

## 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. ☐

3

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



TOTAL WEEKLY ACTIVITIES

# OF REFERRALS RECEIVED

# OF TRANSACTIONS CLOSED

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