

45-Day Worksheet



Monday	Tuesday Key Time: 3:00pm	Wednesday Key Time: Noon lunch	Thursday Key Time: AM coffee	Friday Key Time: AM coffee; noon lunch	Top Of Mind List people to meet with by category
	3PM _____	Noon _____	__AM _____	__AM _____ Noon _____	Clients:
	3PM _____	Noon _____	__AM _____	__AM _____ Noon _____	Key Influencers:
	3PM _____	Noon _____	__AM _____	__AM _____ Noon _____	Long Shots:
	3PM _____	Noon _____	__AM _____	__AM _____ Noon _____	Pipeline Movers:
	3PM _____	Noon _____	__AM _____	__AM _____ Noon _____	Extras:
	3PM _____	Noon _____	__AM _____	__AM _____ Noon _____	Themes for the Period and Questions to Ask: