

WEEK 3 CUTTING THE CORD ON CALLS

M Watch this week's video. ☐

Call **5** of your past clients. ☐ ☐ ☐ ☐ ☐

(New to the business?

Call your **5** favorite people.)

T Call **5** more of your past ☐ ☐ ☐ ☐ ☐

clients. (New to the business?

Call your next **5** favorite people.)

W Write personal notes to all ☐ ☐ ☐ ☐ ☐

the past clients you called ☐ ☐ ☐ ☐ ☐

Monday and Tuesday.

Call to set up an **A+** client lunch ☐

for Friday.

Call to set up an **A+** client lunch ☐

for next Monday.



If you've decided to host a party, call through your database to follow up on the invite.



T Call **5** of your current clients ☐ ☐ ☐ ☐ ☐

with an update.

Follow up with a personal ☐ ☐ ☐ ☐ ☐

note to each.

Prep your mailing (next week, you'll ☐

send a marketing piece to your best

clients—see resources for details).

F Take the **A+** client you called on ☐

Wednesday 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

OF REFERRALS RECEIVED

OF TRANSACTIONS CLOSED

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