

## WEEK 6 / MOVING BUYERS OFF THE FENCE

- M** Watch this week's video on Blitz Central. ☐
- Call all active buyers with a market update and invite your most motivated buyer to lunch on Friday. ☐
- T** Write a note to all buyers you called yesterday. ☐
- W** Call all active buyers with a market update. ☐
- T** Upload your entire database into Referral Maker® CRM. ☐



- F** Take your most motivated buyer to lunch (follow up with a note). ☐
- Prep your second mailing (or upgrade to Client Direct). ☐
- Subscribe for free to *The Brian Buffini Show* podcast. ☐
- Visit Blitz Central to check off your action steps. ☐

6

TOTAL WEEKLY ACTIVITIES

# OF REFERRALS RECEIVED

# OF TRANSACTIONS CLOSED

[buffiniandcompany.com/blitzcentral](http://buffiniandcompany.com/blitzcentral)