

PREP MODULE

It's time to get ready for The Blitz. Here are some helpful activities to get you started.

Watch the following on Blitz Central:



- **Welcome to The Blitz**
- **Introduction to Working by Referral**
- **Party Your Way to The Top**

Find a Blitz Buddy (see **Welcome to The Blitz** video and print resource on Blitz Central).

HOW TO USE YOUR BLITZ BOOK

DAY OF WEEK

ACTION STEPS

CHECK OFF
YOUR ACTION
STEPS AS
THEY ARE
COMPLETED

REMINERS

WEEK 2 POPPING BY WITH A DOSE OF SUNSHINE

- Watch this week's video.
- Pop-By A+ clients.
- Call to set up an A+ client lunch for Friday.
- Pop-By 3 current leads.
- Write personal notes to all those you popped by on Monday and Tuesday.
- Pop-By 3 fellow agents to brainstorm and network.
- Write a follow-up personal note to each.

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	26/26
# OF REFERRALS RECEIVED	6
# OF TRANSACTIONS CLOSED	3

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ENTER YOUR
WEEKLY TOTALS

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

BLITZ CENTRAL IS MOBILE FRIENDLY...DON'T FORGET TO LOG IN TO THE WEBSITE ON YOUR DEVICE.



Buy **20** Pop-By gifts (see resources on Blitz Central for suggestions or create your own!).

If you're not familiar with Pop-Bys or it's been a while, watch the **Pop-By Role Play** videos on Blitz Central.

Read **The Pop-By Plan** and print your Pop-By tags (see resources on Blitz Central).

Clean and organize your workspace.

Read our recommended book of The Blitz: **Love Is the Killer App** by Tim Sanders.



If you've decided to host a party, download **The Client Party Planner** on Blitz Central.

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