WEEK 3 / PRACTICE MAKES PERFECT

M Watch this week's video on Blitz Central.

Get your first mailing out to your entire database.

T Call to set up **4** appointments for breakfast, coffee or lunch for next week.

Call to invite a business owner to lunch on Friday.

W Pop-By **3** business owners.

T Write a note to each business owner you popped by yesterday.

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

Visit Blitz Central to check off your action steps.

Call your Blitz Buddy. And don't forget to tally your numbers below!

TOTAL WEEKLY ACTIVITIES	8 /15
# OF REFERRALS RECEIVED	4
# OF TRANSACTIONS CLOSED	1

buffiniandcompany.com/blitzcentral

BUFFINI & COMPANY'S
BLITZ

REMINDERS

ENTER YOUR
WEEKLY TOTALS

GO TO BLITZ CENTRAL FOR ALL RESOURCES
buffiniandcompany.com/blitzcentral

M Watch **Welcome to The Blitz**. ○

Watch **Intro to Working by Referral**. ○

T Find a Blitz Buddy (see details on Blitz Central). ○

W If you're not familiar with Pop-Bys or it's been a while, read **The Pop-By Plan**. ○

T Buy **10** Pop-By gifts. ○

Download and print Pop-By tags. ○

F Clean and organize your workspace. ○

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BLITZ

Don't forget to visit Blitz Central for all your resources.

TOTAL WEEKLY ACTIVITIES /7

OF REFERRALS RECEIVED

OF TRANSACTIONS CLOSED

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