

WEEK 7 / LEVERAGE YOURSELF WITH LISTINGS

- M** Watch this week's video on Blitz Central. ☐
- Do a property inspection on all your listings. Create a checklist of low-cost improvements/repairs for each one. ☐
- Send **Home Enhancement Checklist** to all current sellers. ☐
- T** Review all current inventory pricing. ☐
- For any overpriced listings, call to set up a price adjustment appointment. ☐
- Call to invite a business owner to lunch on Friday. ☐
- W** Send **I May Have a Buyer for Your Home** letter to a targeted neighborhood. ☐
- Get your second mailing out to your entire database. ☐



- T** Call all buyers in your database that may be interested in any of your listing inventory. ☐
- 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. ☐

7

TOTAL WEEKLY ACTIVITIES

OF REFERRALS RECEIVED

OF TRANSACTIONS CLOSED

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